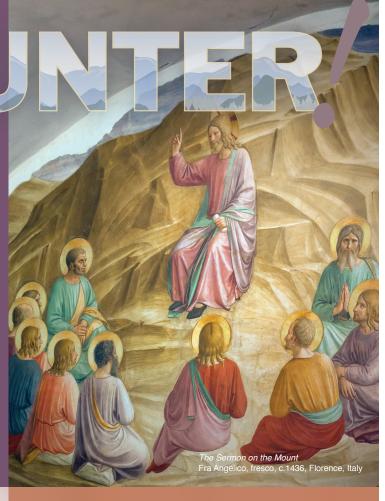
Encour Meeting Jesus on Higher Ground.





CONFERENCE PROGRAM

September 28 - October 9

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Conference Prayer

Gracious and loving God,

We gather in Your name, to draw from a wellspring of wisdom that will enrich our lives and the lives of those we love and serve.

Through this networking, sharing of ideas and discernment though, lift us up! Open our eyes!

Lead us into an encounter with your Son, on higher ground where we will be drawn to moments of epiphany, deeper self-awareness and profound grace.

In these times of uncertainty and stress do not abandon us, but pour out Your Spirit upon us so that its power becomes our power.

Make us good stewards of what we take away from here. And inspire us to proclaim the Gospel without shame, offer hope to others and give glory to You in every word we speak and action we take.

We pray this through your Son, Jesus Christ, Our Lord, who lives and reigns with You and the Holy Spirit, one God, forever and ever.

Amen

Welcome

Dear Faithful Stewards:

As the Episcopal Moderator of the International Catholic Stewardship Council, it is a pleasure to welcome you to its 58th annual conference even though we have gone fully virtual. I look forward to "seeing" you sometime over the course of the two weeks and to live stream the celebration of the Eucharist on October 9, the last day of the conference.

In this year, marred by the COVID-19 pandemic, the emphasis on seeking a deeper spiritual encounter with Jesus Christ is indeed appropriate. How fitting that we also focus on the theme of hope, one of the great theological virtues. We give hope to others through our stewardship and evangelization efforts. We are ambassadors of Christ's hope every day in the ordinary circumstances of our lives. We minister hope through acts of kindness and attentiveness.

During these days we convene together, even though we are in the midst of challenging times, let us be mindful to exercise stewardship of a shared wisdom, inspiration and the spiritual nourishment that will strengthen our resolve to share Christ and give hope to others.



Sincerely in the Lord,

Don Frichin

Most Reverend Donald F. Hanchon Auxiliary Bishop of Detroit Episcopal Moderator of ICSC

Welcome

Dear ICSC Participant,

"Dad, when are you going to your conference this year?"

My children know I love the ICSC Conference, and especially all of my friends and colleagues. Like pretty much everything else in this disrupted 2020, though, our conference looks different this year. But, like the boy with the barley loaves, we bring what we have available to our encounter with the Lord, and we trust Him to transform our meager offering into a bountiful feast.

You've made a good choice to join us. We are called to be stewards, especially in challenging times. Use the time of the conference well. Don't limit yourself to the professional conferences, but take advantage of the spiritual and social opportunities. We'll be praying the rosary together every day, and I hope to see you there. You can count on my prayers for you.

Someday, my grandchildren will ask me what I did during the "Pandemic of 2020." Like you, I will be able to say, "I attended a global meeting of people who were passionate about serving the Church." The reality of the pandemic does not change our mandate to go out and make disciples of all nations. Now is the time to evangelize!

I will see you in Cyberspace!



Gratefully. man Nebugge

Brian Niebrugge Executive Director Stewardship and the Annual Catholic Appeal Archdiocese of St. Louis ICSC Board Chair

P.S. Thank you for taking a chance on this new way of operating this year. Be sure to thank our partners for sticking with us as well.



Dear ICSC members, friends and colleagues,

Welcome to ICSC's 58th annual conference. I pray that your participation in this new virtual conference is a time of special grace; a time when you not only learn more about Christian stewardship, but are inspired by our gathering as disciples of the Lord.

Special thanks is owed to Rev. Charles Altermatt, pastor of St. Alfred Catholic Church in Taylor, Michigan, and his staff for giving us a home, a "command and control center" for this virtual conference and sacred space for prayer and worship. We are very grateful for the extraordinary hospitality they have extended to ICSC.

I also wish to offer my sincere gratitude to ICSC strategic partners and exhibitors who are with us at this time. To take this journey to share their wisdom and experience as manifested in their presentations, virtual booths and networking is also a great grace. I ask that you visit each and every one of the virtual booths to chat with them and get to know them. They are doing a great service to ICSC and the Church.

Allow me also to express my gratitude to all those individuals on the committees and working groups that made this conference possible, whether in the program planning, technical side, conference registrations or the prayers and liturgies. Many individuals had to "pivot" not once but twice to try and imagine a "hybrid" conference and then a full virtual conference, investing their own time to bring you a memorable experience. I extend that gratitude in earnest as well to the ICSC staff and volunteers for their hard work and dedication during these difficult times.

Please take advantage of as much of the conference as possible, meet new people, share new ideas and encourage others in their own stewardship journey. If there is anything we can do for you, please let us know.



Your brother in Christ,

Michael Murphy Executive Director, ICSC

Weekly Calendar at a Glance

For an up-to-date list of conference sessions and tracks we invite you to view them by going to the ICSC's website conference page. Please click the following link, Conference Schedule At-a-Glance:

https://catholicstewardship.com/2020-conference/schedule/

The tracks this year are:

- An Introduction to Christian Stewardship
- Catholic Foundations
- Catholic School Advancement
- Corresponsabilidad en Español
- Development Dynamics
- Diocesan Advanced Studies
- Encouraging a Spirit of Giving
- Fundamental Themes in Diocesan Stewardship and Development
- Parish Administrators and Business Managers
- Stewardship and Innovations in Parish Engagement
- Stewardship: Beyond the Basics
- Wisdom From ICSC Strategic Partners
- Wisdom From ICSC Strategic Partners for Parishes

You will be able to sort what session you are looking for by date, or find out when your specific track will be held. You can also find out when you can visit your favorite exhibitor by locating the exhibit hall hours, or when everyone will be praying the Rosary.

ICSC Conference App



The official 2020 ICSC Conference App this year is Whova. It is both a web app and mobile app. You can access the web app on the ICSC website conference page:

www.catholicstewardship.com/2020-conference/

You can download the mobile app from your smart phone (Whova – Event & Conference App). It is a free download. We recommend that you do both if you have access. A Whova App Attendee Guide is available and located on the ICSC Conference Site Home Page under RESOURCES that may be of interest to you. It is a quick way to learn your way around the conference site.

The app is email based. The email you used to register for the conference is required to login to the conference site. You will be able to view speaker presentations, visit virtual exhibit booths to chat with exhibitors or talk "face-to-face." Networking with your peers is easy through the Community Board. You can create your own online profile to better identify yourself if you want. If at any time you have questions, please ask an ICSC Staff member located under RESOURCES, ICSC Staff. They will be pleased to answer your questions.

How to View a Speaker Presentation

Since the majority of our speaker sessions will be streaming live, we recommend you view them on the web app through a Chrome browser. If you do not have Google Chrome on your computer it is a simple download.

Remember the web app is found through the ICSC website at:

www.catholicstewardship.com/2020-conference/

Once you are logged into the conference site find the Agenda tab on the left side of your screen under MAIN NAVIGATION. Sessions are listed by date, and you can filter by track.

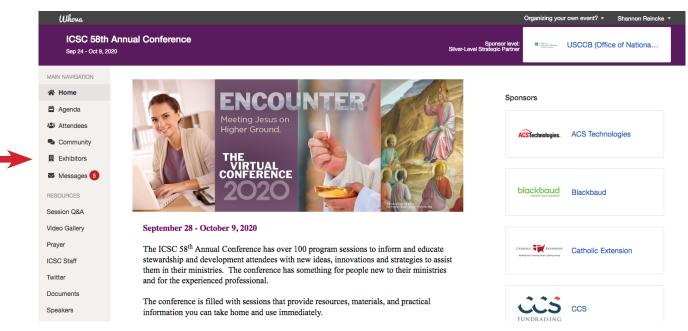
- From the list click the session you want to watch.
- There is a green camera icon for the sessions with streaming or video.
- If the streaming screen directly shows up, click "Proceed" to start watching the streaming. Otherwise click the "View livestream" button to open a separate streaming page to watch.

You can access the three tabs on the right hand side of the virtual session: Session Q&A, Chat, and Community. You can submit questions for the presenter through Session Q&A, participate in ongoing discussions with the other attendees viewing the session through Chat, and browse the Community Board function through Community.

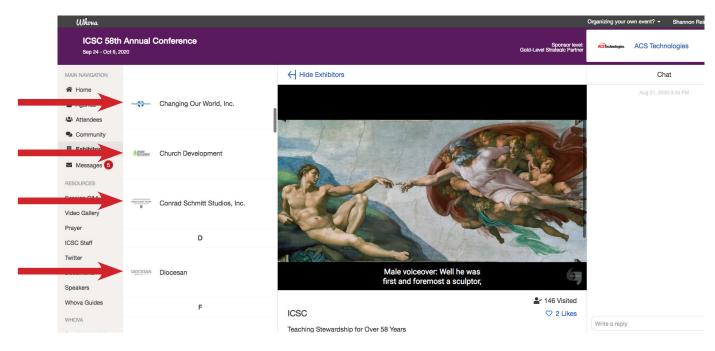
How to Enter the Virtual Exhibit Hall

You are there!

All you have to do is click on Exhibitors. It's as easy as that.



You will then see the full list of Exhibitors on your left. Simply click on the name of the Exhibitor you would like to see.



You will be able to view their videos, click on their promotional offers, for example, coupons and raffles and "chat" with them; which is a texting feature. There also will be a live link you can click on and see the exhibitors on your computer screen and talk to them about their products and services. This is a scheduled feature that will show up on their exhibit booth so you know when to visit them next.

Speakers

ICSC extends its gratitude to the following speakers for their gift of time and talent to this year's conference. Their sessions will provide informative, inspiring and creative presentations you won't want to miss!

Patrick Grace

Rev. Yaw Acheampong Theresa Aide **Rob Anderson** Leisa Anslinger **Jeffrey Bachelor** Mary Grace Baugh Kristen Beckett Hiram Diaz Belardo Alma Benitez Domingo Betancourt Rev. John Bonavitacola Melissa Calcote Gloria Carter Armando Cervantes Joe Citro Jeanne Combos Kate Cominsky Tom Corcoran Most Rev. Salvatore Cordileone Rev. Joseph Creedon Michael Cusack Bridget Daly Cande de Leon Mike DiCosola Francis Doyle Thom Duffy Jan Engkasser Deanna Ennis Josephine Everly **Gwen Fairchild** Matt Finke Mary Foley Jim Friend Andy Gaertner Rev. Giampiero Gambaro, Ph.D. Laura Garlock Dennis Gerber, Jr. Nicole Germain Paul Goldsworthv Michael Goodwin

Denis Greene Tony Gwiazdowski Diana Hancharenko Most Rev. Donald F. Hanchon Scott Hartman Derek Hazelet Mark Henry **Rev. Miguel Hernandez** Cory Howat Karin Hurlev Paul Jarzembowski Andy Jobst Maggie Keenan Margaret Keightley Jim Kelley Teresa Keogh Amanda Kepshire Tom Kissane Joseph Lichty **Rev. Jarrod Lies** Craig Loscalzo Diana Macalintal Linda Maccarone **Bill Malonev** Matthew Manion Robin Margraf Patrick Markey Steve McSwain Diana Mendiola Steve Michalek Angela Moloney Michael Morse Michael Murphy Brian Niebrugge Kathleen Niebrugge James Normandin Michael Novak Most Rev. Thomas J. Olmsted Tony Oltremari

Mary Ann Otto Rev. Leo Perez. O.M.I. Rev. John J. Piderit, SJ **Troy Pollock** Nic Prenger Katie Price Carlos Proaño Edwin Rambusch Deidre Ratliff Edmundo Reyes **Kimberlee Riley Dan Rogers** Florian Romero **Michael Schierl Rev. Gregory Schlarb** Vivian Shannon **Tommy Shultz Thomas Smith** Tyler Snook Thomas Sonni Michael Spillman Julianne Stanz Douglas Stein Violeta Tamayo His Eminence Cardinal Joseph W. Tobin, C.S.s.R. Jennifer Trefelner **Chesley Turner** Dr. Tim Uhl Renée Underwood, CFRE Matt Vuorela Diana Waggener Michael Walsh Madelvn Weed Jim Weigert Tracy Earl Welliver Scott Whitaker Rev. Michael White Joseph Wotawa Elizabeth Zeigler

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ACS Technologies

180 Dunbarton Drive Florence, SC 29501 800.736.7425 www.acstechnologies.com

Paul Goldsworthy, Sales Engineer

Johnny Stoupenos, Senior Director

ACS Technologies[®] has been faithfully serving Catholic parishes and dioceses for over 40 years by providing software solutions, top-rated customer support answering calls in under a minute on average, and forward-thinking innovations. We help you manage your diocese and parish with people, administrative, giving, accounting, and community growth tools in secure mobile platforms. The most-used Catholic software PDS[™] steadfastly serves the Church with the most robust features, including sacramental tracking, formation, integrated eGiving, events calendars and more, that parishes and dioceses can count on now and for many years to come. Realm[®] is the modern solution connecting dioceses and parishes in new ways with full data management. It even has a mobile app to connect your parishioners wherever they go and a mobile app just for priests. Our history proves our commitment, and our future plans demonstrate our dedication to the Catholic Church.

Beacon Design by ChemArt

15 New England Way Lincoln, RI 02865 800.521.5001 www.beacondesign.com

Katie Mahoney, Marketing Associate

Patti Noonan, Account Executive

Beacon Design by ChemArt partners with religious organizations around the United States to create unique custom keepsake programs that celebrate their faith and send their visitors and supporters home with a symbol of remembrance. These programs help to generate revenue, increase donations, raise awareness, commemorate special events and recognize supporters. Our products are 100% made in the U.S.A. and etched on the finest materials. The process is fully integrated from start to finish, ensuring that products are safe and eliminating any potential supply chain issues. Our sales and marketing team is dedicated to making sure you get the most out of your program. We look forward to meeting you at ICSC 2020!

Blackbaud

65 Fairchild Street Charleston, SC 29492 800.443.9441 www.blackbaud.com

Amanda Kepshire, Sr. Marketing Manager, Faith Solutions

Brandon Sharret, Vice President of Sales, Faith Vertical

Blackbaud is the world's leading cloud software company powering social good, and we are committed to supporting faith organizations in the vital work they lead to connect their communities and serve others. Blackbaud Faith Solutions[™] equips congregation, ministries and faith organizations of all types and sizes to build vibrant, connected communities. Our cloud solution for faith organizations is a flexible and scalable way to drive more effective ministry and deeper relationships, spanning relationship management, giving and fundraising, financial management, engagement and events, communications, analytics and church management.

Cathedral Corporation

632 Ellsworth Road Rome, NY 13441-4808 800.698.0299 www.cathedralstewardship.com

Kate Cominsky, National Account Manager

James Messa, Vice President, Church Sales

Shelley Sweeney, Senior VP/GM, Religious and Non-Profit Communications and Fundraising

Cathedral Corporation has shared the values and mission of faith-based organizations like yours since 1916. We pride ourselves not only on the quality of our products, but also the quality of our relationships. We specialize in custom-tailored solutions that reach, motivate, and engage each unique Catholic community in responding generously to God's call for stewardship. Cathedral provides communication and fundraising needs, including offertory envelope solutions, enhanced giving programs, capital campaigns and diocesan annual appeals.

Catholic Extension

150 South Wacker Drive, Suite 2000 Chicago, IL 60606 312.236.7240 www.catholicextension.org

Robert Anderson, Assistant Vice President of Mission

Catholic Extension is a fundraising organization that helps ensure that all American Catholics can practice their faith within vibrant faith communities. We provide support to 86 Extension Dioceses across the United States. Together with our donors, we connect poor and remote Catholic communities with essential financial support, educational partnerships, and infrastructure. For more information, visit www. catholicextension.org.

Catholic Leadership Institute

301 Lindenwood Drive, Suite 310 Malvern, PA 19355 610.363.1315 www.catholicleaders.org

Terry Poplava, Vice President, Ministry Development and Client Services

Catholic Leadership Institute provides bishops, priests, religious, deacons, and lay persons in the Roman Catholic Church with world-class, pastoral leadership formation and consulting services that strengthen their confidence and competence in ministry, enabling them to articulate a vision for their local church, to call forth the gifts of those they lead, and to create more vibrant faith communities rooted in Jesus Christ.

CLI has served more than 100 dioceses, 280 bishops, thousands of priests and over 27,000 parish and diocesan staff members through our leadership formation, strategic planning and alignment and professional consulting. Over 1200 parishes have used the Disciple Maker Index to provide insights into parishioner faith journey and parish engagement. With over 220,000 respondents, the DMI offers a comprehensive study of Catholic faith, and comparative data for parishes to use as input to their pastoral plans and parish priorities.

CCS

527 Madison Avenue, 5th Floor New York, NY 10022 212.695.1175 www.ccsfundraising.com

Thomas Kissane, Principal and Managing Director

For seven decades, CCS has empowered Catholic institutions in the United States and around the world through fundraising and management counsel. We help plan, implement, and manage fundraising initiatives that raise funds today and strengthen Catholic organizations for the future. CCS designs innovative campaigns and fundraising programs, based firmly on Catholic stewardship principles, to advance the church's pastoral, charitable, and educational mission. We pride ourselves on our customized service model with fees tailored to meet the specific needs of our partners. Our services include capital and endowment campaign planning, management, and direction, annual appeals, stewardship initiatives, feasibility and planning studies, donor engagement, prospect research and screening, development assessments, custom learning, and executive consultation and coaching.

Changing Our World, Inc.

1285 Avenue of the Americas, 5th Floor New York, NY 10019 212.499.0866 www.changingourworld.com *Thomas Farrell, Senior Managing Director Jim Friend, Managing Director Fred Roberts, Managing Director*

Anna Vallez, Senior Director

Changing Our World is a recognized leader in the space of Catholic Stewardship and Philanthropy. We are a holistic management and consultancy firm with a twenty year track record of providing world class service to a wide-range of nonprofits nationally, and a fully integrated approach to campaign management and implementation, strategic direction on the development of Catholic foundations and the optimization of existing fundraising programs. We offer a comprehensive suite of services delivered by industry leaders in fundraising, market research, and campaign communications. Changing Our World's faith-based team partners with parishes, Catholic Schools, arch/dioceses, religious orders, houses of formation, Catholic social service agencies and Catholic educational systems to create and sustain programs that meet our clients' mission-critical initiatives.

Church Development

15 E 55th Terrace Kansas City, MO 64113 816.560.3641 www.church-development.com

Denis Greene, CFRE, President

Church Development grows the culture of stewardship through tailored parish feasibility studies and capital campaigns. Utilizing research-based best practices in fundraising and development, Church Development strengthens communities of faith through teaching discernment, building community connections and sharing decision-making. Each campaign is custom tailored to fit the unique needs of the church community and focuses on prayer, not pressure. With the focus on faith, and diligent attention to major donors, planned giving, and campaign follow up, communities of faith experience spiritual growth and success in their financial goals. Flexible service levels allow pastors and stewardship directors to get the professional help they need to be successful with their project while being good stewards themselves of parish resources. Church Development also shares in the mission of stewardship education by sharing free resources, webinars, and training videos for parish and diocesan level staff wanting to grow a giving mindset of discipleship.

Conrad Schmitt Studios, Inc.

2405 S 162nd Street New Berlin, WI 53151 262.786.3030 www.conradschmitt.com

Courtney Alvarez, Project Manager

Rick Statz, Senior Project Director

Since 1889, Conrad Schmitt Studios (CSS) has created and restored timeless interiors and fine works of art for buildings of architectural, historic and religious significance. Now in its second century, the Studio continues to advance longstanding traditions of art and craft in architectural environments. CSS provides award-winning work for cathedrals, basilicas, theatres, courthouses, state capitols and other notable structures. With a unified artistic vision, CSS's experienced artists and craftsmen create new designs and conserve historic artwork in the form of decorative painting, stained glass, murals, mosaics and statuary. Design services include conceptual development, interior design renderings, fundraising tools, and on-site samples of proposed decoration. Decorative services include the investigation/documentation of original decorative paint schemes; decorative techniques such as gilding, glazing, marbleizing, stenciling, trompe l'oeil and graining; and the creation, conservation, restoration and replication of murals, mosaics, stained glass and other artwork.

Diocesan

500 S Lake Destiny Drive Orlando, FL 32810 407.660.0001 www.diocesan.com

Mike DiCosola, Director of Digital Services

Dave Laidlaw, Solutions Evangelist

For 65 years we have faithfully served the church with our experience, commitment, service, and innovation. As we look to tomorrow, our heritage and knowing who we are will always guide us. It is our privilege to serve the church with premium quality print, mobile, web, and office products and services. Our mission is to help you succeed at yours.

Faith Direct, Inc.

7901 Jones Branch Drive, Suite 500 McLean, VA 22102 866.507.8757 www.faithdirect.net

Mike Walsh, Vice President, Sales

Since 2004, Faith Direct has been committed to eGiving best practices. The Faith Direct program has helped parishes and dioceses raise more than \$1 billion in a secure way. The Faith Direct approach continues to demonstrate that successful eGiving requires not just the implementation of a program, but a sustained effort to encourage parishioners to use it. Our full stewardship platform - including a smartphone app, customized email and direct mail, and social media integration - encourages the conversion of envelope users to eGiving. Faith Direct offers a simple, flatfee pricing model and offers a free parish event management module. New innovations will continue the Faith Direct tradition of providing a full-service approach to electronic giving. Visit our booth, and find out why 50% of our new clients used a competitive eGiving service.

FEG Investment Advisors

201 East Fifth Street Cincinnati, OH 45202 859-653-7886 www.feg.com

Matt Finke, Vice President

FEG's Catholic services include investment consulting and discretionary portfolio management (OCIO) for Catholic-focused institutions. Clients can benefit from an alignment with Catholic values, trusted support, and our common desire to achieve a "double bottom line", earning both financial and ethical or social return. Services include investment policy development, portfolio design, USCCB screened, SRI, and ESG incorporated portfolios, asset allocation, manager due diligence, research and education. Established in 1988, FEG (also known as Fund Evaluation Group, LLC) is an independently owned firm and has approximately \$61 billion in total client assets under advisement. For full disclosures, visit: www.feg.com/disclosures.

Franck & Lohsen Architects, Inc.

2233 Wisconsin Avenue, NW, Suite 212 Washington, DC 20007 202.223.9449 www.francklohsen.com

Ashley Dziadyk, Marketing/Admin

Arthur Lohsen, Architect

We provide traditional architectural design and master planning for new construction, renovations, restorations, and expansions of churches and religious facilities. Design of liturgical elements and furnishings including ambos, altars, lighting fixtures, statuary, custom vestments, interiors, etc. Our firm provides services nationally and internationally from our offices in Washington, DC. We are dedicated to creating beauty by producing the highest quality work through a thoughtful and sophisticated combination of classical approaches and modern sensibilities in keeping with the established traditions and norms of the church.

Gabriel Group

3190 Rider Trail South Earth City, MO 63045 314.743.5700 www.gabrielgroup.com

Janet Leigh, Director of Business Development

Gabriel Group has been faithfully serving Catholic dioceses, agencies and congregations since 1986. Let us be your single source for fundraising; from strategy and creative visioning to production, delivery and campaign analysis, we can help you consolidate from three or four, or more, vendors to one trusted partner.

Our team of Certified Fundraising Executives (CFREs) collaborates with you to develop customized, comprehensive fundraising campaigns. From acquisition, to retention and upgrade, to planned giving lead generation, we develop and execute campaigns that support your organization's broader fundraising and communication platform. With more than 25 years of experience, Gabriel Group's team works as an extension of your staff, offering day-to-day support for your campaign. Services include: campaign strategy, full-service fundraising, direct response marketing, digital and email marketing and data analytics.

Gabriel Software LLC

8 N Main Street, Suite 202 Attleboro, MA 02703 617.719.3393 www.gabrielsoft.com

John Biskner, Business Development

Armand Brunelle, CEO/President

Gabriel Software is the largest Catholic-owned provider of church management systems to the Catholic Church, serving hundreds of parishes across the United States and Canada. Gabriel provides complete parish management for rosters, offertory, ministries, sacraments, and religious education. Especially powerful is our trademarked Parishioner Relationship Management®, which uses CRM functionality to manage relationships between the parish and the parishioner. Gabriel is cloud-based, accessible from any device, multilingual, and very fast. For dioceses, Gabriel provides full access to your data. Our diocesan stewardship and appeals system leverages 100% accurate parish rosters to conduct your annual appeal, process all pledges, and reporting by parish. Major gift officers can leverage PRM notes to cultivate large and lifetime gifts in support of the Church's mission.

Generis, Inc.

6455 E Johns Crossing, Suite 275 Johns Creek, GA 30097 800.233.0561 www.generis.com

Steve McSwain, Senior Generosity Strategist

Regardless of your ministry's size and scope, there is almost always a gap between your resources and your God-inspired vision. That gap creates an ongoing sense of restlessness and uncertainty about the future. It doesn't have to be that way. Generis can help your parish close that gap by helping you create a sustainable culture of generosity that can fund your vision for years to come. The Generis playbook is battle tested but not plug and play.

We take biblical principles, best practices, and your parish's unique DNA and collaborate with you to create an individually-tailored strategy to fund mission, ministry, and your parish's dreams of faith. Services include: offertory campaign promotion, capital campaign planning and management for new construction, facility renovation, debt elimination, as well as planned giving counsel and coaching services.

GiveCentral

2 North Riverside Plaza, Suite 1350 Chicago, IL 60606 312.929.2306 www.givecentral.org

Bridget Daly, Vice President of Business Development

Kate Lorenz, Account Executive

Vern Sebby, Senior Account Executive

Vish Vass, Senior Vice President and Managing Director

GiveCentral is a complete donation solution for Catholic dioceses, parishes, schools and organizations. We believe it should be easy for organizations to reach out to their communities, and easy for donors to give to their favorite causes, integrating all kinds of giving into one simple, web-based system. Donors can set up repeating donations on the schedule they want with any credit card or bank account. They can sign up online, on their phone, through text-to-give, mobile card reader, or by completing a short web or paper form in church. Your office can easily manage donor's profiles and payments, including advanced tools for campaign pledges. All reports are available in real time and can be downloaded instantly and imported into GiveCentral's own database, or your existing constituent database. GiveCentral has helped over 1,000 Catholic organizations raise over \$500 million.

GP Catholic Services

5 Penn Plaza, 23rd Floor New York, NY 10001 800.608.7955 www.gpcatholic.com

Frank Byrne, Senior Consultant

Elizabeth Zeigler, President and CEO

GP Catholic Services is a leading fundraising consulting firm serving the Catholic Church. We specialize in designing and managing fundraising campaigns for dioceses, parishes, religious orders, and congregations and offer practical solutions grounded in advanced knowledge of the fundraising industry. Understanding the unique need for a strategic and inspired stewardship and development program to engage and accompany the faithful, especially in this moment in the life of the Church, we customize service based on the specific needs of each client partner.

Greater Mission LLC

55 Oxford Rd. Annville, PA 17003 800.741.9210 www.greatermission.com

Johnny Day, Senior Vice President/Chief Financial Officer

Donna Marino, Senior Vice President

Greater Mission supports Catholic dioceses, parishes, schools and Catholic Charities to secure greater levels of funding for their ministry by providing development assessments and planning, consulting, capital/endowment/new program campaigns, increased offertory, parish stewardship, and contract staffing solutions. Our executive staff has a combined experience of more than a century of service to the Catholic Church and has developed a model of carrying out our work in close collaboration with our clients as an extension of their staff. Our passion is to inspire faithful generosity and fulfill Church potential. Everything we do builds on prayer, gratitude, and shared responsibility for mission. We get results without losing sight of the long-term goals of the Church to equip God's people to live in and through Jesus Christ as a community of prayerful and faithful missionary disciples. All our services are provided in English and Spanish.

Guidance In Giving, Inc.

2141 SW Oakhill Way Palm City, FL 34990 225 Snedecor Avenue Bayport, NY 11705 888.757.5444 www.guidanceingiving.com

Stephen Babcock, Executive Vice President, Parish Division

Michael Cusack, President and CEO

José DeJesus, Vice President

Jennifer Frazer, Vice President

Michael Goodwin, President, Diocesan Division

Joseph Neville, Senior Vice President

Joseph Zamorano, Chief Operating Officer

Guidance In Giving, Inc. is a Catholic organization that, under the auspices of stewardship, provides comprehensive on and off site counsel for Catholic diocesan, parish and school development and campaign efforts throughout the United States. Guidance In Giving directors are full-time employees who plan, manage and implement all programs for their clients to achieve established fundraising goals. The firm is known for its expertise, dynamic staff and dependability. The firm is committed to the growing Latino Catholic community and provides an Hispanic & Multicultural Division with bilingual services. GIG has been very involved with ICSC since their inception. Services include: diocesan annual appeals, diocesan and parish capital campaigns, diocesan, parish and school development, diocesan and parish planning and feasibility studies, major gift solicitations, offertory programs, wealth screening, social media and digital engagement.

J.S. Paluch Company, Inc.

3708 River Road, Suite 400 Franklin Park, IL 60131 800.621.5197 www.jspaluch.com

Michael Novak, Parish Resources Editor

The services of J.S. Paluch Company, Inc. include printed church bulletins and e-bulletins, calendars, newsletters, parish directories, general printing, vocation support, and FindaParish.com. We offer resources for online giving, parish websites, mobile apps, parish communications, and preaching. During the Coronavirus shutdown we have provided such guidance as instructions for streaming video and registering for Mass attendance.

Julius Capital

111 W Washington Street, Suite 1110 Chicago, IL 60602 312.726.5125 www.juliuscapital.com

Brendan Coyne, Engagement Manager Mark Henry, Director of Planned Giving Michael J. Schierl, JD, Founder and President David Skelding, Director of Client Service

Julius Capital designs funding solutions that integrate finance (borrowing), traditional fundraising (capital campaigns and annual giving) and balance sheet philanthropy (structured and planned giving). Juliusdesigned solutions enable nonprofit organizations to fund mission-critical initiatives and launch new ventures.

We can help you to create your own multi-purpose credit facility while simultaneously utilizing innovative strategies to tap into your donor base. We first listen to understand your objectives and constraints. We then create detailed pro forma financial models to gain up-front insight on project feasibility and steps required to bring your priority projects to the finish line.

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LPi

2875 S James Drive New Berlin, WI 53151 800.950.9952 www.4LPi.com

Matt Inkmann, Sales Director

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Tracy Earl Welliver, MTS, Director of Parish Engagement

Carin Winghart, Vice President of Marketing

LPi is a Catholic engagement and communication company serving thousands of parishes and dioceses to clearly communicate with their parishioners, grow their engagement, lead people to an everyday stewardship way of life, and advance a climate of generosity. Our digital, print, and consultative offerings assist communities in more boldly proclaiming the Good News. We offer software solutions specifically built for the Catholic Church, including our newly launched church management and parish community builder built on Salesforce. Additionally, we offer online giving, website, and smartphone app products, as well as ad-supported bulletins and newsletters, stewardship consulting, strengths coaching, and more. For additional information, we invite you to visit our website, www.4lpi.com.

Little Books of the Diocese of Saginaw, Inc.

P.O. Box 6009 Saginaw, MI 48608 989.797.6653 www.littlebooks.org

Leona Jones, Operations Manager

The Little Burgundy Book is a four-week undated reflection book. It is intended to help people pray for six minutes a day. Each book has a gospel passage on the right side, with a reflection based on the writings of the late Bishop Kenneth Untener. The left hand page for each day provides a "buffet table" of interesting facts, lives of saints, etc. The reflections on the right hand page in the Little Burgundy books are slanted toward stewardship. At this time there are four series, based on the gospels of Matthew, Mark, Luke and John. The books are available in both English and Spanish. We also distribute reflection books for the seasons of Advent, Lent and Easter.

Ministry Scheduler Pro

340 S Lemon Avenue, #3441 Walnut, CA 91789 888.622.0949 www.ministryschedulerpro.com

Alicia Sturdy, Onboarding Specialist

Patti Such, Onboarding Specialist

Ministry Scheduler Pro helps you create balanced, conflict-free schedules across ministries, reach volunteers through built-in email and texting tools, post schedules online, let volunteers manage their service preferences online or through a mobile app, and send automatic reminders with a personalized list of assignments. Used by over 3,800 churches nationwide!

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313 Prospect Street New Holland, PA 17557 800.648.9663 www.newhollandwood.com

Dave Beck, Director of Sales and Marketing

Mike Bonetto, Sales Consultant

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OSV

200 Noll Plaza Huntington, IN 46750 800.348.2886 www.osv.com

Sharon Kaiser, Director of Sales and Consulting

Jim Weigert, Chief Marketing Officer

Founded in 1912 by Fr. John Francis Noll, OSV (Our Sunday Visitor) has been providing solutions for the Catholic community for more than 100 years. Through thoughtful listening to the challenges and needs of individuals, families, parishes and dioceses, OSV has grown to become one of the largest providers of solutions to the Catholic community in the United States. Today, OSV serves the Church with products and services supporting more than 15,000 parishes, as well as producing and publishing weekly news, books, curriculum products, software solutions and more. OSV is a not-for-profit organization with a mission to serve the Church. A portion of the net earnings are returned to the Catholic Community. Learn more at www.osv.com.

ParishSOFT

3767 Ranchero Drive, Suite 100 Ann Arbor, MI 48108-2770 734.205.1000 www.parishsoft.com

Andy Jobst, Director of Sales

Robert Starr, Account Manager

Benjamin Williams, Account Manager

ParishSOFT powers church stewardship initiatives with web-based solutions for Catholic dioceses and parishes. Our software unifies your entire database, increases productivity, and brings your diocese, parish, and parishioners together. Your staff has access to real-time and secure data insights into the life of your parish any time, any place. ParishSOFT Family Suite, Accounting, and Giving have an interface that is easy for everyone to use, from staff to parishioners. Each solution can be used on their own, but they really shine as part of our integrated suite. ParishSOFT Giving brings electronic gifts and traditional giving methods together and includes text-to-give and kiosk giving. Our proven web-based software allows staff to build custom reports with ease based on real-time data. ParishSOFT provides the complete solution for tracking and reporting your church management and parish accounting needs. For more information, go to www.parishsoft.com.

Prenger Solutions Group

9810 Westchester Drive Omaha, NE 402.689.5767 www.prengersolutions.com

Nic Prenger, Chief Executive Officer

The Internet is not a fad. At Prenger Solutions Group, we use technology to help Catholic churches, schools and dioceses raise more money with fewer headaches. Whether you're looking to move your diocesan appeal online, build a network of monthly givers, increase online giving at your parishes or you just need help choosing the right software vendor, Prenger Solutions Group can help.

Pushpay, Inc.

18300 Redmond Way, Suite 300 Redmond, WA 98052 425.202.0926 www.pushpay.com

Troy Pollock, Chief Ambassador

Tyler Snook, Marketing Manager

Pushpay provides a robust set of donor and church management tools including - financial tracking, donor development, volunteer management, and custom mobile applications - to more than 10,000 churches and charitable organizations worldwide. A user-friendly mobile platform enables leaders the ability to engage with the next generation of donors, while also giving parishioners the ability to more deeply connect with their church communities anytime and anywhere. Additionally, our intuitive dashboards and on-demand reports make it easy for your leadership teams to quickly find the information they need so that they can get back to what matters: parish ministry.

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Rambusch Decorating Company

160 Cornelison Avenue Jersey City, NJ 07304 201.333.2525 www.rambusch.com

Edwin Rambusch, President and CEO

Martin Rambusch, Chairman of the Board

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Rebuilt Parish

20 E Ridgely Road Timonium, MD 21093 888.817.0004 www.rebuiltparish.com

Kellie Caddick, Director of Marketing and Communications

Tom Corcoran, Associate to the Pastor

Reverend Michael White, Pastor, Church of the Nativity

From Church of the Nativity, the parish that brought you the Rebuilt family of books, we introduce Rebuilt and the Rebuilt Parish Membership. For parishes seeking to grow in all respects, especially in discipleship, Rebuilt is a field-tested path to follow. Rebuilt Parish includes online resources which equip Catholic parishes to begin their own rebuilding journey as well as opportunities for one-day onsite retreats, weekend analysis of your home parish, group coaching, Webinars, live events and more. For more information on Rebuilt and Rebuilt Parish membership, please visit our website at rebuiltparish.com.

ResultsPlus Nonprofit CRM from Metafile

3428 Lakeridge PL NW Rochester, MN 55901 507.286.9232 www.resultsplussoftware.com

Mark Gerber, Regional Manager

ResultsPlus is a leading provider of nonprofit donor management software developed to support your fundraisers and your mission. ResultsPlus CRM provides an all-in-one view of your donors and your organization. From your organization's overall fundraising performance to donor details, all of your information is in one system. This allows you to build and nurture relationships with your donors. ResultsPlus helps organizations implement major donor cultivation strategies, foster recurring gifts' programs, provide managers with analytics, run gueries and reports, perform mail-merges, offer insights into campaigns, appeals and fund performance, research donors and see where prospects are in the pipeline. ResultsPlus Platinum adds to that list, offering special event planning, promotion and management, document archival and more. More info can be found at www.resultsplussoftware.com.

Ruotolo Associates Inc.

580 Sylvan Avenue, Suite M-B Englewood Cliffs, NJ 07632 800.786.8656 www.ruotoloassociates.com

Dawn M. Handwerker, Senior Associate

Steve Michalek, Vice President & Director of Church Division

Rebecca Scairpon, Assoicate

Ruotolo Associates has been providing philanthropic counsel and executive search services to more than 1,200 nonprofit organizations since 1979. Specializing in service to Catholic dioceses, religious orders, schools, parishes and other organizations for pre-campaign studies, development assessments and programs, strategic plans, capital and annual campaigns, planned giving, stewardship programs and offertory initiatives, marketing, executive search, and board governance.

SecureGive

420 Fury's Ferry Road Augusta, GA 30907 706.228.3210 www.securegive.com

David Barnett, Chief Operating Officer

Brian Brooker, Giving Consultant

Most churches struggle to get people to give. SecureGive created a system that makes it easy to increase giving to further your ministry. The five platform giving system enables anyone to give by leveraging online, mobile app, text to give, giving kiosks, and check scanning. This is paired with growth strategy and stewardship building resources that enable SecureGive to guarantee your giving will increase in the first year. SecureGive syncs transaction information to the most commonly used church management systems and exports to over a dozen more. This, combined with easy-to-use analytics tools, means you save time while quickly seeing the giving health of your church. SecureGive has served churches across the country for 16 years including The Cathedral of St. Philip in Atlanta, St. Paul Catholic Center in Indianapolis, and St. Francis of Assisi in Castle Rock.

Steier Group

10844 Old Mill Road Omaha, NE 68154 402.391.3244 www.steiergroup.com *Matt Vuorela, President*

The Steier Group is a national, Catholic, full-service, stewardship-driven fundraising and development firm. We partner with Catholic parishes, schools and dioceses to conduct campaign planning (feasibility) studies and manage successful campaigns. The firm is known for a personalized and flexible approach. We don't just tell you what to do; we roll up our sleeves, become a part of your faith community and get the job done together. Because of our emphasis on stewardship, our clients consistently see increases in offertory giving and annual fund support following a Steier Group-led capital campaign. Beyond raising dollars for your campaign, we place a significant focus on planned giving, updating your database, wealth screening, exploring foundation support, customizing appeal strategies, digital giving, maximizing pledge redemption and strong, transparent communications.

Stewardship Technology

201 W High Street, Suite B Mount Vernon, OH 43050 773.919.6500 www.stewardshiptechnology.com

Laura Diaz, Business Development Executive

Stewardship provides custom technology solutions that fund and fulfill the missions of faith communities. With more than 15,000 members and nearly two decades of delivering smart, easily integrated solutions, Stewardship has a proven track record of serving our members. Our custom donation management solution provides flexible options, tailored to the needs of faith communities. With easy onboarding, custom donor forms, mobile giving app, text-to-give, event fundraising, customized reporting, and more, our solution is the perfect solution for managing donor tithes and gifts. To learn more about Stewardship and our solutions visit www. stewardshiptechnology.com

Suttle-Straus, Inc.

1000 Uniek Drive Waunakee, WI 53596 608.849.1000 www.suttle-straus.com *Theresa Aide, Sales Representative*

Suttle-Straus provides comprehensive marketing solutions that incorporate creative design, print, displays and signage, direct mail, transactional mail, kitting and fulfillment services. Suttle-Straus understands the unique challenges and solutions required to execute successful fundraising campaigns, particularly from the data management and personalization perspective. Their data software allows for detailed personalization of mailers, including elements such as name, address, image, copy and more so you can make a stronger connection with recipients and maximize your return on investment. From consultative services and managing direct mail campaigns, to designing and printing all supporting materials, Suttle-Straus is truly a one-stop shop for appeals. By consolidating multiple services under one roof, dioceses can benefit from working with an experienced team, streamlining processes and having a cohesive campaign that delivers results.

Thrivent

4321 N Ballard Road Appleton, WI 54919 920.628.4685 www.thrivent.com

Jan Engkasser, Director, Communities of Faith

Sue Madigan, Church Engagement Communities of Faith

Thrivent is a membership-owned fraternal organization, as well as a holistic financial services organization dedicated to serving the unique needs of Christians. We believe life is better when it has purpose.

We offer a wide range of products and services to help individuals and families: advice, investments, insurance, banking, and generosity. From meeting unmet needs in your community, to giving back to causes you care about, we give you the tools and resources to take action, and create impact. We offer unique resources for churches to manage ongoing operations so they can carry out their mission: business banking, church financing, Thrivent Trust Company and Ronald Blue Trust, foundation and endowment asset management, workshops and webinars to assist those in the church on the path to financial clarity. For over 100 years, Thrivent has been helping people build their financial futures. Connect with us to learn more at Thrivent.com

United States Conference of Catholic Bishops (Office of National Collections)

3211 Fourth Street NE Washington, DC 20017 202.541.3365 www.usccb.org

Mary Mencarini Campbell, Executive Director

Nicole Germain, Assistant Director for Promotions

The bishops of the United States established national collections to support the Church's works of social justice, evangelization, and education, both domestically and around the globe. Through our parishes, every Catholic participates in a global community of faith. The national collections are a powerful expression of this community. Our contributions help people across the street and around the world, those who struggle to practice the faith and those who live in great need. Most national collections are assigned a national date, however, some (arch)dioceses elect alternate dates to avoid conflict with local activities and needs. Please check with your local (arch)diocesan staff for the timing of the following collections: Collection for the Church in Latin America, Collection for the Church in Central and Eastern Europe, The Catholic Relief Services Collection, Catholic Home Missions Appeal, Catholic Communication Campaign, Catholic Campaign for Human Development, Solidarity Fund for the Church in Africa, and Peter's Pence.

Vanco

5600 American Blvd W, Suite 400 Bloomington, MN 55437 800.675.7430 www.vancopayments.com/faith *Tracie Evensen, Director, Faith Sales Katie Hansvick, Marketing Manager, Faith Marketing Peter Johnson, Giving Sales Advisor Aaron Langer, Giving Sales Advisor Nick Theising, Manager, Faith Sales Abby Thompson, Director, Faith Marketing*

At Vanco, we know you want to be a thriving church. To do that, you need an easy way for members to give and participate. The problem is, members are making fewer cash-and-check donations and there are too many options for facilitating communications. We believe every church should have the tools they need to accept donations and effectively communicate with members. Vanco is a leading eGiving processor that works with more than 25,000 faith-based organizations nationwide. For more than 20 years, Vanco has facilitated donations for churches while maintaining the highest level of PCI-compliance and data security. With Vanco's simple and secure eGiving and communication tools, you can offer your members an easy way to give and engage with your ministries. We are dedicated to help you find the eGiving plan that fits your needs.

Villanova University Center for Church Management

800 Lancaster Avenue Villanova, PA 19085 610.519.6430 http://churchmanagement.villanova.edu

Matthew Manion, Faculty Director

Chesley Turner, Director

The Center for Church Management in the Villanova School of Business provides education and scholarship in the Augustinian Catholic tradition on strategic, management and temporal matters in service to leaders of churches and Christian faithbased ministries. The Master of Science in church management is an innovative, two-year online graduate business program that provides church leaders with a high-level skill set in church management part-time from home. The Center also offers a certificate in church management. The Center produces research, organizes conferences in church management on the Villanova campus and internationally, and conducts custom on-site and online training for a global network of church leaders.

Walsh & Associates, Church Capital Campaign Specialists

1601 E Hwy 13, Suite 200 Burnsville, MN 55337 800.894.3863 www.walshfundraising.com

Michael Walsh, President

Michelle Sandquist, Director of Pre & Post Campaign Services

Walsh & Associates, Church Capital Campaign Specialists, has been helping Catholic churches and church members since 1984. Our services include helping churches to prepare for and conduct successful capital campaigns with pre-campaign feasibility and planning studies, campaign implementation and followup and fulfillment services and support.



ICSC is pleased to announce its **Strategic Partners** for the 58th annual conference

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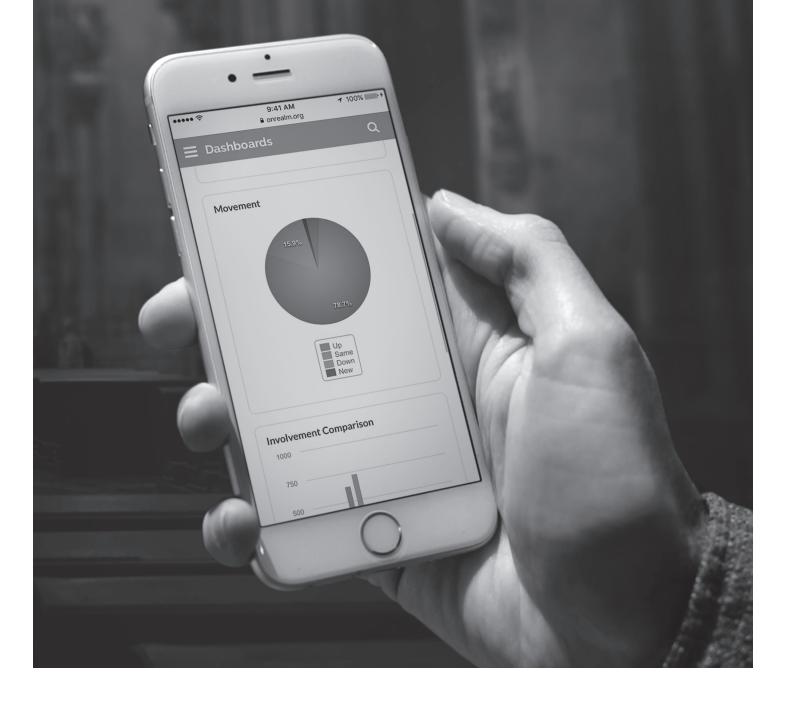


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Contact:

Ray Totaro | Calendars, Senior Director of Sales 1-508-341-0525 | rtotaro@catholicextension.org Or visit **catholicextension.org/calendars**



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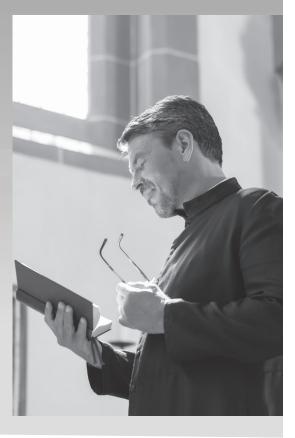
We want to thank you and your parish for your gestures of love, collaboration and solidarity with our Congregation, for all your hard work raising funds to help us in all our needs. Thank you for helping us, and through us, all the families we serve."

-Dominican Sisters of Our Lady of the Rosary of Fatima Ponce, Puerto Rico









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In acknowledgement of the challenges facing Catholic communities during the current COVID-19 pandemic, CCS Fundraising is offering our support to those who continue to carry out their mission while adapting to these unprecedented times. Since 1947, CCS has helped Catholic institutions through times of economic stress, natural disasters, and other world-changing events. As one of the largest, most widely recommended firms, CCS provides fundraising counsel and management services to Catholic institutions in every community. Our methodology, combined with an emphasis on the precepts and principles of stewardship, has helped to shape some of the most successful and complex fundraising campaigns in the Catholic world. CCS successfully plans and manages campaigns and stewardship initiatives for dioceses, parishes, universities, colleges, high schools, hospitals, homes for the aged, social service agencies, seminaries, and religious communities.

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> GP Catholic Services 5 Penn Plaza 23rd Floor New York, NY 10001

www.gpcatholic.com

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Thank you.

In addition to providing spiritual support, you've strengthened access to food, health care, education, and shelter – often for the most underserved.

Thank you.

You've responded to acute community needs and to the call of Scripture: "For I was hungry and you gave me food, I was thirsty and you gave me drink, a stranger and you welcomed me, naked and you clothed me, ill and you cared for me, in prison and you visited me. ...Amen, I say to you, whatever you did for one of these least brothers of mine, you did for me." (Matthew 25:35-40)

All of us at GP Catholic Services are grateful to you.

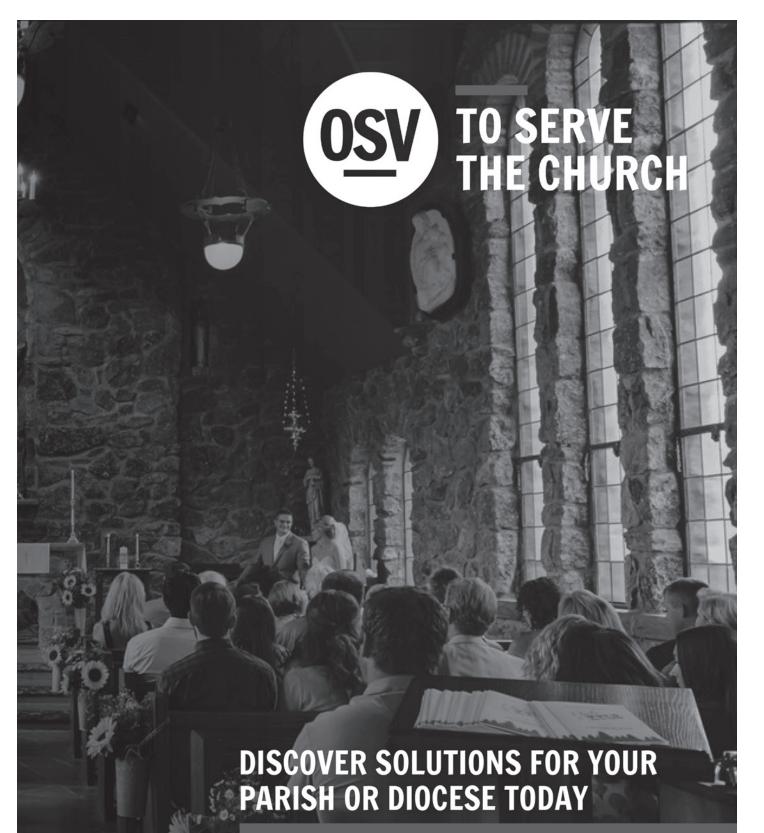
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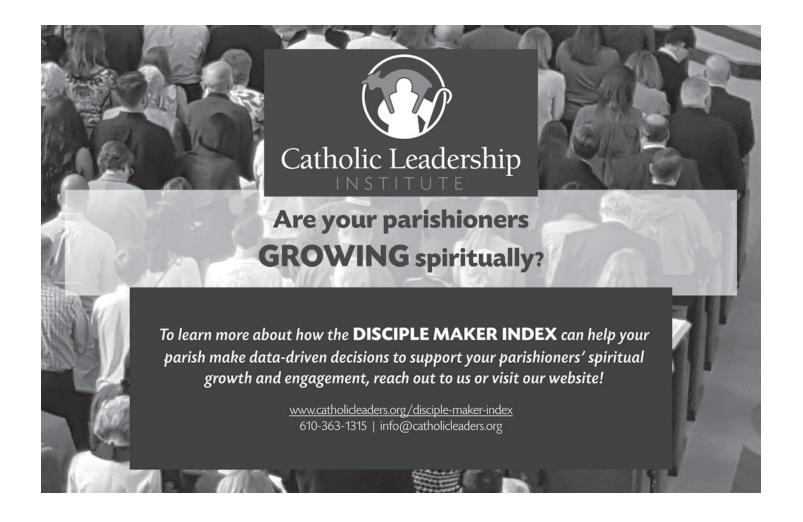
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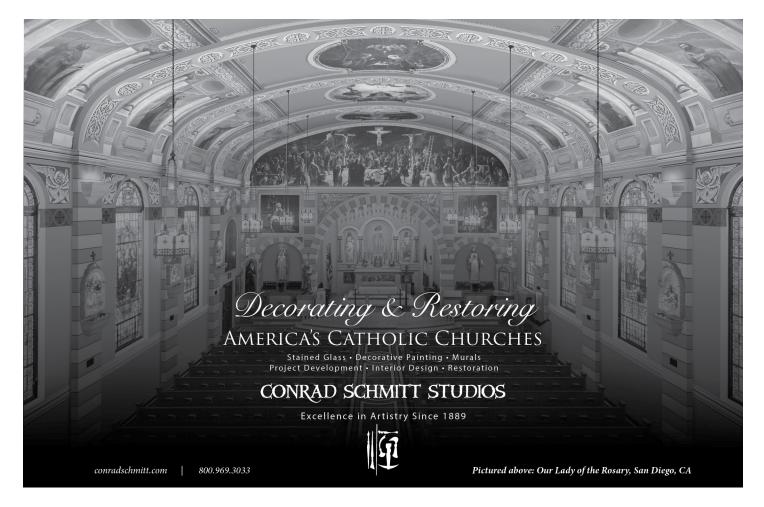
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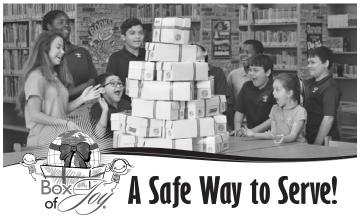
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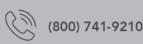
A Fresh Framework for Inspiring Faithful Generosity

Focus on the "why" of giving faithfully and generously to the parish offertory. Use both/and logic — our need to give; and the Church's need to advance its mission, which each member shares.

Design an approach that can be renewed every year, eventually becoming integrated into the parish "Greater Mission presents this new breakthrough model to help parishes inspire renewed and new faith-filled offertory giving with an enthusiastic focus on parish ministry and mission. Our team has drawn from our depth of experience over many years and our study of many models to create this solution that is needed in our churches now more than ever. The message is fresh and the methods are proven. Our team will offer the extra benefit of virtual conference sessions each week to develop plans and advise on plan implementation in ways that are most helpful to each unique parish." Thomas Sonni, Founder and President

culture in a way that most everyone accepts the new norm. Meet people where they are, consistently building understanding, enthusiasm and participation.

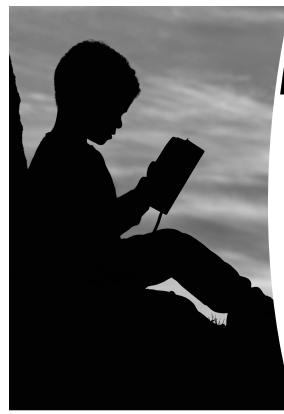
Make **Amen Generosity** one part of a multi-pronged strategy to engage parishioners and develop a thriving parish that loves, welcomes, worships, serves and evangelizes. There is no one magic bullet to meeting the challenges we face as a Church today. It will take time, sacrifice, perseverance and trust. We are imperfect instruments, but it has been well demonstrated through history that our God is more than able.



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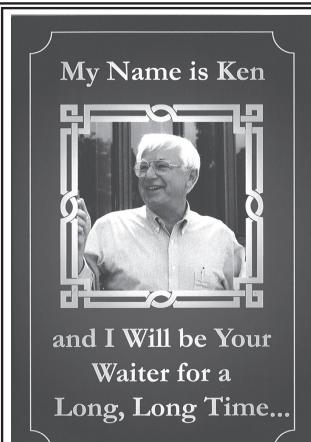
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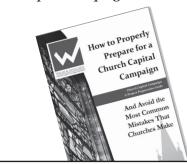
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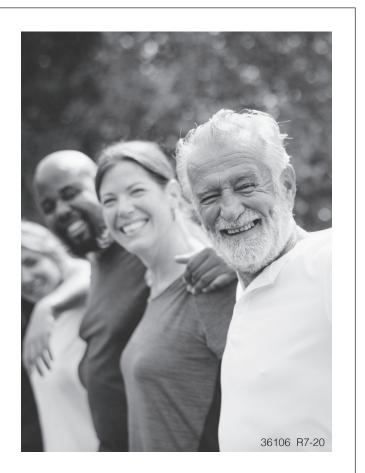
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"May your mercy, Lord, be upon us; as we put our hope in you" (Psalm 33:22).

And, God willing, the ICSC family hopes to be together and to see you next year in Orlando, Florida for its 59th annual conference!



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Then, Join us in Anaheim, California for the 2022 ICSC 60th Annual Conference!



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