

ADMINISTRATION
AND FINANCE



ARCHDIOCESE OF SEATTLE

910 Marlon Street
Seattle WA 98104-1299

May 19, 1997

To Whom It May Concern,

Last year, Michael Cusack directed a feasibility study for the Archdiocese of Seattle. The feasibility study was very well done and provided us the information necessary for the Archbishop and his consultants to make a decision regarding how best to fund the financial needs facing the Archdiocese of Seattle.

All the pastors of the Archdiocese were interviewed along with approximately 40 major donors and written questionnaires were filled out by over one hundred lay leaders. All persons participating in the study were asked to prioritize a list of needs. They were also asked if they would be willing to support an archdiocesan campaign to raise funds to meet these needs. The results of the study led us to launch our "Gift of Faith" Anniversary Campaign.

We are now in the midst of our Campaign. We believe that the feasibility study and the process we used to come to the decision to conduct a campaign is one of the major reasons for the success we are currently experiencing in our Campaign. We selected Mike Cusack and his firm "Guidance in Giving " to conduct our Campaign. We chose his firm because of the flexibility, objectivity and professionalism he brought to the feasibility study and because of the talent and experience of his staff.

If you have any questions, please feel free to call (206)382-4588.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick J. Sursely". The signature is fluid and cursive, with a large loop at the beginning.

Patrick J. Sursely, Director
Administration and Finance

THE GIFT OF FAITH

150th Anniversary Campaign of the Church in Western Washington

Most Reverend
Alex J. Brunett
Archbishop of Seattle

Very Reverend
George L. Thomas
Vicar General/Chancellor

Very Reverend
James D. Picton
Vicar for Parishes and
Faith Communities

November 2, 1999

Kelley Stupfel
Guidance In Giving, Inc.
2241 1/2 Northwest 61st Street
Seattle, WA. 98107

Dear Kelley,

Campaign Committee:

Charles Pigott
Chair

Craig Angelo

Phyllis Campbell

Richard Cooley

Debbie Grady

David Jaworski

Rhoady Lee, Jr.

Mike Patterson

Connie Proctor

Ed Santos

Michael Tucci

Ann Wyckoff

I am delighted to write this letter of recommendation for you. Although you worked for the Archdiocese of Seattle's Gift of Faith Capital Campaign for only a few months, your positive impact was significant.

You acquainted yourself quickly with the intricacies of our campaign case and the archdiocese. Your willingness to take on assignments with enthusiasm and a "can do" attitude was an inspiration to all involved in the campaign. Although you just recently became employed with the firm Guidance in Giving, Inc., it is apparent that you have an excellent background in fundraising – you are especially skillful in dealing with people and issues during planning and organizational meetings.

One other important workplace quality you possess, that I was able to observe, is that of being a team player. In fact, because of your self-confidence as a development professional I believe you would do well as a team-builder.

Kelley, I enjoyed working with you and recommend you highly as a development/fundraising professional. Your new employer, Guidance In Giving is fortunate that you chose to advance your career as one of their employees.

Campaign Staff:

Robert J. Corcoran
Co-Director

Thomas Q. Smith
Parish Campaign Director

Thomas A. Dolce
Parish Campaign Associate

Barbara W. Eckert
Parish Campaign Associate

Steve McAuliffe
Parish Campaign Associate

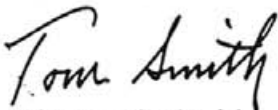
Roh Thomason
Parish Campaign Associate

Robin Ann Cashman
Parish Campaign
Manager

Suzann Parker
Administrative Assistant

Joy Jalipa
Administrative Secretary

Regards,



Thomas Q. Smith
Parish Campaign Phase Director
Gift of Faith Campaign

Cc: Michael Cusak, President
Guidance In Giving, Inc.

ARCHDIOCESE OF SEATTLE

Administration and Finance

910 Marion Street
Seattle, WA 98104-1299

December 10, 1999



Michael R. Cusak, President
Guidance In Giving
225 Snedecor Avenue
Bayport, New York 11705

Dear Mike,

As we move into the final months of our \$25 million Anniversary Campaign, I want to take this opportunity to thank you and the various staff of Guidance in Giving who have assisted us over the years.

Our Campaign has not been an easy one given Archbishop Murphy's illness and eventual death. This Campaign has gone on now for nearly four years. From the very beginning when you helped us launch the Campaign and throughout various stops, starts and shifts in the Campaign, you and your staff have always been flexible and responsive. The feasibility study conducted by you and your staff led us to develop a case that stood the test of time. Over the four years, this case has continued to receive the support of both our clergy and laity and as a result has made the success of our Campaign possible.

The enthusiasm, commitment and flexibility of the various staff persons that we worked with over the years have been very helpful to us. I'd like to single out two of your staff persons for special recognition. First, Carlos Proano. Carlos worked with us early in the Campaign. We were deeply impressed by not only his fundraising skills but also the spiritual depth he brought to the work. In recent months, Kelly Stupfel worked with us. While the period of time that she was working on the Campaign was short, we were all impressed with the wide variety of skills and talents that she brought to the job. She is a real asset to your company.

Michael, when we selected you to lead our Campaign it was because of your enthusiasm, leadership and flexibility. So throughout our Campaign, whenever we turned to you, you and your firm continued to provide these ingredients to our Campaign. You were always there when we needed you. Once again, thank you for all your help over the past four years.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Patrick J. Sursely".

Patrick J. Sursely, Director
Administration and Finance