



June 10, 2003

Mr. Michael R. Cusack, President  
Guidance in Giving, Incorporated  
225 Snedcor Avenue  
Bayport, New York 11705

Dear Michael:

I am writing this letter to you to give you my thoughts regarding the recent *One Faith...Many Blessings* Comprehensive Campaign held in the Diocese of Toledo. I am overjoyed that we have moved beyond our \$60 million goal and presently are holding at \$73 million. What a beautiful response from the people of the Diocese of Toledo.

The Leadership Gift Phase of this Campaign was significant at helping us achieve this above goal response. Our representative, from Guidance in Giving Incorporated, directing this portion of the Campaign was Bob Boegel. Bob was a very personable person who worked well with not only myself, but also with the Most Reverend James R. Hoffman, our Diocesan Bishop, and the Most Reverend Robert W. Donnelly, our Auxiliary Bishop.

The enthusiastic support we received from Bob Boegel was outstanding. His presence and demeanor were professional but friendly. His clarity of purpose and honesty were refreshing.

Under the auspice of stewardship, Bob Boegel helped the Diocese of Toledo spread the word and needs of the Campaign to our parishioners throughout our 161 parishes. Through regional Leadership Gift receptions and one-on-one meetings with the Bishop, Bob coordinated all aspects of this very successful advanced giving phase. The gifts ranged from \$1,000,000 from a local foundation to \$100,000 during one-on-one visits with the Bishop to \$50,000 through a regional Leadership Reception involving parishes across the Diocese. The meaning of "an equal sacrifice, not an equal gift" was brought to every corner of our 19-county territory.

**THE DIOCESE  
OF TOLEDO**

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Office of the Bishop

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Post Office Box 985  
Toledo, Ohio 43697-0985

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1933 Spielbusch Avenue  
Toledo, Ohio 43624-1371

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Telephone: 419-244-6711  
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Mr. Michael Cusack

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Your name is appropriate...Guidance in Giving. Your company, through Bob Boegel, did just that. The pastors, pastoral leaders and volunteers that Bob worked with never felt overwhelmed or threatened. The whole experience of the Leadership Gift Phase was positive. His presence was not intrusive and he was missed when he left to move on to another project.

My thanks to you on behalf of the Diocese of Toledo for your assistance and your assignment of Bob Boegel to the Diocese of Toledo.

In Christ,

A handwritten signature in cursive script that reads "Michael R. Billian".

Very Reverend Michael R. Billian  
Vicar General and Chancellor

MRB:ta

August 14, 2002



St. Mary Church, 85 S. Sandusky Street, Tiffin, OH 44883  
Founded 1831

To Whom It May Concern:

This letter is written as a recommendation for *Guidance in Giving, Inc.*, professional fund raising consultants. This group of well trained professionals had a very high goal for the Diocese of Toledo: \$60,000,000.00. Our diocese's Capital Campaign, "**One Faith...Many Blessings**" will not conclude until December, 2002, but the projected outlook is very promising that the diocesan goal will be exceeded.

I was rather concerned at first that individual parishes would be unable to meet their expectations, but with competent personnel such as J. P. Mikanis, a remarkable job was performed. He worked with a total of one hundred sixty-two parishes in our diocese, was very mannerly, full of vitality, eager for success in his endeavors and excited to do a top quality job for the churches in our diocese. Every parish in our diocese benefited from this Comprehensive Campaign, and for this we are thankful.

Three very effective aspects of the "**One Faith...Many Blessings**" Campaign:

- *Special Gift Receptions*, a unique way for parishioners to meet with the Bishop and listen to his endorsement of the campaign. The presentations given by J. P. Mikanis and a highly respected Doctor from our parish truly touched those in attendance. Their enthusiasm and willingness to do what was necessary to make this comprehensive campaign a success was very edifying. The personal invitation letters our parishioners received from the Bishop made them feel special. This was a big plus toward the well attended receptions. Parishioners listened, asked questions and opened their hearts to the needs of the church in our diocese and parish.
- *In-Pew Solicitations*, with endorsement from myself, presentations from J. P. Mikanis and Dr. John Felton, along with prior mailings that included St. Mary Parish Case Statement, permitted parishioners to experience the feeling of belonging to the whole church and that our parish truly has its future at heart. It gave them a unique view of the various diocesan and parish needs and how their contributions are important to the success of the campaign.
- *Videos*: "Seeing is believing," as the adage goes, gave parishioners a sense of the importance of the comprehensive campaign. People from all aspects of life participated in the videos, and because of this technique it showed how *everyone* is important to the campaign.

J. P. Mikanis was always available to myself and members of the Campaign Committee. If we had any questions, he never hesitated to answer them completely and satisfactorily. He was very diligent in coordinating meetings and events in accord with our needs.

If any parish or diocese should ever be in need of the services of a competent professional fund raising consultant firm, I would highly recommend *Guidance in Giving, Inc.* and J. P. Mikanis.

Sincerely,

*Rev. Frank A. Mund*



May 10, 2002

Matthew Dwyer  
Executive Director, Comprehensive Campaign  
Guidance in Giving, Inc.  
225 Snedecor Ave.  
Bayport, N.Y. 11705

Dear Mr. Dwyer:

We are very pleased with the results of the **One Faith... Many Blessings** Campaign at St. John the Baptist Catholic Church, Continental, Ohio, in the Fall of 2001. Our target goal for this campaign set by the diocese was \$56,750.00. As of this date, we have obtained pledges of over \$378,656.00 which is over 667% of the target goal (78 donors out of a parish with 170 possible donors). Our parish is trying to raise enough funds to begin building a new church. With these pledges we have an encouraging beginning.

Our Guidance in Giving campaign staff member, Jennifer Frazer, helped greatly with getting our fund raiser off the ground & in high gear. We appreciate her help and the rest of the Guidance in Giving staff. The staff has been quite helpful in leading our parish campaign committee & staff through the various steps of the campaign.

Thank you for working with our parish in its quest for a new church. May the Lord bless your efforts to bring awareness to the church communities throughout the country of needs both local and diocesan-wide.

Sincerely in Christ,

Fr. Robert J. Kill  
Pastor

**FAITH  
COMMUNITIES  
OF**



**ST. BARBARA  
CLOVERDALE**



**ST. JOHN  
THE BAPTIST  
CONTINENTAL**



**ST. JOSEPH  
NORTH CREEK**

**POST OFFICE BOX 8  
160 MAIN ST.  
CLOVERDALE, OHIO  
45827-0008**

**TELEPHONE: 419-488-2391  
FACSIMILE: 419-488-2390**

# *St. Mary Catholic Church*

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November 27, 2002

Michael Cusack President  
Guidance in Giving Inc.  
225 Snedecor Ave.  
Bayport, NY 11705

Dear Mr. Cusack,

I am very pleased to be able to write this letter regarding the One Faith ... Many Blessings campaign that is coming to a close in the Diocese of Toledo, Ohio. The representative to St. Mary Parish from your organization of Guidance in Giving was J.P. Mickanis. As the Associate Pastor I was apart of the campaign committee and had the good fortune to be able to work with him during the campaign in our parish. I was impressed with his friendly and social skills and abilities. His organizational skills helped make the campaign a success. Even though we did not reach the goal that was set for St. Mary, Parish, we considered it a great success. Part of the reason for not reaching our goal was due to a major employer in the city closing its doors just as the campaign was getting started. With this and the economy, the committee was very pleased that we were able to reach 84% of our goal.

I was very pleased that J.P. Mickanis was assigned to our parish. He showed his true leadership skills at the very beginning of the campaign when he was able to deal with some real concerns about meeting the expectations of the campaign, especially with the economic situation that was present at the time. He was able to reassure us that the campaign would be a success. He was able to answer the question the people had at the various gatherings. J.P.'s leadership skills were a big help in winning the people over along with the low sell approach of your organization.

I highly recommend Guidance in Giving with J.P. Mickanis and the rest of the staff who were apart of the One Faith ... Many Blessings campaign, to any diocese or parish seeking professional help in raising funds.

Sincerely,



Rev. Stephen Schroeder  
Assoc. Pastor

## St. Boniface and St. Peter Parishes

41 N. Perry St., P.O. Box 89  
New Riegel, Ohio 44853-0089  
Phone (419) 595-2567  
Fax (419) 595-2303

May 08, 2002

Michael R. Cusack, President  
Guidance In Giving, Inc.  
225 Snedecor Ave  
Bayport NY 11705

Dear Mr. Cusack and the "One Faith...Many Blessings Campaign Team:

A note to let you know how pleased I was with the success of the Toledo, Ohio Diocesan Campaign in my two parishes of St. Peter, Alvada, and St. Boniface, New Riegel. The goal for St. Peter was \$55,719 and the final amount raised was \$77,025. St. Boniface's goal was \$136,695 with final goal reached being \$121,685. Our preliminary campaign efforts began in November 2001, with the official start being January and ending at Easter 2002. I felt that this would be a definite drawback to our campaign's success, but it did not seem to affect it.

The methods employed by the Guidance in Giving Corporation and their insistence on using their overall plan was very important. The formation of committees for both our parishes under the guidance of a member from the G.G. Corporation turned into two very enthusiastic committees whose efforts carried us through the various parish receptions. The initial gathering of our committees was crucial to our success. Also, the parish receptions were very important. The showing of the special diocesan video, talks given by the Chairmen of our two committees, by the Pastor and the representative from the G.G. Corporation explained the need of the campaign. The showing of the diocesan video at the beginning of the parishes' weekend Masses helped to motivate the parishioners.

Another very important aspect throughout the entire campaign was the direction from the campaign staff, which was professional, courteous, helpful and concerned.

Sincerely yours in Christ,

*Fr. Leonard Kistler*

Fr. Leonard Kistler, C.P.P.S., Pastor

**ST. JOSEPH PARISH**  
104 W. BROADWAY ST.  
MAUMEE, OH 43537

(419) 893-4848

PARISH.OFFICE@STJOSEPHMAUMEE.ORG

FAX: (419) 891-6968

Mr. Matthew Dwyer  
Executive Director  
Comprehensive Campaign  
Guidance In Giving  
225 Snedecor Avenue  
Bayport, NY 11705

Dec. 3, 2002

Dear Mr. Dwyer,

It is with much satisfaction that I recommend your firm, Guidance In Giving, for the work you have done in our Toledo diocese and this parish of St. Joseph, Maumee, in the recent "One Faith...Many Blessings" campaign.

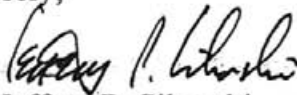
This recent campaign has been the second for our parish in the past six years. With your leadership, we have exceeded our parish goal of \$900,000.00 by over 20%. Chiefly responsible for the success here were the six receptions held for parishioners. Attendance at these receptions was more than I expected. Parishioners were given ample opportunity to hear the case, ask questions and offer their concerns.

Along with the receptions, the in-pew solicitation at the end of the campaign also far exceeded our expectations.

Both methods were highly effective in permitting us to exceed our goal and allow us to afford the completion of several projects which have been of great concern to us.

Your efforts and leadership were highly successful, done in a most professional manner and ensured that our parish and diocesan goals were reached, and exceeded. We thank you for all that you have done, and I highly recommend your firm to any Catholic parish and institution.

Sincerely,



Rev. Jeffery P. Sikorski  
Pastor

# *Saint Mary's Parish and School*

219 Page Street

Toledo, Ohio 43620-1430

Rectory (419) 243-9213

Fax No. (419) 243-5405

School (419) 241-3361



December 3, 2002

Mr. Michael Cusack  
President, Guidance in Giving  
225 Snedecor Ave  
Bayport, New York, 11708

Dear Mr. Cusack,

I am the pastor of a very small inner-city parish with a collection of less than \$1,000 a week and about 150 households. When I was told that our parish was asked to raise \$93,000 for our Diocesan Campaign - One Faith...Many Blessings, I just laughed. I told the parish secretary that I would do the best we could but we both agreed that we wouldn't get close to that amount. We had the receptions and sent out the letters to all our parishioners. I told the people that the Diocese had been very generous to us as an inner-city parish and now we had an opportunity to pay something back to the Diocese.

To my surprise we not only reached our goal but exceeded it by 33%! 57 donors pledged a total of \$125,000. I am convinced that it was the receptions and the personal letters that motivated the people. Since I have only been in the parish for a little more than a year I doubt that the people were just responding to my plea. I know it was the dynamics of Guidance in Giving and the help of Peter Raymond, your staff representative for our parish, that made our campaign such a success.

I wholeheartedly recommend Guidance in Giving to anyone looking for a fund raising company.

In His Spirit,

*Rev David J. Beck*



*St. Mary's Parish*

609 Vine Street  
Clyde, Ohio 43410

Nov. 18, 2002

The Catholic Center  
P.O. Box 985  
Toledo, OH 43697-0985

Dear Mr. Michael Cusack:

Now that the ONE FAITH...MANY BLESSINGS campaign is winding down, I want to acknowledge the good work done by your firm, Guidance in Giving, Inc. All of the firm's representatives, at least all those that I had any contact with, deserve praise for a job well done. J.P. Mickanis guided our parish through the various stages of the campaign and explained everything clearly. He stopped in on numerous occasions, besides being present at all the receptions, to make sure that we had all the supplies we needed and that no question was left unanswered. With his suggestions and encouragement we were able to exceed my expectations in this campaign. We will now have funds on hand to go ahead with the repair work that needs to be done on our church steeple and roof, as well as add some moneys to our school endowment fund. Hopefully, we'll also be able to increase our teachers' salaries moderately.

J.P. was always friendly and optimistic, very positive in his approach. I know that all the people on our parish committee and those who attended the receptions found him easy to work with and able to answer any questions they had with the campaign.

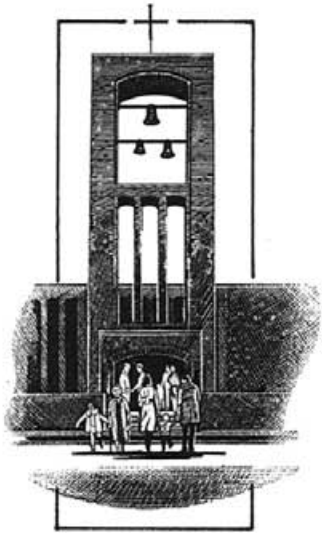
Thanks for all the assistance your company gave to our Diocese in this monumental campaign and for help given to each parish, such as our own.

Sincerely,

*Fr. Dennis A. Schroeder*

Rev. Dennis A. Schroeder

Pastor



# Christ the King

ROMAN CATHOLIC CHURCH  
4100 HARVEST LANE, TOLEDO, OHIO 43623-4399  
(419) 475-4348 • FAX (419) 475-4050

March 24, 2003

Mike Cusack  
225 Snedecor Ave.  
Bayport, NY 11705

Dear Mr. Cusack:

As Guidance in Giving, Inc., offers its services to Catholic dioceses and parishes, be assured of my recommendation and appreciation for the work you did here in the Toledo Diocese and specifically at Christ the King Parish. We did indeed have a successful campaign.

Undoubtedly a large measure of the success was tied to the Special Gifts Receptions which allowed numerous parish leaders to become not only convinced donors but also convincing "ambassadors" for the campaign. The video that was shown at these receptions and in the church was an expert presentation of the case.

I would also like to express a special commendation for Matt Dwyer, who served as the executive director for the campaign in the diocese as a whole. Matt is especially effective, it seems to me, in making Guidance in Giving's case among pastors, pastoral leaders, and diocesan staff. He offers his guidance with confidence, enthusiasm, and credibility. He leads the rest of your team well.

Grateful for the service you have given this local Church, I am

Sincerely yours, in Christ,

(Rev.) Michael O. Brown  
Pastor