



St. Andrew's Church
631 North Jefferson Street • Roanoke, Virginia 24016-1401

January 2, 2020

Mr. Kevin Lynch
Lynch Development Associates
410 E. Main Street
Centerport, NY 11721

Dear Kevin,

I want to take this opportunity at the start of the new year to thank you and your associates again for the outstanding job you did in helping us reach our campaign goals here at St. Andrew's.

When you first consulted with me and my finance council in the spring of 2018, you will remember the trepidation we had about another capital campaign in our parish. We were still in the redemption phase of a previous campaign, totaling \$3.5 million for our church steeples, and we had participated in a major fundraiser on behalf of our Richmond Diocese.

But our need was critical. The original slate roof of our 118 year old church needed replacing and all the exterior brick needed to be repointed. We were looking at the most significant overhaul in the history of our church, but our parishioners were "campaign weary," to say the least.

We made the decision to go with Lynch Development Associates because we thought your plan of a full-time campaign director with a shorter campaign duration was the right one for our needs. You selected the campaign director, Mr. Joseph Baricelli, whom you thought would be the best fit for our parish. You also suggested, with Joseph's input, that we set up a base goal of \$3.5 million and a challenge goal of \$4.0 million, to see if we might be able to raise enough money to restore the interior of the church once the exterior was sealed.

Kevin, your advisement couldn't have been better! When the campaign began in the late summer of 2018 and Joseph arrived, he blended in to the life of the parish office as if he was a member of the staff, and his full-time efforts enabled us to continue the regular pastoral work of the parish, which is so critical, while he took care of the important administrative work of the campaign.

Most importantly, though, and to the amazement of so many parishioners—as well as the contractors we've hired for the work, who say they've never seen so much money raised in so short a period of time—we were able to reach our base goal by the end of 2018 and begin the work on the church in January of 2019. As I write to you today, a year later (January 2020), the roof replacement is almost complete, the repointing of the brick is scheduled for completion before Easter this year, and we are close enough to reaching our challenge goal of \$4.0 million that we've contracted to begin the interior restoration work on the day after Easter! What a success!

I want to extend the gratitude of my staff, finance council, and all our parishioners for helping our community to achieve what didn't look possible two years ago. Lynch Development Associates enabled us to raise the funds to restore our beloved church so that it will remain a beautiful beacon of Christ's light here in Roanoke, Virginia for at least another 100 years! God's blessings to you and your team for all that you do!

Yours Sincerely in Christ,

Father Kevin L. Segerblom, Pastor
St. Andrew's Catholic Church
Roanoke, Virginia