

# Seven Dolors Parish Building and Grounds Committee Agenda

**Date:** 10/07/2025 **Time:** 4pm **Location:** Parish Center

## **I. Call to Order and Opening Prayer**

Father Leo offered the opening prayer.

- ❖ Fr. Leo (Ex Officio) **Present**
- ❖ Brayson Benne (Chair) **Present**
- ❖ Craig Ronnebaum (Secretary) **Present**
- ❖ Dale Anderson (Historian) **Absent**
- ❖ Oscar Bonilla (Hispanic Community Liaison) **Absent**
- ❖ Diane Noll (Finance Council Liaison) **Absent**
- ❖ Maria McAnerney (Parish Staff Liaison) **Present**
- ❖ Ray Buyle (At-large, Construction Science) **Present**
- ❖ Lisa Johnson (At-large, Architect) **Present**
- ❖ John Strawbrich (Young Families/New Parishioners Liaison) **Present**
- ❖ Ulises Martinez (Ex Officio, Maintenance) **Present**
- ❖ Rosie Rundell (Communications) **Present**

## **II. Review and Approval of September 23rd Minutes**

Previous meeting minutes were approved.

## **III. Additions to Agenda?**

None.

## **IV. Elevator Addition and V. Parish Center**

- ❖ Kevin Clark gave a quick update on the elevator and parish center. They are at a point with the drawings that they are ready to engage with engineers, structural, mechanical, electrical, and civil. They have been holding tight with these two projects until next round of input sessions and until committee is ready to move forward with projects and meet the requirements of the Dioceses of Salina.
- ❖ Kevin asked if we needed to split the architectural design fees into two separate bills for funding or bookkeeping purposes. Father Leo said it was fine to keep one design fee provided the billing showed separate calculations for the purpose of capital campaigns.
- ❖ Father Leo asked if it was possible to prioritize the elevator construction first when the construction of the projects began as parish members want that done now. Kevin mentioned that we could work with contractor to speed up elevator construction, but they would mostly dig footings and do concrete work for all projects at the same time to reduce mobilization costs for concrete construction.

## **VI. Early Learning Center**

- ❖ De-Brief from Open House
- ❖ There were a lot of good questions asked at the open house and good feedback. There were no written comments or QR online comments left after the meeting. It seems that most parishioners are

missing the concept that all three projects would be completed at the same time to save on costs and that we need to explain the ELC budget to a wider audience. There were concerns from parishioners on how the ELC would be managed and if it could sustain itself for years to come or if its possible to use the new building for other purposes such as classrooms for the school. Parishioners also wanted to know how moving out the preschool would impact the catholic schools and its operational budget.

❖ Review and Discussion of Comments

❖ Rosie Rundell mentioned that she was disappointed in the attendance for open house for the ELC.

She thought most parishioners didn't understand that the open house meant it was about information or providing feedback for the ELC. Rosie suggested renaming Open House to Information Session, so people have a better understanding of what it is about. Rosie also mentioned that we need to do a better job of getting the information to the parishioners and providing the background and history of how we got to this point. Majority of parishioners feel that this has just been decided by a select few and they are not being incorporated into the discussion for the projects especially the proposed ELC. Rosie recommends having a tab on the parish website, information in bulletin, and email blasts to help better inform parishioners and provide the history of the projects.

❖ Brayson felt that parishioners are wondering why the parish thinks it best for them to operate the ELC and not include it as part of the school. This was discussed some in the presentation but didn't seem to get through to people that the Parish is the best option for managing the ELC. Brayson suggested maybe taking step back and working with the school to determine best way to operate ELC and for the school to help promote the need for a new ELC. Brayson didn't think there was much discussion brought in front of the COE school board and that they don't fully understand it. They were under the impression that this was in the process and that they were going to be communicated with during the process but it doesn't appear that this took place based on feedback. The school should be communicated with and have a voice as these decisions will have an impact on the school by taking the preschool program out of the school. Needs to be more discussion on how ELC will coordinate with MCS.

❖ Father Leo stated that when he arrived, he was given a stack of papers from John Matta and they were already planning on building a new ELC for preschool to make more room in the school. They had a cost estimate put together but no drawings were completed and no capital campaign had begun to raise money. They didn't at the time talk to the parish about using the property that they had intended on using. Father Leo sat down with John Matta, Mike Hubka and staff and discussed the following ways to move forward with the ELC which were:

- Continuing moving forward with school operating the ELC and raising the funds
- Parish can loan you the money for the new ELC and school pays parish back and school can manage ELC programs or
- Parish can build the new ELC and take over leadership and ownership of the ELC

❖ Father Leo stated that school staff came back to him and said it was fine for the Parish to operate the ELC and gave the following reasons for doing that:

- Timeline
- Size of school has grown too much for one principal to manage the pre-school and grade school
- License is already held under the Parish

❖ Brayson shared some feedback that he received about enrollment has been fairly consistent over the last 20 years and if there has been a need for space for that long. The school is a key stakeholder in all of this and needs to be incorporated into our decisions. I think we need to coordinate more with

CEO so we don't continue down this path of negativity towards these projects. If COE and Parish are collaborating together on operation of the new ELC, it will be easier to get support from parishioners.

- ❖ Maria stated that conversations have been ongoing with the school staff since the inception of the building committee and it was a surprise to learn that the school was going to build a new preschool building and wanted to start building in the near future. At the time, Seven Dolors did not have a designated priest and felt that we can't make these decisions until we have a priest.
- ❖ Maria stated that the feasibility study is not about whether we should build the projects but it's about how much we need to complete the projects and didn't think this was made clear at the presentation. Maria stated that school was planning on building the new preschool and didn't inform the parish or building committee of their plans and that there was a need for the preschool. Maria said she was skeptical at first of building a new ELC but after seeing the need for a ELC in the community and the benefits it can bring to our parish if the program is designed for quality education and the profit can be used to benefit several programs in our parish.
- ❖ Discussed ways to increase communication to the parishioners which included the following:
  - One page summary or technical memo to send out
  - Postcards in the mail
  - Need to describe pipeline from ELC to MCS
- ❖ Kevin Clark gave the following information concerning the feasibility study
  - Feasibility study to cost \$20,000 to \$30,000
  - Doesn't think we are ready to conduct a feasibility study yet as we are not on the same page on how we move forward with the ELC
    - Feasibility study will ask parishioners: convince me that you need a new parish center or ELC
    - Committee and majority of parishioners need to be on same chapter and verse to promote and explain the reasons and need behind the projects.
    - Recommends to push information out with new communication director
    - Continue to make presentations and announcements
    - Thinks we need school director and development director pushing the information out as well to inform parishioners of the need for the project.
    - Parishioners need to be informed of history, background, and reasons for building the projects or we wont be making a good investment with performing the feasibility study.
- ❖ Review of Updated Operating Costs

## **VII. Feasibility Study**

- ❖ Review and discussion of Steier Group proposal
- ❖ It was discussed to continue with the phone interview with Steier Group. Steier Group did the feasibility study and capital campaign for the previous church renovation and committee felt it was best to continue using them and they already know the parish. Kevin Clark didn't think there would be much of a cost difference getting quotes from other consultants.

## **VIII. Upcoming Dates**

- ❖ Call with Steier Group Scheduled for October 8, 2025 9:30am-10:30am
  - Contact Brayson if you'd like to join the call
- ❖ Monthly Progress Meetings with BHS, Clark Architects, Anderson Knight Architects

- Oct 16<sup>th</sup> 1pm  
(Contact Brayson if you'd like to attend)

**Next Building Committee Meeting: November 4th, 2025**

### **IX. Closing Prayer and Adjournment**

Father Leo closed the meeting with prayer.

**Spoken Comments and Questions from Early Learning Center Open House 10/02/2025**

1	Did you look at how much it would cost to build onto the school and just attached to it?
2	What about reusing the existing parish center, why can't that be renovated into something else?
3	What is the target amount for the ratios for children in the preschool?
4	Is there room in the building for these extra preschool students?
5	Is there a waiting list?
6	Can you explain how moving out the preschool would impact the catholic school and its operating budget?
7	Several questions occurred about the budget and specific numbers
8	Concerned about the long term use of the building, I don't see it always being a preschool
9	This would serve a need of the community and help us open our doors
10	Will Catholic families and specifically Seven Dolores families have priority when enrolling?
11	Will the amount of enrolled students cover the costs of running the preschool? Will it breakeven?
12	Are we anticipating full capacity at MCS next year? Is that why were doing this?
13	My understanding is that ELC is lowest priority. 5 classrooms for \$4million dollars. The RE program has 150 students with alot of volunteers. They are being ignored. The Hispanic population is excluded from these conversation. Highest priority should be the elevator. If there is support for the ELC from the parish then we should do it, but don't think it is there. A feasibility study needs to be done.
14	We have to have the funding to support the needs of the community, not just build fancy buildings
15	How do we have that comfort that the parish is being listened to?
16	What will the feasibility study provide to parish?
17	Will the parish see the feasibility study its completed?
18	Who gets selected to be interviewed with the feasibility study?
19	I want to make sure that there is green space and things don't get covered in concrete
20	For the parish center, surely we are not ignoring the needs of the parish staff and their programs, right?
21	Which one are you planning on doing first?

A year-one financial analysis using 48 full-time children shows that the facility would break even at 38.5% of its 110-child capacity. To break even with just two classrooms, enrollment would need to be 42 full-time and 1 part-time child, assuming current tuition rates remain unchanged.

If the current program moves into the new facility it would still break a small profit.

<b>Annual Budget</b>	
<b>Capacity of 48 Full time enrolled</b>	
<b>2 classrooms:</b>	
<b>(1) 3-4 year old</b>	
<b>(1) 4-5 year old</b>	
<b>Income</b>	
Tuition	\$632,115.00
Fees	\$14,400.00
Food Program Income (CACFP)	\$0.00
Contributions and Grants	\$0.00
Events	\$0.00
Interest	\$0.00
Tuition Discounts - enter as a negative number	\$0.00
Bad Debt Write Off - enter as a negative number	\$0.00
<b>Total Income</b>	<b>\$646,515.00</b>
<b>Expenses</b>	
<b>Staff Expenses</b>	
Teacher Payroll, Benefits & Taxes	\$223,278.00
Administrative Payroll, Benefits & Taxes	\$169,232.50
Payroll Fees	\$8,500.00
<b>Subtotal Staff</b>	<b>\$401,010.50</b>
<b>Program Supplies</b>	
Food	\$57,000.00
Classroom supplies	\$7,000.00
Transportation	\$0.00
Other	\$0.00
<b>Subtotal Program Supplies</b>	<b>\$64,000.00</b>
<b>Facility</b>	
Rent/Mortgage	\$0.00
Property Tax	\$0.00
Utilities	\$40,100.00
Trash Removal	\$6,000.00
Maintenance & Repair	\$5,000.00
Playground	\$0.00
Grounds	\$0.00

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using current |

include in buil

Parish covers

Alarm	\$0.00	include in buil
Pest Control	\$4,500.00	
Janitorial Supplies	\$12,000.00	
Other	\$0.00	
<b>Subtotal Facility</b>	<b>\$67,600.00</b>	
<b>Office &amp; Equipment</b>		
Equipment Lease & Maintenance	\$3,500.00	
Office Supplies	\$3,000.00	
Postage	\$500.00	
Printing & Copying	\$1,300.00	
Telephone & Internet	\$14,000.00	
Hardware & Software	\$2,000.00	
Technology Services	\$1,100.00	Brightwheel M
Other	\$0.00	
<b>Subtotal Office &amp; Equipment</b>	<b>\$25,400.00</b>	
<b>Insurance</b>		
Liability, Property, Accident Insurance, Abuse & Molestation, D&O, etc	\$5,000.00	
Workers Compensation Insurance	\$3,000.00	
Other	\$0.00	
<b>Subtotal Insurance</b>	<b>\$8,000.00</b>	
<b>Other Expenses</b>		
Advertising, Marketing, Promotion	\$1,000.00	
Background Checks (Diocese)	\$750.00	Selection.com
Local Fingerprinting	\$240.00	for 25 employ
KBI Background Check	\$750.00	done every 5 y
State and Local Licenses	\$500.00	
Staff Appreciation & Staff Development	\$2,000.00	
Training & Conferences	\$2,000.00	
Contractual	\$1,500.00	
Other	\$0.00	
Other	\$0.00	
<b>Total Other Expenses</b>	<b>\$8,740.00</b>	
<b>Total Expenses</b>	<b>\$574,750.50</b>	
<b>Net Surplus (Deficit)</b>	<b>\$71,764.50</b>	



## **PROPOSAL**

Prepared for Seven Dolors Catholic Parish  
Manhattan, Kansas

September 2025



*When I started the Steier Group in 1997, my goal was simple: Help Catholic churches and schools reach their development goals. And to do that, my plan was even simpler: Hire the best people I could and empower them to provide amazing service to our clients.*

*Twenty-eight years later, the Steier Group has become one of the most highly recommended Catholic fundraising firms in the country. We have grown from one person to a group of 75 dedicated employees. We have raised more than \$3.3 billion for our clients. I feel humbled by what God has allowed us to accomplish and blessed to play a role in the success of so many parishes, schools and dioceses.*

*I want to personally thank you for considering the Steier Group for your study and potential campaign. We would be honored to work with you on this project.*

*Sincerely,*

A handwritten signature in black ink, appearing to read 'Jim Steier', written in a cursive style.

*Jim Steier*

# STEIER GROUP OVERVIEW

The Steier Group is a national, Catholic development and stewardship firm based in Omaha, Nebraska with offices in Alabama, Arizona, California, Colorado, Hawaii, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, New York, North Carolina, Ohio, Oklahoma, Oregon, South Carolina, Tennessee, Texas and Wisconsin.

We build customized planning studies and provide hands-on campaign management to schools, churches, dioceses and colleges across the United States and Canada.

Since our founding in 1997, the Steier Group has raised more than \$3.3 billion.

## NATIONAL HEADQUARTERS

The Steier Group, Inc.  
10844 Old Mill Road  
Omaha, NE 68154

## GENERAL CONTACT INFORMATION

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## CHAIRMAN OF THE BOARD

Jim Steier  
Direct 402.829.8655  
jsteier@steiergroup.com

## CHIEF EXECUTIVE OFFICER

Matt Vuorela  
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## PRESIDENT OF CLIENT SERVICES

Sean McMahon  
Direct 402.829.8310  
smcmahon@steiergroup.com



75

Full-time Steier Group employees

0

Independent contractors

**\$3.3 billion+**

Funds raised for our clients

**\$17 million**

Grants secured for our clients  
in the past five years

80%

Of clients that interview  
the Steier Group hire our firm

123%

Average of campaign goals achieved

# EXECUTIVE SUMMARY

The Steier Group is pleased to submit the following proposal for consideration as Seven Dolors Catholic Parish (hereafter, “Seven Dolors”) selects fundraising and development counsel for a campaign planning study and potential capital campaign.

The fees and timelines for the services described in this proposal are as follows:

Project	Duration	Professional Fee
Prep Work	Varies	No charge
Campaign Planning Study	6 weeks	\$4,000 per week
Capital Campaign	20 weeks	\$6,000 per week
Follow-Up Counsel	3 - 5 years	No charge

The Steier Group will prepare Seven Dolors for the planning study by designing a project fact sheet, developing a communications plan and drafting all study materials. During the campaign, the Steier Group also will provide Seven Dolors with social media training and one year of daily Catholic Facebook content through its partnership with CatholicSocial.Media. This will be provided at no cost to Seven Dolors.

The Steier Group will dedicate 40 to 60 hours of service each week during the planning study and campaign. Weekly, on-site service will be provided to Seven Dolors and led by a full-time campaign director assigned exclusively to your parish.

Your full-time campaign director will be supported by a team of development professionals including grant writers, graphic designers, communications specialists, planned giving specialists and event planners. This team may provide in excess of 60 hours of service to Seven Dolors during critical weeks of the campaign.

Expenses incurred by the Steier Group while conducting the professional services outlined above, including travel, meals, lodging, printing, copying, database clean-up and postage, will be billed at cost.

# PROPOSED BUDGETS

Campaign Planning Study	Estimated Cost
Comprehensive planning study counsel	\$24,000
Full-time campaign director assigned exclusively to your parish	Included
Supervisory team including firm CEO and president	Included
Support team of communications, planned giving and design professionals	Included
Foundation research	Included
Graphic design for print and web	Included
Online and mail survey instruments	Included
Professional wealth research (\$0.25 per record)	\$75 - \$150
Printing, postage, copies, database clean-up and supplies	\$3,000 - \$4,000**
Director and supervisor travel, meals and lodging	\$4,750++
<b>Total</b>	<b>\$31,825 - \$32,900</b>

Capital Campaign	Estimated Cost
Comprehensive campaign counsel	\$120,000
Full-time campaign director assigned exclusively to your parish	Included
Supervisory team including firm CEO and president	Included
Support team of communications, planned giving and design professionals	Included
Grant writing to identified foundations and corporations	Included
Graphic design for print and web	Included
Social media training and daily Catholic Facebook content	Included
Personalized tax illustrations for major donors	Included
Printing, postage, copies and supplies	\$3,000 - \$5,000**
Special events	\$1,000 - \$2,000**
Director and supervisor travel, meals and lodging	\$16,000++
<b>Total</b>	<b>\$140,000 - \$143,000</b>

\*\*These expenses are billed at cost to the parish. The Steier Group and Seven Dolors will explore opportunities to significantly reduce these expenses via in-kind gifts, electronic communications and other creative methods. These expenses will be approved by Seven Dolors before they are incurred.

++This is an anticipated travel budget as of September 2025 assuming the Steier Group is onsite every week. Travel, meals and lodging costs would be considerably lower if timing allows the Steier Group to assign a local director to the project. Seven Dolors and Steier Group will determine a responsible travel schedule.

“Their expertise in donor engagement, personalized communications, and volunteer training not only helped us raise funds but also deepened our faith, strengthened the bonds within our parish, and fostered a renewed sense of community and purpose. This was a faith-filled experience that united us in our shared mission.”

Rev. Ron Clark, Pastor  
St. Dorothy Catholic Church in Glendora, California

# YOUR CAMPAIGN TEAM



## **JIM STEIER, CHAIRMAN OF THE BOARD**

Jim, a Creighton University graduate, has more than 30 years of professional experience in nonprofit development and fundraising. Jim has served as a public relations director, director of annual giving, alumni relations director and director of development for various Catholic organizations. As Chairman of the Board of the Steier Group, Jim will meet weekly with our executive team to review your planning study and campaign.



## **MATT VUORELA, CHIEF EXECUTIVE OFFICER**

Matt serves as the CEO of the Steier Group. He joined the firm in 2008, after working in the legal profession for more than 15 years. After spending seven years leading capital campaigns for Catholic organizations across the country, Matt joined the firm's management team – first, as a project supervisor, then as President and most recently as CEO. Matt provides oversight for all the Steier Group's campaigns and leads the firm's client development efforts.



## **SEAN MCMAHON, PRESIDENT OF CLIENT SERVICES**

Sean serves as President of Client Services at the Steier Group. He is responsible for supervising campaign managers and providing ongoing counsel to clients. He joined the firm's executive team after more than a decade of experience in fundraising, communications and public relations. Sean has successfully managed efforts for Catholic dioceses, parishes, high schools and community organizations across the country.



## **MELINDA BERRY, COMMUNICATIONS SPECIALIST**

Melinda has more than 26 years of experience at the Steier Group, including grant writing, copy writing, design, project management and special events. She will oversee the campaign branding and marketing and will work together with your staff to ensure the campaign works seamlessly with all other components of the parish's ongoing communications plan. Melinda attended Marian High School in Omaha and has a bachelor's degree from the University of Nebraska Omaha.

# YOUR SUPPORT TEAM



## **BECKY LUDEMANN, GRAPHIC DESIGNER**

Becky has been a part of the Steier Group team since 2005. A talented graphic artist, she will be responsible for the conceptualization, layout and design of all materials for the planning study and capital campaign. As lead designer on this project, she will work with the campaign manager to create compelling communications including fact sheets, brochures, case statements, newsletters, postcards, invitations and campaign thermometers. A native of Chicago, Becky is a Creighton University graduate with a degree in graphic design.



## **MONICA OLSON, GRANT WRITER**

Monica brings more than 30 years of writing and editing experience to the Steier Group. She is an active parishioner at St. Gerald Catholic Church, where she serves as a Eucharistic minister and taught religious education. Monica has volunteered with Walt Disney Elementary School, the Girls Scouts Spirit of Nebraska Council, and the Salvation Army's Red Kettle Bell Ringing and Christmas Assistance programs.



## **PEGGY CARBULLIDO, PRESIDENT OF SUPPORT SERVICES**

Peggy serves as President of Support Services at the Steier Group. She joined the firm in 2014 after 20+ years of project management experience. Peggy will assist with all preparation activities leading up to the start of the planning study, including database cleanup and wealth research. Peggy will also ensure effective digital and online tools are implemented as part of both the study and campaign to maximize participation and success. Peggy is a parishioner of St. Wenceslaus Church in Omaha, where her three sons attended school.



## **RYAN HOLMGREN, M.A., CFRE, CAP; PLANNED GIVING SPECIALIST**

Ryan Holmgren is an executive vice president with the Steier Group and has led highly successful efforts for Catholic dioceses, religious orders, parishes and schools. As the Steier Group's planned giving specialist, Ryan serves as a resource to our clients in the areas of tax law, charitable bequests and unique giving strategies. He holds a Master of Arts in Philanthropy and Development from Saint Mary's University of Minnesota and a Chartered Advisor in Philanthropy (CAP) designation from the American College of Financial Services. Ryan also serves on several nonprofit boards and chairs the Stewardship Committee at his parish.

# THE STEIER GROUP APPROACH

## From the Heart of the Church

Your Steier Group team will work for and from the heart of the Church, recognizing that what we are doing in partnership with you is, ultimately, bringing the love of Christ to all. We evaluate success not only from the perspective of money raised and reaching goal, but also from the perspective of spiritual growth. Our campaign plan and communications focus on the rich theological tradition of stewardship, placing campaign participation squarely within the context of Christian discipleship. Strengthening your church's sense of unity, community, and vibrancy of faith are all part of our aim.

## Hands-on project management

The Steier Group's model for successful parish fundraising is hands-on project management. Unlike advisory counsel, we don't just tell you *how* to do it – we work alongside you, every step of the way. From the moment that you partner with us, you will benefit from an experienced team assigned exclusively to your project.

Running a successful campaign shouldn't require you to hire additional staff or scale back on important ministries. The Steier Group brings the know-how *and* the resources to get the job done.

## Everything you need to succeed, under one roof

We founded our firm on the belief that the best capital campaign is one that is well-planned, organized and coordinated by one team, under one roof.

When you hire the Steier Group, you eliminate the need to contract with additional vendors for services like video production, grant writing, social media, brochure design or wealth screening.

Plus, as part of the Steier Group's suite of services, we're pleased to provide Seven Dolors a full year of daily Catholic Facebook content that you can use to engage and inspire your parishioners online. This will not only increase the success of your campaign, but it will also have lasting benefits to your parish even after the campaign is completed.

The Steier Group is pleased to offer the following services:

- ✓ Foundation research and grant writing
- ✓ Graphic design and layout
- ✓ Daily content for social media and training
- ✓ Stewardship counsel and materials
- ✓ Appeal strategies
- ✓ Leadership, staff and volunteer training
- ✓ Planned giving counsel and materials
- ✓ Special event planning
- ✓ Copy writing and editing
- ✓ Press releases and media relations counsel
- ✓ Donor research and wealth screening
- ✓ Database cleanup
- ✓ English/Spanish translation\*
- ✓ Video production\*

\*English/Spanish translation services and video production are provided for an additional fee. Please see page 19 for information about these services and their costs.

# A SAMPLING OF STEIER GROUP CLIENTS

Cathedral of the Immaculate Conception .....	Wichita, Kansas
Church of Saint Mary .....	Tulsa, Oklahoma
Church of the Holy Spirit.....	Goddard, Kansas
Church of the Magdalen <sup>2</sup> .....	Wichita, Kansas
Corpus Christi Catholic Church <sup>2</sup> .....	Lawrence, Kansas
Diocese of Wichita <sup>2</sup> .....	Wichita, Kansas
Harvey County Parishes .....	Newton, Kansas
Hayden Catholic High School .....	Topeka, Kansas
Holy Family Catholic Church .....	Eudora, Kansas
Holy Savior Catholic Community .....	Wichita, Kansas
Kapaun Mt. Carmel Catholic High School .....	Wichita, Kansas
Mater Dei Catholic Parish .....	Topeka, Kansas
Most Pure Heart of Mary Parish .....	Topeka, Kansas
Mother Teresa of Calcutta Catholic Church <sup>2</sup> .....	Topeka, Kansas
Our Lady of the Presentation Catholic Church .....	Lee’s Summit, Missouri
Prince of Peace Catholic Church .....	Olathe, Kansas
Sacred Heart Catholic Church .....	Arkansas City, Kansas
Sacred Heart of Jesus Catholic Church .....	Manhattan, Kansas
Sacred Heart Jr/Sr High School .....	Salina, Kansas
St. Benedict Cathedral .....	Evansville, Indiana
St. Benedict’s Abbey .....	Atchison, Kansas
St. Catherine of Siena Catholic Church <sup>2</sup> .....	Wichita, Kansas
St. Elizabeth Ann Seton Catholic Church .....	Lake Ridge, Virginia
St. Francis of Assisi Catholic Church .....	Wichita, Kansas
St. Francis Xavier Catholic Church .....	Taos, Missouri
St. Gerard Majella Catholic Church.....	Kirkwood, Missouri
St. Isidore’s Catholic Student Center .....	Manhattan, Kansas
St. James Academy .....	Lenexa, Kansas
St. John Paul II Catholic Church .....	Olathe, Kansas
St. John the Evangelist Catholic Church.....	El Dorado, Kansas
St. Joseph Catholic Church.....	Mishawaka, Indiana
St. Joseph Catholic Church.....	Shelbyville, Indiana
St. Jude Catholic Church and School.....	Indianapolis, Indiana
St. Margaret of Scotland Catholic Church <sup>2</sup> .....	St. Louis, Missouri
St. Mark’s Catholic Church.....	Argyle, Texas
St. Patrick Catholic Church <sup>2</sup> .....	Council Bluffs, Iowa
St. Patrick’s Catholic Church .....	Elkhorn, Nebraska
St. Peter Catholic Church and School .....	Kirkwood, Missouri
St. Peter the Apostle Catholic Church.....	Wichita, Kansas
St. Philip the Apostle Catholic Church <sup>2</sup> .....	Flower Mound, Texas
St. Thomas More Catholic Parish.....	Centennial, Colorado
St. Thomas the Apostle Church.....	Minneapolis, Minnesota
St. Vincent de Paul Catholic Church.....	Rogers, Arkansas
Sts. Peter and Paul Parish .....	Seneca, Kansas

Superscript figures denote the number of times each client has retained the Steier Group.

# CAPITAL CAMPAIGN REFERENCES

## St. Isidore's Catholic Student Center – Manhattan, Kansas

Fr. Gale Hammerschmidt, Chaplain  
785.539.7496

With supporters throughout the United States, St. Isidore's looked to the Steier Group to run a campaign that would reach out to all of those constituents for support to build a new church, a new rectory and to renovate the student center. The Steier Group designed a campaign that utilized a large volunteer team in key metro areas to maximize personal contact with potential donors. Campaign events were hosted in rural areas throughout Kansas and key cities in neighboring states to approach additional donors. The campaign raised more than \$12 million.

## St. John Paul II Catholic Church – Olathe, Kansas

Fr. Brandon Farrar, Pastor  
913.747.9636

With a growing congregation and a pressing need for expanded facilities, St. John Paul II faced a significant challenge: building a new church with the added goal of simultaneously opening a new parochial school. The capital campaign was launched to fulfill the ambitious vision of creating a state-of-the-art church and a revitalized school to serve the parish's growing needs. Church leadership at St. John Paul II chose a partnership with the Steier Group to build a comprehensive capital campaign. The Steier Group manager and a dedicated team of volunteers led the charge, organizing fundraising events, overseeing donor relations, and ensuring effective communication throughout the campaign. The *Witness to Hope* Capital Campaign exceeded expectations by raising \$11.3 million, more than 10 times the parish's offertory.

## St. James Academy – Lenexa, Kansas

Jenn Goodar, Director of Advancement  
913.254.4200

St. James Academy in Lenexa, Kansas, faced the challenge of expanding its facilities to meet the needs of its growing community. To enhance its Catholic identity, academic excellence, and extracurricular offerings, the school aimed to build a stadium, cultural arts center, and tennis courts, support community growth initiatives, and establish financial stability. Partnering with the Steier Group, the academy developed a comprehensive plan led by an onsite campaign manager, starting with a campaign planning study to identify key donors and strategies. The resulting *Mission Forward* Capital Campaign exceeded expectations, raising more than \$10.5 million.

## St. Patrick's Catholic Church – Elkhorn, Nebraska

Fr. Tom Fangman, Pastor  
402.289.4289

St. Patrick's Catholic Church in Elkhorn, Nebraska, tripled in size over the course of two decades, leaving the 154-year-old parish bursting at the seams. Without practical options to expand on its landlocked campus, St. Patrick's decided to build an entirely new church on a donated 12-acre plot of land several blocks away. Following a yearlong silent phase conducted by the pastor, St. Pat's partnered with the Steier Group to continue the major gift phase and launch the public phase of its *Growing in Faith Together* Capital Campaign. St. Pat's ultimately raised more than \$42 million to completely fund the new church, parish hall and office space while also providing funding for operations and maintenance of the facility.

# CAPITAL CAMPAIGN REFERENCES

## St. Joseph Catholic Church – Shelbyville, Indiana

Fr. Mike Keucher, VF, Pastor  
317.398.8227

For the last 150 years, St. Joseph Catholic Church has served the Shelby County area through prayer, sacrament, service, outreach, education and formation – the pillars of the parish’s mission statement. St. Joseph’s partnered with the Steier Group on a campaign to fund renovations of the community’s historic church building. Additionally, the goals included building a new parish life center and adoration chapel, strengthening campus safety, and expanding the rectory. The historic *Let’s Grow St. Joe!* Capital Campaign raised nearly \$9 million.

## St. Faustina Catholic Church – Fulshear, Texas

Fr. Dat Hoang, Pastor  
832.222.9250

John Gillespie, Finance Council Chair  
832.361.1673

St. Faustina was a new parish in a rapidly growing area near Houston who first retained the Steier Group to conduct a \$5 million capital campaign to begin funding its Master Plan. The Steier Group engaged the entire community through a communications and appeal strategy that built on the leadership and commitment demonstrated early on by a core group of parishioners. The first campaign was a huge success and laid the groundwork for future fundraising. The Steier Group partnered with St. Faustina on second and third campaigns to raise funds for a permanent church building. In total, more than \$33.5 million has been raised during the three partnerships.

## St. Francis of Assisi Catholic Church – Frisco, Texas

Fr. Rudy Garcia, Pastor  
972.712.2645

Deacon Alex Barbieri, Sr. Director of Operations  
214.783.7751

As one of the largest parishes in the United States, St. Francis of Assisi was in desperate need of additional space for worship, ministry and outreach. After a successful planning study, St. Francis moved directly into a capital campaign in 2024, with the Steier Group helping parish leaders create unique digital, print and in-person strategies to reach nearly *20,000 registered households* through segmented, customized appeals. The Steier Group leveraged St. Francis’s size as a strength by recruiting, training and managing 150+ volunteers. While the campaign will continue through the 1Q of 2025, St. Francis has already secured more than \$13.1 million in pledges and anticipates exceeding their needs to execute the first phase of their 25-year plan in 2025.

## St. Paul’s Catholic Church – Nampa, Idaho

Deacon Daniel Gamboa  
208.466.7031 x4445

St. Paul’s Catholic Church, located in a rural suburb of Boise, raised funds to build a new church in 2013. Then, three years later, the parish hired the Steier Group to raise funds for a new school building. Despite some lingering doubts about jumping into another fundraising effort so soon after the church project, the school campaign was a terrific success. Parishioners responded generously, donating more than \$3.5 million and eclipsing the \$3 million goal. St. Paul’s engaged the Steier Group for a second campaign in 2024 for a new School & Catechetical Center. That effort raised more than \$6.2 million.

# STEWARDSHIP REFERENCES

## St. Francis of Assisi Catholic Church – Wichita, Kansas

Fr. C. Jarrod Lies, Pastor  
316.722.4404

St. Francis of Assisi is the parish where Msgr. Thomas McGread famously started the Diocese of Wichita's nationally known stewardship model in the late 1970's. In recent years, the parish launched a visioning process to chart its path forward. At its core, the new parish vision focused on discipleship with three main goals: stewardship, evangelization and parish operations. Thanks to this process, the church knew it was time to launch a stewardship effort. In partnership with the Steier Group, the *Rebuild my Church* campaign launched in 2021 to fund campus upgrades and deferred maintenance. In total, St. Francis of Assisi raised more than \$6 million to address all the identified needs.

## Diocese of Wichita – Wichita, Kansas

Mike Wescott, Director of Development and Planned Giving  
316.269.3915

The Steier Group was hand-picked by this nationally known "stewardship diocese" to design a unique campaign plan that would not only raise the necessary funds, but also support the diocese's stewardship program. The goals of the campaign were to renovate the cathedral, invest in seminarian education and grow the Catholic education endowments while also promoting the practice and understanding of stewardship. In total, the campaign raised more than \$25 million. The Diocese of Wichita chose to partner with the Steier Group on a second diocesan campaign, which concluded in mid-2025. It raised over \$60 million and more than doubled the participation rate of the previous campaign.

## Church of the Magdalen – Wichita, Kansas

Fr. John Jirak, Pastor  
316.634.2315 ext. 124

The Steier Group has led two successful campaigns for this stewardship parish in the Diocese of Wichita. The first, in 2012, raised more than \$3.6 million – far exceeding the campaign goal. Initially the pastor was concerned about conducting a fundraising campaign in this leading parish of the nation's premiere stewardship diocese. In response, the Steier Group designed a campaign plan that reached beyond the inner circle of givers and brought new families into the practice of stewardship. Church of the Magdalen retained the Steier Group to lead a second campaign in 2022, which raised \$4.8 million.

"I was impressed by the Steier Group's flexibility. We strive to live stewardship as a way of life across our diocese, and so we knew that we needed a firm that could modify its approach to fit our specific needs. From conversations with colleagues across the country I know that this is not always the case. The Steier Group listened to what we wanted and delivered an outside-the-box plan that worked for us."

Michael Wescott, CFRE, Director of Development  
Diocese of Wichita, Kansas

# PLANNING STUDY OVERVIEW & TIMELINE

## Purpose of the planning study

A planning study is the starting point for a parish considering a major fundraising campaign. It is also the first impression parishioners will have of the campaign. More than just a “feasibility study” that tells you how much you can raise, a comprehensive Steier Group planning study will set the stage for a successful campaign. Our study will answer the following questions:

- What do your parishioners think of the proposed campaign goals?
- Are there opportunities to secure gifts from outside the parish family?
- Who will serve as campaign leaders? Who will serve as volunteers?
- Who will consider significant gifts to the capital campaign? And what might those gifts be?
- Which parishioners would consider making a planned gift for the campaign?
- Which parishioners have already left a gift to the parish in their will?
- How should we structure the campaign? How long should it take?
- What challenges will the parish face? How can we overcome those challenges?
- How much money can we raise? And how long will it take us?

## Methodology

The Steier Group’s study will gauge support for the campaign and provide parish leaders with clear recommendations on how to move forward. Beyond that, your Steier Group campaign director will build personal relationships with key leaders, learn of potential gifts and build ownership in the campaign effort.

The Steier Group will gather data in the following ways:

- A minimum of 50 to 75 personal interviews with top potential donors, select parish leaders and staff.
- Surveys mailed to all remaining parish households.
- An online survey targeted to key constituent groups and available to every potential supporter through the bulletin, parish website and newsletters.
- A detailed review of Seven Dolors’ offertory giving, annual development activities and previous campaigns.
- Research on competing campaigns that are taking place in the community.
- Research on potential foundation support and corporate giving programs.
- Professional wealth screening and online donor research.

The Steier Group  
averages  
**84**  
personal interviews  
during a  
six-week study

The Steier Group gauges the fundraising potential for a capital campaign by analyzing the personal interview results, the mail and online survey responses, the ability of parishioners to contribute financially, and the willingness of your parishioners to contribute toward these particular goals.

## Planning study timeline

Preparation	Prior to Week 1	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6
Design the preliminary case statement							
Identify personal interview participants							
Draft all planning study materials							
<b>Communications and Data Gathering</b>							
Conduct interviews with leaders and staff							
Conduct interviews with top donors							
Collect mail/online survey responses							
Collect in-pew survey responses							
<b>Reporting</b>							
Initial meeting with Steier Group team							
Steier Group presents mid-study report							
Steier Group presents final report							

## Client responsibilities

Seven Dolors will be asked to provide approximately 10 hours of administrative support per week during the planning study. This can be accomplished by using existing staff or volunteers in the following areas:

- Securing the photos, graphics and background information that will allow the Steier Group to design the preliminary case statement and other study materials.
- Identifying parish leaders and potential donors who will be invited to participate in a personal interview.
- Coordinating the initial mailing and thank-you letters to those who participate in the study.
- Scheduling personal interviews on behalf of the Steier Group campaign director.

## Steier Group planning study deliverables

The Steier Group is responsible for all aspects of the planning study. This includes creating the timeline, preparing all materials, conducting personal interviews, gathering survey responses, analyzing the data and developing our recommendations.

At the conclusion of the planning study, the Steier Group will present our findings and recommendations first through an executive presentation with the pastor and key parish leaders. Then, again, through a group presentation to parish committees such as the pastoral council, finance committee, building committee and/or stewardship committee.

- Planning study timeline
- Key event calendar
- Job descriptions for leaders and staff
- Professional, preliminary case statement
- Social media training for staff or volunteers
- Daily Catholic content for social media
- Personal interview questionnaire
- Personalized invitation letters
- Mail, online and in-pew survey instruments
- Appointment setting script and calendar
- Planning study announcement script
- 50-75 personal interviews
- Weekly bulletin and pulpit announcements
- Foundation research
- Wealth screening and donor research
- Weekly progress reports
- Mid-study report and presentation
- Final report and presentation

# CAMPAIGN OVERVIEW & TIMELINE

## Methodology

Since our founding, the Steier Group is proud to have achieved 123 percent of our campaign goals. Our success is a direct result of the quality of our campaign directors and the personalized campaign plan that we design for every client.

Donors give  
42%  
more when  
approached with  
a personal request  
from someone  
they know.

*-Significant Gifts:  
Where Donors Direct Their Largest  
Gifts  
and Why. Center on Philanthropy at  
Indiana University. October 2009.*

Our approach to fundraising is one that places an emphasis on personal visits. Ideally these visits occur in person, but in the current environment the Steier Group is successfully employing video conference technology to connect with people. Our first step in the campaign is to identify volunteers and build ownership in the goals of the campaign. Then, during the campaign, we organize those volunteers, train them and work alongside them.

The Steier Group approach is respectful and considerate – we don't twist arms or pressure people to give – we simply present a clear vision for the campaign and invite every family, corporation or foundation to make a meaningful gift to the effort. This comfortable, proven approach is what has led us to become one of the most recommended fundraising firms in the country.

The Steier Group campaign directors know how hard it can be to recruit volunteers in today's busy world. That's why we design a campaign model that takes into account your volunteer resources. A typical campaign plan will include personal visits for top potential

donors as well as small and large group receptions, dinners, phone-a-thons and direct mail and online appeals.

By the end of the campaign, every possible donor will have been invited to participate in a respectful, meaningful way. Your campaign director will guide your leaders, staff and volunteers through every step of the process and provide weekly reports to keep your entire organization up to date on the success of the campaign.

"One thing I especially appreciated about the Steier Group was their willingness to adapt their tools and methods to fit this particular community. They brought their extensive expertise but did not insist on imposing a one-size-fits-all approach to our campaign. Each parish community is unique, and I appreciated Steier's sensitivity and adaptability to that reality."

Rev. Michael Reding, Pastor  
Church of St. Thomas the Apostle in Minneapolis, Minnesota

## Timeline

### PLANNING STUDY (6 WEEKS)

The Steier Group's planning study is specifically designed to lay the groundwork for a successful campaign. The Steier Group will identify leaders and volunteers, build relationships with top potential donors and design the campaign's communication strategy based on the feedback we receive from your parishioners.

### PREPARATION PHASE (4 WEEKS)

This phase will focus on finalizing the campaign goals, sharing the positive results of the planning study, identifying and recruiting campaign leadership, designing a comprehensive communications plan, preparing all campaign operational and promotional materials, conducting donor evaluation, and developing personalized cultivation and appeal strategies for potential lead gift donors. The Steier Group grant writing team will use the preparation phase to develop a grant calendar and begin submitting grant requests to identified foundations and corporations.

### SILENT PHASE (8 WEEKS)

This phase will focus on securing gifts from the campaign volunteer team as well as the top 100 to 200 potential major donors. Pastors, campaign leadership and the Steier Group will meet personally with these key donors to communicate the goals of the campaign and ask for their support. The Steier Group's planned giving experts can design donor-specific gift illustrations highlighting the tax benefits for donors who may be considering gifts of real estate, stock, or other commodities.

The Steier Group will work with Seven Dolors to determine the best approach for each potential donor. This could include naming opportunities or other forms of donor recognition, when appropriate. Your campaign director will actively seek out opportunities for matching gifts, donor challenges and other creative approaches that have proven successful at motivating major donors to participate at a high level.

### GRANT WRITING (THROUGHOUT THE CAMPAIGN)

Foundations will be researched by the Steier Group and prioritized with input from the parish leadership. The Steier Group will manage the process of contacting each foundation, securing application guidelines, submitting the formal grant application and responding to any follow-up requests. The Steier Group will work to identify any personal connections between foundation board members and campaign leadership or volunteers that may increase the likelihood for Seven Dolors to secure funding. This process will continue throughout the campaign.

**183%**

Average amount raised by the Steier Group compared to a parish's previous campaign

**\$27 million**

Largest parish campaign conducted by the Steier Group

**\$2,400**

Average gift to a parish campaign

**\$40 million+**

Grants secured by the Steier Group for our clients

**100%**

Of our campaign managers are Safe Environment certified

### **PUBLIC PHASE (7 WEEKS)**

The Steier Group will design a public phase appeal plan that can include small and large group receptions and dinners as well as direct mail, online and in-pew appeals. The public phase will launch with a kick-off event celebrating the success of the campaign's silent phase. The Steier Group will coordinate a series of mailings to all parish households and potential corporate donors to provide them with information about the campaign, the total amount raised to date and an invitation to make a gift to the campaign.

The key to success in the public phase is to segment the approach to each donor based on what we learned in the study. The Steier Group will develop campaign materials that specifically target each of your donor segments. Examples of potential donor segments include:

- Consistent givers
- Nongivers or low-level givers
- New parishioners
- Non-registered attendees
- Members of parish committees
- Corporate donors

### **FOLLOW-UP PHASE (1 WEEK)**

As personal and group appeals are completed, the Steier Group will strategize with Seven Dolors to design follow-up activities that achieve the highest level of participation possible. These activities can include phone-a-thons targeting those parishioners that have not yet responded to the campaign and a series of direct mail and online appeals. During the final weeks of the campaign, the Steier Group will design and implement one or more "*Commitment Weekend*" appeals during weekend Masses to give everyone a final opportunity to participate in the campaign.

### **PLEDGE COLLECTION PHASE**

The Steier Group will continue to provide materials and counsel to Seven Dolors throughout the campaign pledge redemption. We will draft all pledge reminders, late payment letters and year-end tax receipts. The Steier Group will provide strategies that allow the parish to raise additional funds throughout the pledge collection years by re-approaching one-time donors, implementing an "adopt-a-pledge" program and approaching new parish families about the campaign.

"I can wholeheartedly recommend the Steier Group to any organization in need of fundraising support. They are a team of consummate professionals who are passionate about what they do, and they will work tirelessly to help you achieve your goals. In short, there's no way we could have achieved our result without the Steier Group."

Very Rev. Michael T. Keucher, VF, Pastor  
St. Joseph Catholic Church in Shelbyville, Indiana

## Client responsibilities

Seven Dolors will be asked to provide approximately 10 hours of support per week during the capital campaign. This can be accomplished by using existing staff or volunteers in the following areas:

- Preparing and sending campaign mailings (using volunteers or a mail house)
- Assisting with packet assembly for campaign leaders and volunteer teams
- Sending thank-you letters as pledges are received and reminders during the pledge period
- Helping to coordinate events such as dinners or after-Mass receptions

## Steier Group campaign deliverables

The Steier Group is fully responsible for all aspects of the capital campaign. This includes creating the timeline, designing all campaign materials, conducting donor evaluation, training and managing volunteers, tracking the progress of the capital campaign and communicating the success of the campaign to your parishioners through print and digital media.

## What sets the Steier Group apart?

In just 28 years, the Steier Group has grown from a single employee to one of the nation's most sought-after Catholic fundraising firms.

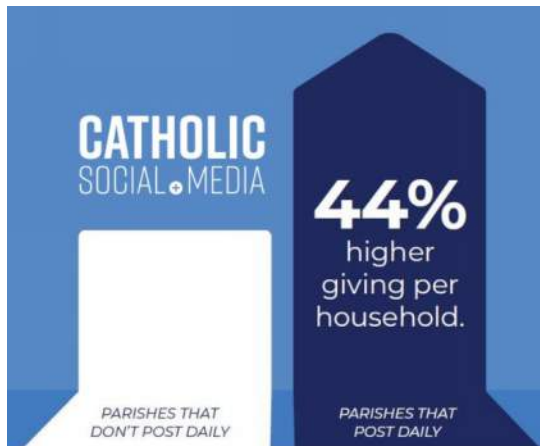
Our clients tell us that what sets the Steier Group apart from other firms is the quality of our campaign directors. We focus tirelessly on recruiting the most talented men and women to serve as our on-site campaign directors.

We hire attorneys, architects, public relations professionals and journalists who are active in their faith and love working for the church. They, in turn, bring their considerable skills, enthusiasm and strong work ethic to your campaign.

And because all our campaign directors are full-time employees of the Steier Group and not independent contractors, you can be assured that you will receive the highest level of service.

- Campaign timeline
- Organizational chart
- Grant writing
- Graphic design and layout
- Campaign policies and procedures
- Volunteer manuals
- Leadership recruitment strategy
- Leadership, staff and volunteer job descriptions
- Communications and marketing plan
- Social media training for staff or volunteers
- Daily Catholic content for social media
- Gift pyramid and benchmarking
- Naming opportunities and donor recognition plan
- Campaign brochures
- Case statements
- Campaign thermometer
- Appeal strategies
- Major gift prospectuses
- Campaign video
- Segmented pledge cards
- Appeal letters
- Gift acknowledgement letters
- Planned giving counsel
- Stewardship counsel and materials
- Database segmentation
- Campaign e-newsletter
- Online appeal strategies
- Weekly campaign reports
- Campaign follow-up procedures
- Pledge collection strategies

# CONNECT WITH PARISHIONERS WHERE THEY SPEND MOST OF THEIR TIME – ONLINE



**Parishes that post daily on Facebook report household giving that is 44% higher than those who post less often.**

In today's world, having a robust social media presence isn't a luxury – it's a requirement. That's why the Steier Group has formed an exclusive partnership with CatholicSocial.Media to provide our parish clients with fresh, daily Catholic content that will engage and inspire your parishioners – before, during and even *after* your campaign.

When you hire the Steier Group, you get access to the entire team of digital communications experts at CatholicSocial.Media. Their professionals will get right to work helping your parish to grow its social media following. They'll also provide you with high-quality, original content that your parish can post to its social media account – free, for an entire year.

As part of the Steier Group's suite of services, CatholicSocial.Media will provide your parish with:

1. Strategies and materials that will motivate your parishioners to follow the parish on social media
2. Professional social media analysis and recommendations
3. Daily, original Catholic content that your parish can post before, during and after the campaign
4. Weekly tech tips and creative ministry ideas that will help your staff thrive in this new, digital world
5. Personalized training for your parish's social media staff person or volunteer
6. Ongoing support and access to a digital library of training videos and other resources

When you build a great social media presence at your parish, your parishioners will respond by following your account, sharing your posts and engaging with the parish – and with each other – online. This allows your parish to play a positive role in the lives of your parishioners *every day*.

Plus, this service opens a **powerful communications channel with your parishioners that will significantly enhance the success of your parish's planning study and campaign**. The sooner you start engaging with your parishioners online in a creative, fun and meaningful way, the easier it will be to use that communications channel to share campaign plans and updates, thank people for their gifts and promote participation in the campaign itself.



# ADDITIONAL STEIER GROUP SERVICES

## Professional wealth research

The Steier Group will provide Seven Dolors with professional wealth research through our strategic partner, DonorSearch. The cost of 25 cents per record is included in your campaign budget found on page four. There is no limit on the number of records screened. The Steier Group will provide the complete report to parish leadership and will strategize with campaign leaders regarding the results.

## Donor-specific gift illustrations

The Steier Group uses Crescendo software to provide our clients with donor-specific gift plans and illustrations. This powerful tool allows our design team to create inspiring materials that motivate donors to structure gifts in a way that can achieve both their charitable and estate-planning goals. This service is included in our professional fee.



## Campaign video(s)

The Steier Group can design, shoot, edit and produce a campaign video for \$16,000 per video plus travel and on-site expenses. We will also provide three 30-second videos for use on social media and still photography if necessary. This fee includes a video production crew and a two or three-day shoot consisting of a producer, photographer and editor. Expenses in addition to those set forth above, including duplication services for the DVD, or additional videos or testimonials shall be billable at cost.

## English to Spanish translation

The Steier Group can translate study and campaign materials from English to Spanish for a cost of \$50 per hour. Clients that request this service typically require 10-15 hours of translation services.

## Database cleanup

Steier Group campaign managers know that having good data is critical to running a successful campaign. That's why our firm has partnered with a leading analytics and data service provider to offer database cleanup to our clients. Prior to the first campaign mailing, the Steier Group will coordinate a database cleanup process that not only updates addresses but also locates email addresses and mobile phone numbers for many of your potential donors.

*"A well-managed, successful campaign has put our parish in a position to build for our future. There is no doubt in my mind that our campaign was more successful because of the knowledge, professionalism and counsel of the Steier Group."*

Rev. James Aboyi, VC, Parochial Administrator  
Parish of St. Benedict in Phoenix, Arizona



## St. Isidore's Catholic Student Center

Kansas State University  
711 Denison Ave.  
Manhattan, Kansas 66502

785-539-7496  
785-539-0220 (Fax)  
www.stisidores.com  
stisidores@stisidores.com

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To Whom it May Concern,

St. Isidore's Catholic Student Center faced a problem – a chapel too small to serve our growing number of Catholic Wildcats. There is nothing more discouraging to me than to hear of a student who made the effort to come to Mass but turned around at the door when they saw the overflowing crowd. Our ministries are thriving, but we need more space to grow. With this in mind, I knew it was time for us to embark on a capital campaign for a new chapel and more.

The *Home Away From Home* Capital Campaign would be a transformational opportunity for St. Isidore's, setting us up for the future with a new chapel and a renovated and enlarged student center. We chose the Steier Group to help us with this campaign because we felt they could help us reach out beyond the Manhattan area and solicit support from Catholics throughout the country who have ties to Kansas State. They also showed a strong commitment to the Catholic faith and an understanding of the importance of campus ministry. It's safe to say we made the right choice – the Steier Group's expertise proved invaluable to our capital campaign's success.

Our on-site campaign manager fit right in with our faith family, understanding St. Isidore's and the entire Kansas State community. He helped us conduct a very complex campaign managing over 130 volunteers in the Manhattan, Kansas City and Wichita areas. Multiple donor events were used to generate buzz for the campaign including a large event at Arrowhead Stadium, home of the Kansas City Chiefs. He kept the campaign on track and helped our staff meet important deadlines along the way. All of this led to a successful campaign in which we received gifts from 33 states across the country and exceeded our Challenge Goal.

In addition to our campaign manager's great work, the support from the Omaha office helped me feel at ease throughout the whole process. From our well-designed campaign materials to the knowledge of the Steier Group leadership, the entire campaign process was smoother than I could ever have expected.

Throughout the campaign, it was clear to me that the Steier Group understands that our faithful students are the future of the Catholic Church. This understanding proved key to the success of our campaign.

For any Catholic student center or Newman Center considering a capital campaign, I highly recommend the Steier Group. They understand the importance of campus ministry and how best to lead a complex campaign for a Catholic student center.

In Christ,

Fr. Gale Hammerschmidt  
Pastor

**St JOHN PAUL II**  
CATHOLIC CHURCH

August 9, 2024

To Whom It May Concern:

Raising money, especially large amounts, is a daunting task. I know pastors who have chosen to conduct campaigns in-house. I know others who have had poor experiences with campaign companies.

After having worked with the Steier Group on our \$15m church and school campaign, I cannot imagine having conducted it without them. Nor can I imagine a more worthy partner in such missions entrusted to us by the good Lord.

Steier provided excellent guidance, which wasn't rigid, but tailored according to our specific reality, and adjusted according to our best sensibilities. Our campaign manager was meticulous, a hard worker and completely dependable. And when a problem emerged, as is bound to happen from time to time, Steier went the extra mile to make sure our campaign was successful.

Without any reservations, I would recommend them to everyone entrusted with the spiritual and material well-being of an institution and a community.

Sincerely,



Fr. Brandon Farrar  
Pastor



March 5, 2025

To whom it may concern,

I am pleased to share my gratitude and recommendation for The Steier Group, whose partnership was instrumental in the success of St. James Academy's *Mission Forward* campaign.

From the outset, their team demonstrated a deep understanding of our mission, providing strategic guidance that helped us effectively communicate our vision and engage our community. Their tailored approach ensured every aspect of the campaign was well-planned and executed.

Thanks to their expertise and the generosity of our mission-driven community, we have made remarkable progress toward our campaign goals. This has already enabled us to proceed with construction of key projects, including the Stadium, Field Events, and Tennis Courts—investments that will enhance student life and strengthen our community.

The results speak for themselves. The Steier Group's leadership helped us secure the necessary resources to advance our mission of providing Christ-centered education. Their professionalism, dedication, and passion for our cause were evident at every stage, and we are deeply grateful for their partnership.

I recommend the Steier Group to any organization seeking to elevate their fundraising efforts. Their commitment to excellence and ability to deliver results make them an invaluable partner.

God Bless,

A handwritten signature in cursive script that reads "Andy Tylicki".

Andy Tylicki  
President



# ST. PATRICK'S

ELKHORN NE CATHOLIC CHURCH

To Whom It May Concern:

When we began our *Growing In Faith Together Campaign* we were looking for a consultant that was reliable, knowledgeable and could help us achieve our \$30 million goal. After meeting with several different groups we felt that the Steier Group was the best fit for our parish. Having now completed our campaign, we can say with absolutely certainty that we made the right choice.

The Steier Group helped us with all aspects of our campaign. They assisted with parish communications and outreach and provided guidance on how to effectively target each of our donor segments. Throughout the entire campaign they helped coordinate campaign volunteer trainings, plan donor events, and prepare our campaign appeals. Their data-based practices were reassuring and helped us feel confident that we were doing the necessary things to have a successful campaign.

One of the most impressive things about working with the Steier Group was how genuine and sincere our campaign manager was. He was all in on our campaign and was willing to do whatever was needed to help us be successful. They were organized and weren't above stuffing envelopes, setting up tables for events, or making calls to donors. Their professionalism and fundraising knowledge were key in our success.

Raising \$30 million dollars is not an easy task and at times it could be overwhelming. The Steier Group helped us to remain focused and organized while offering encouragement. We are very pleased with the services they provided. They helped us achieve our goal and we would highly recommend them to others looking to conduct a study or a capital campaign.

Sincerely,



Fr. Tom Fangman  
Pastor



Eric Crawford  
Advancement Director



# St. Joseph Catholic Church

228 East Hendricks Street, Shelbyville, IN 46176  
Phone (317) 398-8227

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+JMJ

To whom it may concern:

I am happy to recommend the Steier Group for any parish considering a capital campaign fundraising firm. As the pastor of St. Joseph Catholic Church in Shelbyville, IN, I had the pleasure of working with the Steier Group on a recent campaign, and I can confidently say that they exceeded our expectations in every way.

Our parish community had a tremendous vision for the future of the parish. It was ambitious! We knew that to accomplish our goals we needed to find trusted advisors and partners to guide us through the campaign process. Our goals were to attend to our aging church brick exterior and update the church interior, provide additional parking, build a new adoration chapel, and construct a large parish hall.

From the very beginning, the team at the Steier Group showed a deep understanding of our parish's needs and goals, and they worked tirelessly to develop a comprehensive campaign strategy that was tailored specifically to our community. Our on-site campaign manager was one of the most competent people I've ever met! She was organized, proactive, and always immediately responsive to our questions and concerns. She carefully explained and executed each step and kept our leadership team moving forward efficiently. The design of our communication materials and hard work by our graphic designer continually impressed me. We felt supported throughout the entire process.

What impressed me most about the Steier Group was their ability to bring together all of our stakeholders and get them on board with our campaign. They were skilled at communicating the importance of our fundraising goals and inspiring donors to give generously. Thanks to their efforts, we were able to make meaningful progress towards our long-term objectives.

Overall, I can wholeheartedly recommend the Steier Group to any organization in need of fundraising support. They are a team of consummate professionals who are passionate about what they do, and they will work tirelessly to help you achieve your goals. In short, there's no way we could have achieved our results without the Steier Group!

Sincerely,

Very Rev. Michael T. Keucher, VF  
Pastor



September 2<sup>nd</sup>, 2025

# ST. FAUSTINA

CATHOLIC CHURCH

To Whom It May Concern,

Formed in July 2014, God blessed us with sustained growth, and desiring to build a large church befitting the Glory of God, our parish at St. Faustina Catholic Church prayed and discerned the pathways forward for our third capital campaign in a decade. I am happy to share that I am pleased with the outcome of this, our third – and largest capital campaign to date, at over \$22 million – and our ongoing relationship with the Steier Group.

We wanted a partner who understood our mission, vision, timetable and drive to complete this project, and through intense dialogue and hard work found an equally capable partner in the Steier Group. The Steier Group is professional, knowledgeable, and engaging. They bring expertise, organization and an unwavering commitment to the mission of the Church, while also demonstrating genuine care for the people they serve.

Although I became a priest to lift souls to Heaven, I have frequently found myself presented with the challenge of capital campaigns. Through working with the Steier Group, I have come to see that a well-run campaign is not merely about raising funds; it is about strengthening the community, deepening parishioners' sense of ownership, and advancing the mission of the parish.

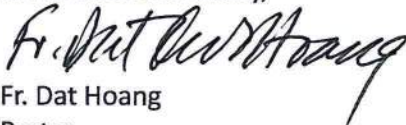
*In each of our campaigns, the Steier Group has proven that fundraising, when done well, can be a true blessing. Their thoughtful process, honest counsel, and personal touch have helped us not only meet our goals but also unite our parish family in purpose and hope for the future as we expand God's Kingdom to serve the faithful and invite all to experience His love and mercy.*

Throughout this latest campaign, I remained impressed with our Steier Group team. They tailored their approach to meet the unique needs of our community, which greatly contributed to our success. Our campaign manager was organized, kept us focused and welcomed our feedback. He built strong relationships with our staff and truly became part of our team.

Because of the size and complexity of our new church project, we knew from the outset that our fundraising would not stop when our formal contract ended. The Steier Group team has continued to partner not only with our campaign committee, but also with our building team and architect, to produce three rounds of naming opportunities and invite potential donors at all giving levels to increase their gift or consider additional pledges. In turn, with the Steier Group's continued support, our parish has raised \$4.3 million beyond our initial campaign. The graphic design team consistently delivered exceptional work, producing high-quality professional materials that shared the beautiful design of our new church which inspired many to join us on this sacrificial journey.

I recommend the Steier Group without hesitation to any parish or diocese considering a capital campaign.

In His Love and Mercy,



Fr. Dat Hoang  
Pastor



ST. FRANCIS OF ASSISI  
CATHOLIC CHURCH

To Whom It May Concern,

I am honored to provide this letter of recommendation for the Steier Group. Their excellent strategy, leadership and execution has made it possible for St. Francis of Assisi's *I Am With You Always* (Matthew 28:20) campaign to exceed the original financial projection (between \$8 million and \$12 million). To date, we have over \$17.5 million pledged – and still going. Our parish is growing rapidly, stressing our current facilities and spurring our need for this campaign. The master plan addresses that growth and a need for evangelization as we position our parish for success today and for generations to come. Without the Steier Group's leadership, hard work and dedication, it would not have been possible.

The Steier Group did a great job in our campaign planning study, helping us prioritize from our parishioners the projects that were most important to the entire community. They created a design and messaging platform for the campaign materials that accentuated our spiritual identity and mission of Matthew 28:16-20, while collecting the necessary data for success in the campaign phase. All the while, communications were created in both English and Spanish to accommodate our large and diverse cultural population.

The campaign manager assigned to our project instantly fit into our parish team and culture. He established outstanding relationships with all staff, volunteers and parishioners. Furthermore, *the entire Steier Group team*, including our graphic designer, grant writer, data analyst and senior leadership, provided excellent expertise, strategic recommendations, and deftly understood the needs and complexities of our community. Their responsiveness is also first rate. They have an uncanny way of leveraging their vast experience and success with dioceses and parishes, while at the same time making us feel as if we were their only client.

With guidance from the Steier Group, we not only exceeded their initial projections, but we continue to grow and raise funds. They have also assisted us in ways beyond our current capital campaign. For example, they helped us navigate our role and responsibilities in a wider diocesan effort to build a regional school, provided strategy over land leases on our campus and identified multiple parishioners who are interested in planned giving. This will lay a foundation within our community for increased financial support while building a culture of giving. I highly recommend the Steier Group to any diocese, parish, or school considering a planning study or capital campaign.

Yours in Christ,

Fr. Rudy Garcia  
Pastor/President

Dcn. Alex Barbieri  
Senior Director of Operations



To whom it may concern,

St Paul's Catholic Church and School recently completed a successful capital campaign with counsel provided by the Steier Group. Our decision to partner with the Steier group was the best choice our leadership could make. Time and again, the Steier Group proved they were the right fit to manage our campaign.

From the overall strategy and amazing communication materials to their hands-on project management, the entire Steier Group team empowered us to reach our campaign goals. To date we have raised over 3 million dollars—surpassing our forecast.

With the aid of our onsite campaign manager, the program template and timeline were easy to follow. Milestones and expectations are clearly defined and give a clear understanding of the direction and goals of the campaign.

I am pleased we made the decision to partner with the Steier Group. The Steier Group offered us support, guidance and expertise every step of the way. A capital campaign is not an easy undertaking. I recommend the Steier Group and its services to anyone considering a capital campaign.

Yours in Christ,

A handwritten signature in black ink that reads "Fr. Caleb Vogal". The signature is written in a cursive, flowing style.

Fr. Caleb Vogal



To whom it may concern,

I am happy to provide to you a letter of recommendation for the Steier Group. St. Francis of Assisi parish in Wichita, KS completed a capital campaign in December 2021 with counsel provided by the Steier Group. The *Rebuild My Church* campaign was the first for our parish and staff, so it was imperative that we select the right firm to guide us. Our decision to partner with the Steier Group was absolutely the best choice our leadership could make. Time and again, the Steier Group proved they were the right fit to manage our campaign!

As the parish where the Stewardship Way of Life was born, our unique history posed some challenges to conducting a capital campaign. However, our facilities, most of which were completed in the mid-1970s and had served us well, were in immediate need of revitalization. For a stewardship parish, a capital campaign is an extraordinary endeavor, and for the first and only endeavor of this kind at our parish, Steier Group was successful in adjusting to the stewardship mentality without compromising our ordinary stewardship in the process.

The Steier Group campaign team, spearheaded by our campaign manager, conducted a thorough planning study to determine the campaign readiness of our parish and helped us clearly define the steps necessary to make our vision come to life. It built confidence among our leadership and was the foundation for the success of our campaign. Their utmost professionalism, flexibility and responsiveness kept everyone on track and motivated. From the overall strategy and top-shelf communications materials to their hands-on project management, the entire Steier Group team empowered us to extraordinary heights.

To date, the campaign has raised over \$5.9 million, which will fund every need we had budgeted. In addition, the Steier Group's follow-up plan for the entirety of the pledge period provides a path that will guide us to building a maintenance fund for future expenditures.

We wholeheartedly recommend the Steier Group to any organization looking to run a successful campaign.

Sincerely,

A handwritten signature in dark ink, appearing to read "Rev. C Jarrod Lies". The signature is written in a cursive style with a large initial "R" and "L".

Rev. C Jarrod Lies  
Pastor

A handwritten signature in dark ink, appearing to read "Pat Burns". The signature is written in a cursive style with a large initial "P" and "B".

Pat Burns  
Director of Stewardship and Finance