



Hope lives here!

December 20, 2018

Mr. John Kearns
President
John Kearns & Associates
3959 North Buffalo Road
Orchard Park, New York 14127

Dear Jack:

There are many tensions in the art of shepherding in the life of the church today. Not least among them is the burden of meeting the fiscal demands of a parish when issues facing the faithful are so demanding and challenging. John Kearns & Associates has lifted one of those burdens from our shoulders. Your firm mentored a magnificently successful drive at the Cathedral Community and made it so easy for us.

I am most pleased that we selected Kearns & Associates to guide us through our major parish capital campaign which has surpassed its \$1 million goal. They exceeded all expectations and everyone from the company was very professional in working with me and our staff. Their organizational strategy not only brought enthusiasm to the project but was accomplished in such a manner as to elicit support and volunteerism without offending.

We knew that the decision on campaign counsel would have a significant impact on our ability to reach our campaign goal. Kearns & Associates separated themselves from the other firms by providing a team of experts who have a long history of success in working with Catholic parishes. They kept us on track throughout the process and their professionalism and work ethic played a key role in our success.

I am also impressed by the way they created a relationship with the parish that continues long after the official completion of the campaign. They are always available and cordial in their willingness to answer questions and provide additional advice and counsel.

The caliber of their people set the tone for a successful campaign and they were extremely accurate in their predictions throughout this process. It is for these reasons that I have great confidence in recommending John Kearns & Associates to my fellow clergy or any organization in need of fundraising counsel.

Sincerely,

Very Rev. Kevin McKenna
Rector

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