



Client Case Study:

Holy Family Parish

Kansas City, Missouri

Fr. Matthew Brumleve, Pastor

816-436-9200, www.holyfamily.com

In the first campaign to pay off debt and buy land in 2005, we raised \$800,000 from parishioners, then received a \$1,000,000 grant from a special donor. Business administrator Megan Burdolski reported that the success of the campaign was due to the vigorous stewardship education effort. This initial effort was deliberately planned to generate good feelings because there were to be a series of capital campaigns to follow.

In the second campaign to build a new church in 2008, we raised \$1,800,000 from parishioners without any special grants from large donors. Annual giving at the time was \$900,000. Of the 1,000 families registered in the parish, over 500 pledged to the capital campaign. Fr. Brumleve capably led a prayer-based solicitation process.