



July 26, 2004

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Mike Cusack, President
Guidance In Giving
225 Snedecor
Bayport, NY 11705

Dear Mike;

Thank you for your efforts in successfully conducting the Campaign for the Education of Seminarians for the Catholic Foundation these past 11 months. We have thus far raised \$9,500,000 toward our \$10,000,000 goal and I am sure we will surpass that figure in the coming months.

Having had two previous campaigns our Foundation Trustees were quite familiar with the way diocese-wide campaigns are conducted and the frustration of running a campaign where the parish pastors are not supportive. This campaign was "parish based," giving the Foundation a huge advantage towards reaching the goal. I personally like your method of taking the campaign to the parish with a parish goal and involving parishioners in the various parish level committees. As one of the pastors said, it was a campaign supported by all the people, not just a select few.

This method proved to be the correct way to conduct this campaign and assured our success. Our two previous campaigns raised a combined total of \$3,800,000.

Thank you also for the four directors you sent to us: Dan Inman, Kristy Orme, Andrew Dzuiban, and Joe Neville. They did their jobs extremely well and were quickly able to establish rapport with the pastors, which helped in getting them to do their part for the campaign.

I would recommend Guidance In Giving to any diocese that is considering conducting a diocese-wide capital campaign. I would also consider engaging the firm in any future campaign the Catholic Foundation is asked to undertake.

Thank you for a successful campaign.

Sincerely,

Steve Kocharhook
Executive Director



The Cathedral of Our Lady of Lourdes

October 12, 2004

Guidance in Giving
8164 Sea Water Path
Columbia, MD 21045

To Whom it May Concern:

The Spokane Diocese recently completed a campaign *Here I am Lord, Send Me* for the continuing education of seminarians and the construction of a new house of studies. Our parish, the Cathedral of Our Lady of Lourdes had a pledge goal of approximately \$501,000.

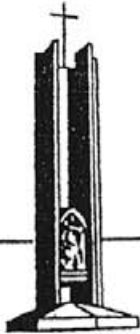
Because of the generous nature and support of our parishioners, as well as the superb assistance that Dan Inman and his staff from your organization gave us, we surpassed our goal (with \$541,779 pledged). Dan and his staff were efficient, prepared, and dedicated toward the success of the campaign.

Dan's leadership was invaluable and appreciated. We, as a parish are very experienced with these types of endeavors. Dan exhibited a high level of enthusiasm and determination to help us reach our goal. He also became a registered member of our parish and contributed to the support of our parish. His was a friendly, recognizable face in church. Dan and his staff are an excellent representation of your organization.

Sincerely

Tom Kendall,
Parish Pastoral Council President and
Campaign Chair of *Here I am Lord, Send Me*

Monsignor James M. Ribble
Rector, Cathedral of Our Lady of Lourdes



ASSUMPTION OF THE BLESSED VIRGIN MARY
CATHOLIC CHURCH

3624 W. Indian Trail Rd. • Spokane, WA 99208 • (509) 326-0144

7/14/04

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

Dear Mr. Cusack,

At the end of June the personnel from your firm, Guidance in Giving, completed a \$10 million fund raising campaign (*Here I Am Lord, Send Me*) here in the Diocese of Spokane. Assumption parish participated in this campaign.

Given the financial pressures of our times as well as the pedophilia issues which confront our local Church (and particularly this parish) this did not seem to be an opportune season for fund raising. With this campaign now completed, however, I must commend Guidance In Giving and its personnel for a very fine job. There are fundraisers and there are fundraisers – and there is Guidance In Giving. Having been engaged in several fund raising efforts over the past three decades of priestly ministry, I found Guidance In Giving to be unusually talented, well organized and above all, flexible. Mr. Daniel Inman and his crew were most courteous, encouraging and hard-working. I especially appreciated their ability to adapt to the quirks and inadequacies of our diocese as well as the unique needs of Assumption Parish. Under their inspiration and guidance I found the Campaign relatively easy to implement in our parish setting. The Special Gift Receptions were a particularly effective manner of gaining participation from parishioners.

I just cannot offer enough accolades for Mr. Joe Neville, your firm's agent who worked directly with Assumption Parish. He was most knowledgeable, cheery, encouraging and helpful in practical matters. He moved us firmly and steadily through the campaign and kept us fully informed about our progress. Joe demonstrated understanding and respect for our unique parish circumstances and the effectiveness of my pastoral role vis-a-vis fund raising techniques. Above, all, he was a Catholic man whose faith was personally important and real. He was a genuine blessing to us – and is assuredly, a wonderful addition to the Guidance In Giving team.

As a pastor of a semi-large parish I had the privilege of serving on the Priestly Advisory Council for this campaign. I saw it from the inside out. I was duly impressed with the organization of the campaign and the forthrightness with which it was conducted in our diocese. Mr. Inman is to be commended.

Without hesitation I can recommend Guidance In Giving as a qualified firm for raising funds within a Catholic Church setting and environment.

Sincerely,

Father Michael J. Savelesky
Pastor



Our Lady of Fatima Catholic Church

East 1517 - 33rd Avenue • Spokane, Washington 99203

June 24, 2004

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

Dear Mike:

The purpose of this letter is to commend Dan Inman for his work with us at Our Lady of Fatima.

When our parish was first assigned to Block 2, our leadership recognized that we could be more successful if transferred to Block 3, owing to our making final preparations during Block 2, including fund-raising *via* a new memorial fund, to begin a new church building.

My initial repeated requests were met with indifference. But somewhere along the way the diocesan Campaign leadership saw things through our eyes, and Dan delighted us with a transfer.

Dan discovered that we could go for it with a minimum of organization and of direction, so he facilitated our going on our usual casual, understated way. Dan was excellent at providing materials and timely reminders. Dave McGann, our parish General Chairman, speaks well of Dan's assistance.

You have a good man in Dan.

I enjoyed your visit last week. Come back and see what the people of Fatima, their architect and Walker Construction have done.

Sincerely,

James F. Kuhns
Pastor

SACRED HEART CHURCH

July 7, 2004

Michael R. Cusack
President and CEO
Guidance In Giving, Inc.
225 Snedecor Avenue
Bayport, New York 11705

Dear Michael:

Just wanted to take a moment and thank you and your staff in guiding Sacred Heart through the **Here I am, Lord, send me** campaign.

Andrew Dziubin from your staff was very helpful to me personally during all aspects of the campaign here in Pullman. Parishioners who attended Gift Receptions remarked on his professionalism, enthusiasm and willingness to listen. Andrew went beyond presenting mechanics, the facts, figures and procedures of the campaign. He motivated our parishioners and helped them see the campaign not just as an exercise in fund-raising, but as an act of stewardship for the well being of the Diocese of Spokane.

When the \$10,000,000 goal of the **Here I am, Lord, send me** campaign was first announced, there was a certain amount of doubt that the goal could be achieved. Without the hard work of Guidance In Giving and the focus on stewardship, I believe we would never have had the positive response we had here and in parishes across the diocese.

Thank you for a job well done!

Christ's peace



Fr. Edgar Borchardt
Pastor

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