

# Catholic Diocese of Rockford Suggested List of Fund Raising Firms For Parish Capital Campaigns

Updated March 2012

The following fundraising firms have been interviewed by the staff of the Office of Stewardship Development and have signed the Diocese of Rockford Fund Raising Firm Agreement Form. A copy of the Agreement is attached.

If a parish wishes to work with a firm not listed below, that firm must contact the Office of Stewardship Development and be willing to sign the Fund Raising Agreement Form, before they will be allowed to perform their services and sign a contract.

Contact David Hougan at the Diocesan Administration Building 815-399-4300 when your parish is considering a parish capital campaign.

\*\*\*\*\*

**Abbey Group, Ltd.**

**MILWAUKEE, WISCONSIN OFFICE**

**2121 S. Kinnickinnic Avenue,  
Suite 111**

**Milwaukee, WI 53207**

**(414) 671-7010**

**RAPID CITY, SOUTH DAKOTA OFFICE**

**201 Main Street,  
Suite 300**

**Rapid City, SD 57701**

**(605) 718-7912**

**Michael W. McNeely, President & CEO Direct: (414) 899-4910 Toll Free: (800) 747-0170**

**[mmcneely@abbeygrouppltd.com](mailto:mmcneely@abbeygrouppltd.com)**

**[www.abbeygrouppltd.com](http://www.abbeygrouppltd.com)**

For over 20 years Abbey Group has served in dioceses throughout the U.S., yet—it must be said! — Our founder, Michael McNeely, was born and raised in the Diocese of Rockford (McHenry and Crystal Lake).

Abbey Group has helped Catholic parishes, schools, and ministries raise funds for

expansions, operations, and endowments. We achieve success by emphasizing relationships, showing clients how to deepen friendships and stewardship commitments that result in long-term support far beyond the campaign period. Talk to our satisfied clients – they'll confirm our achievements.

Meeting a campaign goal begins by setting the right goal, which is discovered through a well-conducted feasibility study, an Abbey Group specialty. We usually recommend that our clients start here. Often the feasibility study shows that the tentative goal is too low. We will help you find the right goal – one that, with Abbey Group counsel, you will meet and exceed. After we prove our value in the feasibility study, most clients engage Abbey Group for the campaign or ongoing counsel.

We offer a full package of services for raising money for your cause, including strategic planning, board and volunteer training, case development, communication, campaign web site, and comprehensive project management. We will give you the tools and confidence you need to obtain major gifts, grants, planned gifts and pledges. You will complete your campaign with more friends than you had going into it.

## **American City Bureau**

**33 West Higgins Rd.**

**Suite 520**

**South Barrington, IL 60010**

**(224) 293-3000**

**[john@abc-inc.com](mailto:john@abc-inc.com)**

**Mr. John Biggins, Co-Chief Executive Officer, Contact Person**

American City Bureau, Inc., the nation's oldest fundraising firm, specializes in capital campaign direction and major gift development. In addition ACB offers a vast array of philanthropic development services tailored to meet your organization's individual culture and needs.

Since ACB's inception over 95 years ago, this family-owned business has conducted its largest segment of work with Catholic organizations of all types and sizes, affording a deep understanding of the unique nuances and special needs involved with campaigns and major gift fundraising within the Catholic realm. Our history, coupled with the personal values of Co-CEOs John Biggins and Leslie Biggins Mollsen, drive our deep commitment to furthering the philanthropic efforts of Catholic organizations—helping each client reach its full promise of financial growth.

**Cargill Associates, Inc.**  
**4701 Altamesa Blvd.**  
**Fort Worth, Texas 76133**  
**800-433-2233**

[info@cargillfw.com](mailto:info@cargillfw.com)  
[www.cargillassociates.com](http://www.cargillassociates.com)

**Stephen W. Cargill, President and C.E.O., Contact Person Dr.**  
**Steve McSwain, Senior Vice President, Contact Person**

Cargill Associates is one of the oldest and largest full-service development and campaign firms in the nation providing extensive stewardship services for both churches and institutions, serving Christian causes in all fifty states. We believe that financial stewardship is not a financial issue, but a spiritual issue, and more than 4,700 churches have benefited from our stewardship resources, raising more than \$5 billion for major capital projects. The consultants of Cargill Associates are committed Christians with a unique calling to stewardship ministry. The parishes we have served have typically raised between two (2) and six (6) times their annual giving over the course of a three-year capital campaign giving period. We will assist your parish in bringing clarity, focus and ownership to the liturgies and ministries of your parish as they relate to programs and facilities; help your parish determine the timing, scope, readiness, and financial capability for a major capital fundraising effort; and cultivate and challenge your parish to prayerfully consider a sacrificial gift to help fund the capital project. We have designed a program with component pieces that have proven to meet the financial challenges of our changing world. Let us show how our process can assist you and your parish realize your true financial potential and to stay faithful to God's call.

**Church Development**  
**3 West 63rd Street**  
**Kansas City, MO 64113**  
**(816)-333-8111 or (800) 443-2413**  
[www.church-development.com](http://www.church-development.com)  
**Mr. Denis Greene, President, Contact Person**  
[denis@church-development.com](mailto:denis@church-development.com)

Church Development posits that stewardship is an important aspect of discipleship and our tools and methods reflect that. Stewardship education can be a joyful experience discovering the power of doing God's will. Our approach to fundraising is a church growth model including

community building and spiritual discernment, not just asking for money. At the center of every campaign is prayer. Through prayer, one seeks to align one's self with the Divine. It is a deliberate, communal focus that gets everyone praying in the same direction. This alone will transform a parish. We have helped over 150 churches of all sizes raise over \$150,000,000 in the past 12 years in capital campaigns.

Each church we work with is unique in its needs. One size does not fit all, so we spend a great deal of time and effort developing a unique plan for each parish. We offer more time, more attention to detail and more follow-through than is the norm. Church Development has an experienced staff with a tremendous depth of knowledge regarding what works in parish capital campaigns. Our consultants and campaign facilitators have come to Church Development with a mission in mind. We all want to serve churches, we all have unique skills in fundraising and all of us want to work in the faith community for spiritual reasons. Our staff can complete every task planned in the 500 - 700 hours usually required to manage a campaign. We can do as little as the standard consulting service in which we guide and coach you to success or as much as hands-on management of every detail, every publication and attending every meeting.

**Community Counselling Services, Inc.**

**8750 W. Byrn Mawr**

**Suite 420**

**Chicago, IL 60631**

**(800) 832-3214**

**[www.ccsfundraising.com](http://www.ccsfundraising.com)**

**Mr. Paul Miles, Contact Person**

CCS is a full service fund raising, development service and strategic consulting firm with their Midwest operations office based in Chicago. CCS works with all non-profit organizations including parishes, dioceses, health care, education, associations, social service and more. As a leader in this industry, CCS provides services in campaign direction, annual appeals, development operations, research, training and feasibility studies. CCS has worked with the Diocese of Rockford on the United in Faith Campaign, St. Peter in Geneva on three campaigns, Our Lady of Good Counsel in Aurora, St. John Neumann in St. Charles, Holy Cross in Batavia and many other Catholic parishes in the Diocese. They have assisted in raising over \$85 million for Catholic organizations in the Diocese in the past 12 years. CCS Executives include Bernadette Lane, Patrick Moughan, and Paul Miles.

**Cosgriff Company**  
**The Douglas Building**  
**209 South 19<sup>th</sup> Street**  
**Omaha, NE 68102**  
**(800) 456-9902**

[www.cosgriffco.com](http://www.cosgriffco.com)

**Mr. Mike Fitzpatrick, Contact Person**

Mike Fitzpatrick is CEO and President of the firm. Our primary method of serving our clients' needs comes through resident service. This means that a Cosgriff consultant is there on-site for a specified period of time, to ensure that your project goes smoothly and stays "on target." This is the most efficient way to conduct a campaign, and at the same time the most reliable method to ensure your success.

To assist this end, we also provide the following services: Developmental Feasibility Studies, Pre-campaign Positioning, Resident Case Management, Case Construction, Prospect Identification, Major Gift Solicitation, Campaign Follow-Up, and Grant Preparation. They have had previous experience in this diocese.

**The Cunneen Company**  
**24 Rossotto Drive**  
**Hamden, CT 06514**  
**(800) 842-4488**

[www.cunneen.com](http://www.cunneen.com)

**Mr. Wayne Miller, Contact Person**

Mr. John Cunneen is President and Mr. Wayne Miller is the Regional Director. Our approach has always been to provide the most effective, innovative and creative fundraising campaigns for our clients. All Cunneen's services – Offertory Enhancement, Stewardship, Feasibility Studies, In-Pew and On-Site Director Capital Campaigns, and Intentional Giving (an electronic giving solution) – are infused with a commitment to providing fundraising that is firmly grounded in the principles of Biblical Stewardship. Previous past experience in this diocese and very interested in working in this diocese.

**Graham-Pelton**  
**39 Beechwood Road**  
**Summit, NJ 07901**  
**(800) 608-7955**

[www.grahampelton.com](http://www.grahampelton.com)

**Craig Hall, Executive VP and Managing Director, Contact Person**

Graham-Pelton Consulting is a full-service fundraising firm. We believe that successful parish and diocesan campaigns not only achieve their immediate goals but also enhance the mission, image, and strength of the parish or diocese. Our experienced consultants structure each campaign to maximize your ability to:

- Create a positive relationship among volunteer parishioners
- Plan for strategic, long-term fundraising initiatives
- Widen the donor base and increase donor loyalty
- Inject the practices and teachings of stewardship in all written material and when soliciting parishioners

**Guidance in Giving, Inc.**  
**225 Snedecor Avenue**  
**Bayport, NY 11705**  
**(888) 757-5444**

[www.guidanceingiving.com](http://www.guidanceingiving.com)

**Mr. Michael Cusack – President & CEO, Contact Person**  
**Mr. Stephen Babcock – Vice President, Contact Person**

Guidance in Giving is a national full-service stewardship, development and campaign consulting firm that *works exclusively and solely* with Catholic parishes, dioceses and schools.

We offer our parish clients full-service (residential/on-site) campaign direction that is based in the precepts of stewardship and customized to fit the needs of each individual parish community. Our full-time, on-site service allows us to manage the day to day operations of a campaign, and allows the parish leadership and staff to focus on their core mission, that of serving the people. Our on-site director ensures that every aspect of the campaign is implemented effectively, taking into consideration the uniqueness to each parish, its strengths and challenges, and doing so in a timely and organized manner.

The most effective method of engaging families concerning the needs of the parish and raising

the maximum amount of funds is through personal education and solicitation.

Our capital campaigns look to incorporate a variety of strategies that look to maximize personal contact through small and large group receptions, in person and mail appeals, volunteer contacts and follow up, etc. The length of a Guidance in Giving capital campaign is dependent on the number of families currently registered in your parish. In addition to our capital campaign services, we also provide a wide array of other services including feasibility/planning studies, development audits and stewardship implementation.

Guidance in Giving has recently worked with St. Margaret Mary, Algonquin and is working extensively in the state of Illinois and throughout the United States. We welcome the opportunity to meet with your parish, at no obligation to you, to discuss your projects and how we can help you achieve your goals and dreams.

**The James Company**  
**610 Country Ridge Square**  
**Woodstock, IL 60098**  
**(877) 337-1126 local (815) 206-0700**

[www.jamescompany.com](http://www.jamescompany.com)

**Mr. John V. Clark, President/Partner, Contact Person**

This regional, non-residential, stewardship group serves Christian churches throughout the mid-west. Main offices include: Chicago, Milwaukee, Minneapolis and Naples, FL.

*The James Company* was established in 1985 and has twenty-one personnel on staff. They base their philosophy on Christian stewardship principles and offer a wide-range of stewardship services.

Capital Appeals represent approximately 70% of their services. *The James Company* recommends an initial feasibility study process which is a separate contract. If the study is positive, the intensive phase of the Capital Campaign generally takes four to five months to complete.

The fundraising model employed by *The James Company* is flexible and is designed to relate to the culture of the parish. A team of two consultants is assigned to each campaign: a program director and program administrator. They care for all of the administrative details of the campaign (including writing and printing materials) so that the parish office is not encumbered with taking on the administrative tasks of a campaign.

*The James Company* provides continued services to the parish throughout the multiyear giving period to insure fulfillment of the pledges made to the campaign.

There is no charge for an initial meeting with a representative of *The James Company*. Typically, the initial meeting is with the Pastor and Parish Council. A reference list is available upon request.

**Joseph Consulting**  
**6025 Shadowbrook Dr**  
**Bettendorf, IA 52722**  
**(563) 349-0589 email:**  
**[emk8dad@mchsi.com](mailto:emk8dad@mchsi.com)**

**Mr. George Joseph, Contact Person**

Mr. George Joseph is the President and Mrs. Erika Mildred is the Development Associate. Joseph Consulting offers comprehensive stewardship development and feasibility studies/capital campaigns that help organizations identify key leadership, financial ability, volunteer support, overall consensus on design, and allow your organization to test the project while at the same time pre-selling it, generating enthusiasm, excitement, and a level of personal connection, commitment, and involvement. Our comprehensive campaign process maximizes the potential support for your organization. We have helped Catholic Churches and Schools raise more than \$40,000,000 in the past decade.

Our method places the study and the campaign directly in the hands of those who should be in charge, your parish families. We help to create and instill a sense of personal ownership for the people of your parish. This established ownership and pride in the project is what will position your organization to collect all of the secured pledges over the pledge period.

Our expertise lies not only in our methodology but in our location. We have worked with over two dozen parishes and schools in Iowa and Illinois. We know the area and the people, and we know what works for this region. Even more specifically, we have a myriad of experience specifically to the unique aspects of the Catholic market. Over the past decade, we have worked primarily with Catholic institutions in the Diocese of Davenport, Peoria, Des Moines, and Archdiocese of Dubuque.

**James D. Klote & Associates, Inc.**  
**Midwest Regional Office**  
**1750 E. Main Street – Suite 190**  
**St. Charles, IL 60175**  
**Ph: (630) 797-3103, (888) 360-2315 (Toll free)**  
**[www.jdklote.com](http://www.jdklote.com)**

## **Carl Graber, Regional Director, Contact Person**

James D. Klote & Associates provides *unique full time, on-site*, Readiness Assessments/Feasibility Studies and Capital Stewardship Programs for churches and parochial schools. In any given year approximately **90% of our clients are local churches** and **95% of our clients are repeat or referrals from satisfied clients**. Our resident directed approach combines spiritual values of stewardship and a proven method of successful fund raising. Our Director is available on a full time basis and will live in your community, worship at your church, and take the time to truly understand your vision, needs, and goals. Our proven approach assists our church clients to raise an average of **5 times their annual giving**. As a result, our fees are typically a much lower percentage of funds raised than most other fundraising firms. James D. Klote and Associates strives to achieve your maximum fundraising potential.

### **Phoenix Fundraising Counsel, Ltd.**

**2631 University Ave., Suite 102**

**Madison, WI 53705**

**(608) 233-1501**

**[www.phoenixfundraising.com](http://www.phoenixfundraising.com)**

### **Mr. John H. Richert, Ph.D., President, Contact Person**

John H. Richert, Ph.D. is President of this firm. We have been active throughout the upper Midwest and Colorado with stewardship and capital campaigns for various Catholic organizations. We conducted campaigns for some of the Rockford Diocesan High Schools. We offer residential management counsel, which includes strategic long-range planning, direct mail services, capital campaign counsel, planned giving consultation, staff and board member evaluation and development and education and training of volunteers.

### **Pruehs & Associates, LLC**

**1754 North Washington Street**

**Naperville, IL 60563**

**(630) 245-1300**

**[www.pruehs.net](http://www.pruehs.net)**

**[jpruehs@pruehs.net](mailto:jpruehs@pruehs.net)**

### **John C. Pruehs, President, Contact Person**

For more than 25 years, Pruehs and Associates have been serving nonprofit clients, including

religious organizations, throughout the Midwest. Our service areas include fund raising and philanthropic consulting, public relations and creative design, marketing and research, strategic management consulting and collaborative strategies. Our senior team builds successful, confidential and individualized working relationships that help each client fulfill and strengthen their mission and achieve significant financial goals.

We are prepared to provide services in all areas of fund raising including feasibility studies and capital campaign consulting; market research and donor and prospect research; staff and board member evaluation, development and training; annual fund campaigns; case statement development, grant writing services and appeals; major gift programs including planned giving and endowment program consultation; and all promotional materials for your campaign including multi-media presentations.

Our team approach will help you build upon your mission. Pruehs and Associates welcome an initial meeting with your board or campaign committee to help you reach unprecedented growth.

**Ruotolo Associates, Inc.**

**29 Broadway, Suite 210**

**Cresskill, NJ 07626**

**(201) 568-3898**

**[www.ruotoloassoc.com](http://www.ruotoloassoc.com)**

**George C. Ruotolo, Jr., CFRE, Chairman & CEO, Contact Person**

Ruotolo Associated, Inc. is a philanthropic consulting firm which specializes in Catholic philanthropy. For over 29 years, we have successfully assisted nearly 900 non-profit organizations, of which approximately 62% have been Catholic dioceses, parishes, schools, and other religious institutions throughout the United States. Moreover, 87% of the parishes that we have been fortunate to serve have reached or surpassed their fundraising goals.

Ruotolo Associates serves to propagate the faith and mission of the Church throughout the United States. The Church Division has a successful track record with stewardship, capital campaigns, debt reduction initiatives, and strategic communication and planning.

Ruotolo Associates is a member of the International Catholic Stewardship Council and the Giving Institute: *Lending Consultants to Non-Profits* (formerly AAFRC), and adheres to the National Conference of Catholic Bishops' Guidelines for Fund Raising.

**The Steier Group**

**10844 Old Mill Road, Suite 1  
Omaha, Nebraska 68154  
(866) 391-3244**

**[www.steiergroup.com](http://www.steiergroup.com)**

**Mr. Jim Steier Jr., CEO, Contact Person**

The Steier Group was created to serve Catholic nonprofit organizations and to professionally assist them in securing funds to reach their development and fundraising goals. The value we bring to our clients is measured by the success of the efforts we manage. Since the inception of the Steier Group, our completed campaigns have raised an average of 115% of goals.

The Steier Group offers nonprofit organizations a full range of development and fundraising services, specializing in feasibility studies and capital campaign management. We are a hands-on, project management firm. Our campaign managers are only assigned to one project at a time, working on site three days per week. This maximizes our ability to design and implement a comprehensive campaign strategy, to train and manage the campaign leaders and volunteers and to help conduct solicitations. The campaign manager assigned to you has the benefit of the experience and expertise of the entire group at his or her disposal; which also includes dedicated grant writers, graphic designers and communication/video production specialists.

**Trinity Fund Raising Consultants, Inc.**

**2171 Jericho Turnpike, Suite 347**

**Commack, NY 11725**

**(866) 296-3445**

**[www.trinityfundraising.com](http://www.trinityfundraising.com)**

**Mr. Thomas V. Farrell, CEO, Contact Person Mr. Andrew J. White, Vice President, Contact Person**

Trinity Consultants, Inc. is a national Catholic fundraising firm. The company specializes in on-site direction of Capital Campaigns, Stewardship Programs and Annual Giving Appeals for diocese, parishes, schools and other religious institutions.

Over the past two decades the firm has directed thousands of successful campaigns and programs for our clients. In addition to our Capital Campaign and Stewardship Planning Studies, the firm provides other comprehensive services such as; Planning Studies, Major Gift Programs, Prospect Research, Multi-Media Presentations, Annual Giving Programs, Foundation and Grant Writing and Pledge Redemption.

For more information on Trinity and to schedule a no obligation appointment with one of our representatives, please call our toll free number or visit our web site.

## **Walsh & Associates Church Fundraising & Stewardship Specialists**

**1601 East Highway 13, Ste. 200**

**Burnsville, MN 55337**

**(800) 894-3863**

**[info@walshfundraising.com](mailto:info@walshfundraising.com)**

**[www.walshfundraising.com](http://www.walshfundraising.com)**

**Mr. Michael A. Walsh, President, Contact Person**

Walsh & Associates, Church Fundraising & Stewardship Specialists, has been helping Catholic churches and church members reach new heights since 1984. Our capital campaign services include pre-campaign feasibility and planning studies, campaign implementation and follow-up & fulfillment services and support. Our stewardship services include stewardship program evaluations, stewardship formation & education, and volunteer and financial stewardship efforts. From our Regional Office located in Cary, Illinois, we've most recently served St. Hubert Catholic Church in Hoffman Estates and St. Mary Catholic Church in Minooka and we're readily available to serve the parishes of the Diocese of Rockford. So if you're ready to reach new heights in your fund development and stewardship efforts, give us a call. We'd be happy to help.