



DIOCESE OF RALEIGH

Office of the Bishop

715 Nazareth Street • Raleigh, North Carolina 27606-2187 • (919) 821-9702 • Fax: (919) 821-9755

March 7, 2013

To Whom it May Concern,

I write this letter in support of Guidance and Giving Inc, who recently worked with the Diocese of Raleigh on the *Our Cathedral: One Faith, One People* Campaign. Our Diocese began working with Guidance in Giving in the Fall of 2010 after interviewing several other consulting firms. Guidance in Giving stood out from the others not only due to their success with other campaigns on a scale similar to ours, but due to their commitment to the ideals of Christian Stewardship and the Mission of the Catholic Church.

The Diocese of Raleigh comprises the 54 eastern counties of North Carolina, covering approximately 32,000 square miles and serving approximately 96 very diverse parishes and missions. The campaign directors of Guidance and Giving, all of whom were young Catholic adults who demonstrate a joy in working for the Church and living their faith, embraced the challenge of this diversity. Each director focused on developing a campaign plan that was effective and easy to implement in our parish communities. I received many positive comments from pastors across the Diocese regarding the productive and motivating ways the campaign directors worked with the parish volunteers on how best to solicit participation and commitment from our parishioners. Regardless of their size or their available staffing resources, each parish was given a campaign plan and the dedicated assistance of a Guidance in Giving director. Pastors consistently commented how the administrative burdens that are usually placed upon them during a campaign were alleviated due to the effectiveness and support of the Guidance in Giving directors.

The home and parish receptions established by Guidance in Giving were also a very positive aspect of our campaign. The receptions were effective in educating our parishioners about the campaign and also a unique way to allow me, as Bishop of a geographically large Diocese, to meet and spend time with individual families that I may not always get the chance to see during my pastoral visits. The feedback I received from parishioners who attended the receptions was overwhelmingly positive and inspiring.

I highly recommend the use of Guidance in Giving for any Diocese considering a major fundraising campaign.

Sincerely in Christ,

A handwritten signature in cursive script that reads 'Michael F. Burbidge'.

Most Reverend Michael F. Burbidge  
Bishop of Raleigh

# *St. Mary Catholic Church*

*P.O. Box 1148, Laurinburg, NC 28353*

*Office: (910) 276-4468 \* Rectory: (910) 276-1478 \* Fax: (910) 276-9519*

November 16, 2012

Ms. Jennifer Frazer  
Executive Director  
Campaign Office  
715 Nazareth Street  
Raleigh, NC 27606

Dear Ms. Frazer:

Over the last several months the Diocese of Raleigh has conducted the Our Cathedral: One Faith, One People Campaign. I have been privileged at the request of our Diocesan Bishop to serve on a number of committees of the diocese for the Cathedral campaign and so doing have had the opportunity to see the dedication expertise and hard work of the Guidance in Giving committee entrusted with the campaign for our diocese.

Julie Anne Smith, the campaign director for my parish, St. Mary in Laurinburg, N.C. was particularly impressive. She was able to bring her professionalism and leadership skills to bear in a way that was extremely helpful and competent. She is skilled at communicating the very essence and heart of the campaign purpose and goal in such a way that resonated in the hearts of my parishioners. She was able to speak our language, share our experience and become a part of our community. I felt, as the pastor, I had a partner whom I could depend on at any time for help, direction and assistance. She was attentive to the small details of the campaign and was able to walk me through every aspect of the program. I had complete confidence in her leadership. She was a tremendous asset to me.

The members of our Capital Campaign Leadership Committee also benefited greatly from the hands on service and care Julie Anne showed. She was able to eliminate the fears and concerns of our committee and worked along side of the members of our committee inspiring confidence. Her work at St. Mary Church was not merely a job but a passion, which was contagious and urged us on to accomplish a successful campaign among the members of our parish family.

I can honestly say that due to the character, personality and dedication of Julie Anne Smith and her hands on involvement at St. Mary parish we not only reached our goal for the Our Cathedral, One Faith, One People campaign but have surpassed it by several thousands of dollars. Our new Cathedral will become a reality due in no small part to Julie Anne and her fellow co-workers in Guidance in Giving, Inc. She has my sincere thanks and appreciation for everything she has done here at St. Mary to make this campaign the huge success it has been.

I highly recommend Julie Anne Smith to you and your company. If I may be of any further assistance to you, please don't hesitate to call me at (910) 276-4468.

Sincerely yours in Christ,



Rev. JaVan Saxon, pastor



# *Saint Ann Catholic Church*

357 N. Cool Spring St, Fayetteville, NC, 28301; 910-483-3216

Ms. Jennifer Frazer  
Executive Director  
Campaign Office  
715 Nazareth Street  
Raleigh, NC 27606

Dear Ms. Frazer,

Julie Anne Smith is our Campaign Director for the Bishop's Annual Appeal and the Cathedral Campaign. She is a joy to work with – always cheerful and optimistic. Dedicated to the campaign, she was very conscientious in keeping us aware of deadlines and the next step to take.

During our campaign, she suffered an accident that limited her movement to the use of crutches. Even at that she never wavered.

We feel that we may give her the highest recommendation for her work with us.

Sincerely,



(Rev.) Thomas Malloy, OSFS  
Pastor



# GOOD SHEPHERD CATHOLIC CHURCH

5050 OAK STREET  
HOPE MILLS, NC 28348  
(910) 425-1590 FAX (910) 423-9973

January 15, 2013

Guidance in Giving, Inc.  
Mr. Michael Cusack  
225 Snedecor Avenue  
Bayport, NY 11705

Dear Mr. Cusack,

Julie Anne Smith, our Cathedral Campaign director, has been an inspiration. Her belief in the campaign was evident and it allowed her to share in the experience needed to try and make the campaign a success at Good Shepherd.

Julie Anne was able to bring her professionalism and leadership skills to Good Shepherd, making the process easier for the Campaign Committee. Julie Anne has made sure that we had what we needed by keeping close contact with the Parish Administrator, allowing her skills of communication to show.

Julie Anne has worked closely with the members of the committee inspiring confidence and to eliminate fears and concerns. Due to the character, personality and dedication, her hands on involvement was a positive experience for all involved with the committee. Her passion for her work was very apparent which was contagious and urged Good Shepherd to strive for their goal.

Even though Good Shepherd has not reached their Cathedral Campaign goal to date, Julie Anne continues to ensure that the resources needed to obtain our goal are available.

I highly recommend Julie Anne Smith to your company. If I may be of further assistance, please do not hesitate to contact me.

Sincerely yours in Christ,



Rev. Thomas J. Gaul  
Pastor Emeritus



**Saint Mildred Rectory  
616 E Sabiston Dr  
Swansboro, North Carolina 28584-9674**

Tuesday, November 13, 2012

**To Whom It May Concern:**

I am writing this Letter of Recommendation for Mr. Daniel Cleary who I know from his position with "Guidance and Giving" the fund raising organization used by the Catholic Diocese of Raleigh for our new Cathedral. Dan Cleary was assigned to St. Mildred Catholic Church after the unexpected resignation of his predecessor. I recall quite well, how Dan arrived at our first fund raising reception on the very afternoon he had arrived from his home in the North East. He was off and running as soon as he arrived. He is very professional in his duties, certainly conveys confidence and self-assurance and on that evening and throughout the process he was nothing but helpful and worked like a true professional. I give this fine young man my highest recommendation.

Sincerely,

A handwritten signature in cursive script that reads "Donald Baribeau, M.S." The signature is written in dark ink and is positioned above the printed name.

Reverend Donald Baribeau, M.S.

Pastor



## SAINT PATRICK CATHOLIC CHURCH

December 4, 2012

Ms. Jennifer Frazer  
Executive Director  
Campaign Office  
715 Nazareth Street  
Raleigh, NC 27606

Dear Ms. Frazer:

Since June 2012 the Diocese of Raleigh has conducted in this parish the *Our Cathedral: One Faith, One People* Campaign with the consulting assistance of *Guidance in Giving*. Ms. Julie Anne Smith, the campaign director for St. Patrick Parish in Fayetteville, NC, has been an outstanding leader.

In particular, she has been an excellent communicator with me and the Parish Capital Campaign Leadership Committee. Whenever we had questions, Julie Anne responded to our phone calls and/or emails promptly, if not immediately. She helped form the Leadership Committee into a cohesive unit and always affirmed the efforts of each committee member. She was most dependable for direction and assistance and enabled us to progress with confidence to the next step in the campaign process.

Julie Anne's steady enthusiasm and passionate commitment to the goals of the campaign and to us were contagious. While we are building a new \$8.2 million church here, Julie Anne's leadership is largely responsible for the parishioners of St. Patrick Parish exceeding what many thought possible.

I am grateful for everything Julie Anne Smith has done here at St. Patrick Church to make this campaign as successful as it has been. I highly recommend her to you and to your company. If I may be of any further assistance to you, please do not hesitate to call me at (910) 323-2410.

Sincerely in the Lord,

Rev. Michael P. Shugrue  
Pastor