



Lynch Development Associates
74 New York Ave. Suite 2
Huntington, NY 11743

Attn: Mr. Kevin Lynch, President
Mr. Richard Lanahan, Campaign Director

Gentlemen,

I'm sure that you get many letters from pastors at parishes that have conducted successful capital campaigns. Maybe this would be the first one from a campaign co-chairperson.

Although I have worked in or owned successful businesses for 35 years, I never ran a Capital Campaign. It is always difficult to ask people for money- especially people who are already giving you some level of support. We were faced with a shortened timeline (our fault), a tough economy, and the uncertainty of an election, so we took on quite a challenge. Add to that the fact that we were collecting for needed repairs to parking lots, roofs and boilers, none of which is as glamorous as raising money for a new church, gym or school building.

Rich Lanahan was a proven leader and consultant in our quest. After our feasibility study, he helped us build a case, organize the campaign team, plan the campaign, target major gifts and basically kept us on task throughout the process. Rich demonstrated a positive attitude through the negative feedback from the dissenters and lo and behold – **WE OVERSHOT OUR GOAL.** I would love to say that my lay person speeches were the impetus to our success but I know that it was a total team effort.

I thank you, Kevin, for driving down on occasion to meet with major contributors and give us support and leadership as needed. Please call on me at any time to recommend Lynch Development. I applaud the "can do" attitude of the staff, the professionalism of the director and the honesty of the president.

St. Philip's Parish parishioners will continue to worship together in an environment that will be greatly improved –with your help.

God Bless You.

Sincerely,

Joe Toppi
Joe Toppi