



St. Ambrose Catholic Church

3901 Woodburn Road, Annandale, Va. 22003 (703) 280-4400

September 24, 2021

Mr. Michael Cusack
Guidance In Giving, Inc.
225 Snedecor Ave
Bayport, New York 11705

Dear Mr. Cusack,

I write this letter to express my sincere thanks for the wonderful work of Guidance in Giving, who has faithfully led my parish in two successful capital campaigns. In particular, I am most grateful for the outstanding leadership of Thomas Dolce, who led our last campaign.

Since Tom's arrival at our parish in January of 2021, he quickly became an integral part of our parish staff. Tom displayed a keen knowledge of the science of fundraising, as well as a gift for working with people of all ages and backgrounds. He provided valuable information, creative ideas for the use of social media, and effective management of our committees and volunteers that played roles in our campaigns. Most importantly, Tom was always accessible, articulate in communicating a clear vision, and had common sense solutions to any issue that came up. From day one, Tom's leadership skills made our parish feel confident that we could have a successful campaign.

During the time of the COVID pandemic, St. Ambrose parish was able to raise over 2.9 million in our third capital campaign to build a new church. The Guidance In Giving reception model that Tom implemented worked well with our parish families. The meetings were very organized, stayed on time, the speakers knew their scripted parts, and those who came felt very comfortable with the tone of the campaign. Following the receptions many parishioners remarked that now they felt like they were "in the loop" and understood the parish's need to move forward. One reason for the success of these receptions was that Tom had done extensive homework by reaching out in advance to different parish and community leaders. Tom's dedicated work led to large turnouts at our receptions, as well as information booklets providing answers to the specific questions and concerns of our people.

St. Ambrose parish will always be grateful to your company for the excellent service it has provided, as well as the leadership of Thomas Dolce. Without hesitation I would recommend your company and Thomas Dolce to other Catholic parishes, schools, and institutions.

Sincerely,

Reverend Andrew J. Fisher
Pastor

