



Office of the Bishop  
Diocese of Providence  
One Cathedral Square  
Providence, RI 02903  
Phone: (401) 278-4546

January 25, 2022

Dear Friends:

I am pleased to offer my enthusiastic recommendation for **Guidance in Giving**, a professional firm that specializes in Catholic stewardship, development and fund-raising. In my personal experience in two dioceses I have had the privilege of leading – Youngstown, Ohio and now Providence, Rhode Island – I have found that Guidance in Giving has been true to its mission of being both professional and Catholic, and has led to very successful campaigns in both of those dioceses.

The capital campaign in the Diocese of Providence had a goal of \$50,000,000 and I am amazed that the faithful came together to generate over \$54,000,000. Despite the challenging times we have faced over the last few years, we were able to accomplish our goals to meet the needs of our local Church. This is a true testament to the generosity of our people, the support of the clergy, leadership of the laity and the professionalism of the firm.

As professionals, the staff of Guidance in Giving has invariably been well prepared, responsible, and engaging. The company has a clear and successful approach to fund-raising. But it has also proven to be creative and flexible whenever necessary, responding to particular needs and local circumstances. While in a diocese or parish there is often some initial apprehension about beginning a capital campaign, (and understandably so), the staff of Guidance in Giving has the experience and the techniques to help alleviate that hesitation, and to quickly enlist others in forming a team that works towards a successful effort.

But perhaps more importantly, Guidance in Giving is aware of and proud of its Catholic credentials. The leadership of Guidance in Giving, as well as its field consultants, understand the Catholic Church, and the nature, mission and people of the Church. The consultants have been well received and admired by our diocesan staff, our pastors, and other Catholic leaders with whom they have worked.

Working with Guidance in Giving has been a positive and productive experience for us. The company's commitment has enhanced and enlivened the work of the Church here in Providence, as well as in many other places. If you would like to discuss my experience with Guidance in Giving in more detail, please contact my office in the Diocese of Providence.

Sincerely yours,

A handwritten signature in black ink, appearing to read 'T. J. Tobin', is written over a horizontal line.

Thomas J. Tobin  
Bishop of Providence



## DIOCESE OF PROVIDENCE

ONE CATHEDRAL SQUARE  
PROVIDENCE, RHODE ISLAND 02903-3695  
TEL: (401) 278-4540  
FAX: (401) 831-1786

[basista@dioceseofprovidence.org](mailto:basista@dioceseofprovidence.org)  
[murphy@dioceseofprovidence.org](mailto:murphy@dioceseofprovidence.org)

Rev. Msgr. Raymond B. Basista, Vicar  
Mr. Michael F. Sabatino, Chief Financial Officer

SECRETARIAT FOR  
PLANNING & FINANCIAL SERVICES

January 20, 2022

Michael R. Cusack  
Chairman  
Guidance In Giving, Inc  
2142 SW Oakhill Way  
Palm City, FL 34990

Dear Mike:

Over five years ago, the Diocese of Providence, under the leadership of Bishop Tobin, contacted Guidance In Giving to discuss our financial situation and the challenges we were facing down the road. Bishop Tobin had worked with Guidance In Giving, Inc. in his previous diocese, and in Providence your firm had conducted many successful campaigns in our parishes over the years. With funds needed to bolster the Priest's Retirement Fund, Seminarians Education, Catholic Charities, capital needs to our Cathedral, and individual parish needs, we developed a plan to address these financial challenges.

Following our initial meeting with Guidance In Giving, Inc. and Bishop Tobin's advisory team, we decided to move forward with a planning study to determine what was possible. After Guidance In Giving met with pastors/parishes, priests, religious, and laity to get their thoughts and opinions, you presented a complete report and plan that would lead us forward with the *Grateful for God's Providence Capital Campaign*.

As of today, I am extremely pleased to report that we have raised over \$55,000,000 on a goal of \$50,000,000! This is truly an outstanding accomplishment. With the challenges we have faced with the campaign closing down for a while due to the pandemic, you continued to work with every parish to help them achieve their financial potential.

Not only were you able to design an individual plan and timeline for each parish, but you were also able to have a successful campaign in our Hispanic communities. We have struggled with this over the years, but with your staff, we conducted training sessions in Spanish with different campaign materials geared toward our Hispanic community. This set the tone for the future due to your expertise.

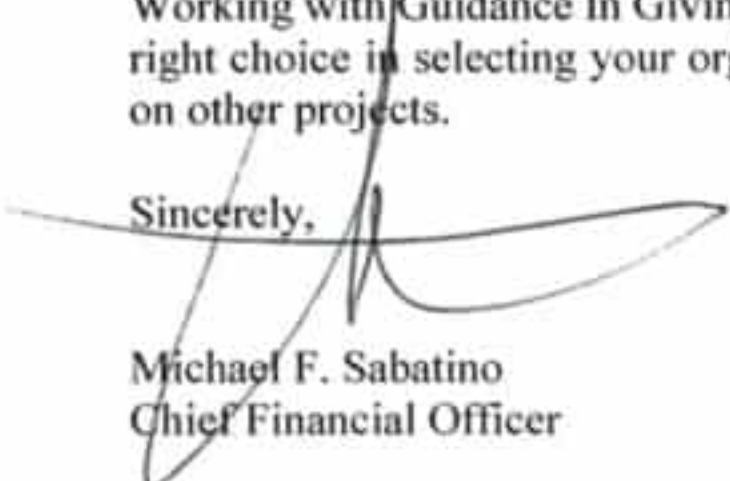
As the Chief Financial Officer for the diocese, I am pleased to offer my enthusiastic recommendation to your organization. Working with you, Jennifer Keene, Daryl Thomas, Tim McCaig, Jose DeJesus, and your entire staff over the years was a pleasure. You kept us informed all along the way, met with us regularly, developed weekly reports, and even discussed individual parish situations and asked for our advice in addressing them.

As stewardship and development professionals, your staff was always well prepared, responsible, and engaging. Your firm has a clear and successful approach to fund-raising in both major gifts and parishes, from the smallest to the largest. Your organization is creative and flexible whenever necessary, responding to particular needs and local circumstances. While there is often some initial apprehension about beginning a capital campaign, the staff of Guidance In Giving has the experience and the techniques to help alleviate that hesitation and quickly enlist others in forming a team that works towards a successful effort.

The leadership of your firm, as well as your account executives, understands the Catholic Church. Your firm has been well received and admired by our diocesan staff, our pastors, and other Catholic leaders with whom they have worked. As a matter of record, I never heard anything that was not positive about your organization and staff over the years. This is a true testament to your dedication and professionalism.

Working with Guidance In Giving has been a positive and productive experience for us. We truly made the right choice in selecting your organization, and I look forward to you working with us in the years ahead on other projects.

Sincerely,



Michael F. Sabatino  
Chief Financial Officer