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ALLIANCE OF INTERNATIONAL CHRISTIAN ASSISTANCE PROGRAM

A.I.C.A.P. 2 BLOOR ST. W. STE. 100 TORONTO, ON. CANADA M4W 3E2

A.I.C.A.P. PRESENTS GOOD FOOD - GOOD FRIENDS - GOOD CAUSE

FEED AN APPETITE FOR YOUR COMMUNITY

"TASTE FOR HUHANITY"

"TASTE FOR HUMANITY" IS AN EXCITING OPPORTUNITY FOR YOU TO SUPPORT THE NEEDS OF YOUR COMMUNITY IN THE HUMAN NEEDS NETWORK OF A.I.C.A.P.

THE IDEA IS SIMPLE. HOST A DINNER PARTY, INVITE YOUR FRIENDS AND ASK THEM TO CONTRIBUTE IN SUPPORT OF "TASTE FOR HUMANITY" THE AMOUNT THEY WOULD PAY FOR A NICE EYENING OUT.

A "TASTE FOR HUMANITY" IS ALL ABOUT PEOPLE COMING TOGETHER TO HELP THE NEEDY WITHIN OUR COMMUNITY.
"TASTE FOR HUMANITY" SPEAKS TO THIS SAME IMPULSE; GOOD FOOD SHARED WITH GOOD FRIENDS, ALL IN SUPPORT OF A GREAT CAUSE.

THIS YEAR'S "TASTE FOR HUMANITY" WILL TAKE PLACE IN THE MONTH OF NOVEMBER 2005, (ALTHOUGH YOU CAN HOLD YOUR EVENT ON ANOTHER DATE IF IT'S MORE CONVENIENT).

YOU HAVE THE RECIPE FOR SUCCESS

CREATE A "TASTE FOR HUMANITY EVENT THAT WORKS BEST FOR YOU AND YOUR ERIENDS. A FORMAL DINNER, BARBEGUE, PICNIC, PIZZA NIGHT, DESSERT EVENT OR WINE TASTING---ANYTHING GOES.

INVITE YOUR GUESTS - REMEMBERING TO SAY THAT YOUR EVENT IS IN SUPPORT OF THE NEEDY WITHIN OUR COMMUNITY UNDER THE GUIDANCE OF A.I.C.A.P., THAT YOU WOULD LIKE THEM TO CONTRIBUTE TO THE CAUSE OF "TASTE FOR HUMANITY" IN HELPING THE NEEDY THROUGH THE UP-COMING WINTER MONTHS, DONATING WHAT THEY WOULD PAY FOR AN EVENING OUT. YOU CAN COLLECT DONATIONS AT YOUR EVENT OR THROUGH THEM MOST APPROPRIATE MEANS OF A.I.C.A.P. (ALLIANCE OF INTERNATIONAL CHRISTIAN ASSISTANCE PROGRAMS) LOCATED AT: 2 BLOOR ST. W. STE. 100, TORONTO, ONT. M4W 3E2.

YOUR EYENT WILL SUPPORT THE HUMANITARIAN NEEDS WITHIN YOUR CONNUNITY AND WHATEVER CAMPAIGN THAT YOU ARE WORKING ON AT THE TIME. FURTHER, YOU CAN DECIDE HOW ELSE TO MAKE OUR ALLIANCE PART OF YOUR EVENT. HELPING THE NEEDY WITHIN OUR COMMUNITIES IS NOT SOLELY BASED ON A YEARLY EVENT. WE MUST STRIVE TO HELP THE NEEDY, THE HOMELESS, THE BATTERED WOMEN AND CHILDREN AND MANY MORE NEEDS THROUGHOUT THE YEAR.

DO YOU KNOW OF OTHER PEOPLE WITHIN YOUR COMMUNITY WHO MIGHT BE INTERESTED IN HOSTING THEIR OWN "TASTE FOR HUNANITY" EVENT? HAVE THEN CONTACT A.I.C.A.P. GET AS MANY INVOLVED AS YOU POSSIBLY CAN THROUGHOUT YOUR COMMUNITY.

BESPECTFULL

DR. ALPHONSE B. GUCCI A.I.C.A.P. FOUNDER +





ALLIANCE OF INTERNATIONAL CHRISTIAN ASSISTANCE PROGRAM for support. Some organization

tacilities without knowing what P.A.J.C.A. nees are to fully fund their 2 BLOOR ST. W. STE. 100 TORONTO, ON. CANADA M4W 3E2 Bowever, there are a number of things which should be taken into

at to measurably benefit the capital goal-setting process and TO: Rev. S. Gabriele, Exec. Dir. Date: May 20, 2000

sales of valida end FUND-RAISING PROCEDURES Deserve Ladigate A . 1 SETTING A CAPITAL CAMPAIGN GOAL

A capital campaign raises money that will be spent to acquire or improve our physical asset. the most common use of a capital campaign is for the purchase, construction, or renovation of a building. However, our organization can conduct a capital campaign to purchase machinery, equipment, furniture, fixtures, material or any physical asset that can and will be reflected on our balance sheet. The amount needed (the goal), can be readily translated into printed specifications, drawings, slides, photographs, models, etc. These explicit and physical "goals" are fixed and unyielding.

Success or failure of fund-raising campaigns is measured incrementally by how far above or below goal a campaign finishes. Annual fund and endowment campaigns, while having visible and public goals, can fail to meet their objectives, but are able to absorb the losses or diffuse the failures. The annual fund campaign can fall short of its goal and incur a deficit in the current year, but can make up the deficit in the following year. Endowment campaign goals are established in rather uncertain ways. The goals are based upon long-term, not always clearly defined needs are related to forecasts of investment income which generally are unreliable. Thus, an endowment campaign can be raised or lowered at almost any time during the drive, and most often without serious notice or concern.

However, failure to meet a capital campaign goal is a serious matter and is of great concern. to enthroped blooms notestimps and . sedmon

If a capital campaign fails to meet its goal, the loss is clearly visible. A building will not be completed, a renovation will be curtailed and some physical asset desperately needed will not be provided. The volunteer leadership is particularly vulnerable to blame for the defeat and the organization's credibility suffers. Thus, the goal-setting process for a capital campaign especially needs to be approached with great care.

Too often, the individuals accountable for the final results of capital campaigns are not always afforded the "luxury" of helping to set capital goals early on. A development professional is usually consible amounts: one-third of the money should be



given a goal and told to see to it that the amount of money needed is raised. Capital campaign leadership commonly commits to the paying of architects' fees and the site developments costs well before they have any idea their capital campaigns have the potential to succeed. They incur such major expenses before fully evaluating their donor base for support. Some organization commence construction of new facilities without knowing what their chances are to fully fund their projects.

However, there are a number of things which should be taken into account to measurably benefit the capital goal-setting process and they should be seriously considered in the earliest possible planning stages of our campaign. They are:

- 1. A capital expense/goal must be based upon the ability to raise money to pay for it, not by deciding how much money is needed to be raised based on expense. It is virtually important not to let "the tail wag the dog."
- 2. The amount of money to be raised must meet with the consensus of our organization volunteer and professional leadership. You cannot have, "It's too much," or "It's not enough," divisive arguments within our organization at the time prospects are being solicited.
- 3. The goal should be enlarged, if at all possible, with foresight and planning to meet future capital needs. This will help to avoid subsequent closely recurring additional capital campaigns which could stretch the resources of our organization, antagonize prospects and could possibly have a negative effect on annual fund campaigns.
- 4. The final goal amount must be related to viable potential prospects identified and individually rated for their maximum giving potential and by factoring the volunteer leadership's commitment to personally give to the project and to raise money for it.
- 5. The goal is comprised of trustee, individual, corporate and foundation divisional goals as determined by realistic and appropriate evaluations of our respective potential. Our divisional goal must never be arbitrarily set.
- 6. The goal in a capital campaign is more than establishing the final number. Our organization should determine other goals in order to have certain amounts of cash on hand at various stages of the project's development to pay on-going expenses. It is important to solicit prospects capable of providing early an up-front cash to help meet those developing money needs.
- 7. The amount decided upon to be raised should be influenced by advance leadership pledges, suggested to represent about one-quarter of the goal as determined by some form of pre-campaign feasibility effort. As much as possible, the board of trustees' aggregate contribution should represent at lest one-third of the total goal.
- B. The goals should be related to the fewest number of gifts in the largest possible amounts: one-third of the money should be raised

from about 15 gifts, the next one-third from an additional 75 to 100 gifts and the last one-third from all other gifts.

- Non-cash contributions, such as in-kind goods, products and services, should be factored into the goal as much as possible to help lessen the need for actual cash.
- 10. A reasonable "cap" of endowment funds should be added to a capital goal to provide annual income to help pay for future expenses, such as maintenance and replacement. There are always individuals close to our organization who prefer to give to endowment, as well as those who give on an unrestricted basis. At the appropriate time our organization should be certain it can pay in full its committed capital expenses, those unrestricted funds can be applied later at the organization's discretion to the endowment component of the campaign.
- 11. Planned gifts (deferred gifts) should not be made part of the capital campaign goal since the money being raised needs to be in the form of available cash to pay ongoing expenses. However, offers of such gifts should be readily welcomed and applied to the endowment "cap" component of the campaign, as the income from those future gifts will help to provide additional operating and maintenance money.
- 12. Major benefactors recognize that it costs money to raise money. They will support a capital campaign goal which incorporates all reasonable campaign fund-raising expenditures, including professional fund-raising consultants' fees. While such campaigns are not conducted by employing professional consultants whose fees are initially based upon a percentage of the goal or actual funds raised, it generally works out that total expenses will be in the 5% to 8% range relative to the goal.

Our situation in setting a capital campaign goal means that every part of our organization must first look at the resources it plans to tap to determine the potential to meet our stated goal. The fund-raising resources available to our organization are a reality against which the goal should be measured for feasibility. These resources consist of the volunteer leadership and solicitors available to work a campaign and a realistically rated and evaluated list of prospective donors. If our resources are insufficient to raise the money which our organization has targeted, there are only two available options.

- The resources must be enlarged to meet a goal equal to the need.
- The capital project's expense budget must be reduced to allow the goal to be set lower at a level consistent with available resources.

Further, no contract or other binding agreement should be put into effect until one or the other of those options is established. Few situations are more damaging to the image of an organization than

announcing the planned construction of a new facility and then failing to raise the money to build. The basel and sast and bus added

Attached is a list of corporations for their potential involvement in the project both locally and internationally. Formation of committees across Canada including those communities that will be involved with and participation in the project. Remember, by following the information and guidelines I have presented above will provide solid results. The advantage here will be in the construction of providing employment and assisting the needy within our communities. If any one individual or committee has any questions I will welcome your comments and suggestions. I will be expecting to receive your completed prospectus completion within 90 days as discussed in our prior correspondence. Remember, keep in mind what our A.I.C.A.P. is all about and maintain our corporate by-laws. component of the dampaion.

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Sincerely,

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A.I.C.A.P. 2 BLOOR ST. W. STE. 100 TORONTO, ON. CANADA M4W 3E2

August 28, 2004

Dear Pastor & Congregation;

Greetings in the name of our Lord and Savior Jesus Christ. This letter is an appeal to you and your congregation for assistance in our goal to help the needy within the Toronto area, with expansion to communities across Canada, including in the near future beyond our Canadian boarders.

I further appeal to you and members of your congregation to read this letter in its entirety. It is also my prayer that you and members of your congregation will respond as soon as possible.

Before I inform you of the nature of this letter, you need to know in advance that this is not a fundraising request, also that I am not a professional letter writer. I am just a humble servant of our Lord seeking to achieve a goal in assisting our brothers and sisters within our Canadian community. Thereby, I am inviting every member of your church to join with our, "Alliance of International Christian Assistance Programs" (A.I.C.A.P.).

For many years we have been aware of Canadians who are destitute in one manner or another, unemployed, been evicted from their homes, many have become homeless and more. These are the needy in our communities around Toronto and surrounding areas. In order to be successful in our goal to assist the needy, we need partners such as yourself and members of your congregation. We need to bring the community together in our quest to help those in need, be it clothing, food or shelter. Our purpose is not only to help, save lives, but to bring lost souls to Christ.

It is our human duty as members of God's creation within our society to work towards the goal of creating mini-garment factories, food banks into our communities. We can only achieve this with the help of volunteers, incorporating churches, the general public. Most worthy of all, our senior citizens who have a world of knowledge and experiences to share in this worthy cause.

Over the years, we have visited many communities not only throughout Canada, but beyond our borders. It is not hard to imagine what our eyes have witnessed of the men, women, children



and often times whole families; digging into trash bins for food and some semblance of clothing. It is a terrible sight! This affects everyone of us, whether we are Christian or not. Take a moment to visualize what many of us have witnessed, the homeless, individuals and families going through these bins for food and clothing in order to survive. This is an on going problem in our communities.

We all talk of the needy, the homeless, the unfortunate, and yet, very little is being done. What programs are presently available provided by our local, provincial and federal governments is not enough. Why? Because they are run by bureaucratic red tape, government rules and regulations that doesn't reach the core of the needy problems in our society; including the many Christian and non-Christian organizations who spend most of the funding they receive for overhead expenses or simply only contribute to other institutions.

Several years ago, up until last year, we contacted many charitable organizations in the Toronto area and beyond on this very topic. The majority did not even take the time to acknowledge our correspondence. Those that did, their response was very disappointing, several of their statements were that they could not assist us or contribute to the needy individually within the community. We are not knocking their cause, as they do some good, not much, but some. For they too are governed by government rules and regulations. In our research of government agencies, we find the government more destructive than productive in our society. Our aim is to make a difference where it counts in our community. The only way we can make it count is through and with the community as a whole, the churches, ministers, and members of their congregation, whether they are denominational or non-denominational. We all must come together with one true cause, people helping people. The benefactors of this unique programs is not only the needy that will benefit, but the church, its members and the community, including the corporations that manufacture the machinery, equipment and clothing material needed to manufacture clothing for the needy, food processors computer manufactures. Their participation will be of great benefit to them in many ways, such as in free advertising, tax incentives and product sales.

Let's face it. We know we cannot depend upon our government or other organization, we can only depend upon ourselves and the support of the churches, its members and the community. We are not talking of something new, as it has been a needy problem in our communities across Canada for as many years as I have thus far lived to date. We know and see the beneficial value of our program in doing that which is right for the less fortunate. Further, every church will benefit spiritually, materially and financially. As stated earlier, it will take the support of our churches and its members and the community, the manufactures of necessary equipment and material.

Before we can venture to get this program on the way, we are in need of your support in 4 immediate areas: (1) We are in need of interpreters in the following languages, Japanese/English; Chinese/ English; German/English; French/English. (2) Individuals in public relations and corporate executive capabilities. (3) Computer programing, teachers and designers, as well as providing assistance in setting up mini-garment factories, food banks. (4) We are in need of postage stamps any denominations for communication and forwarding our portfolio of our program to the manufacturing industry.

As it is with any program, even though there will be several employment opportunities available in the near future. All those who submit an inquiry/resume will be evaluated. When responding to this letter, please include your full name and mailing address and present position within the congregation. For the present, please lend your support in any of the 4 areas mentioned above. Send in whatever amount of postage you can spare. Together, we can make a difference, we can take action. Without you, there is no foundation to get this program working. When sending in your volunteer information response, postage stamps. With the exception of the need for postage stamps, please submit a short resume of qualification in each category and volunteer history if any.

There is much to do with not enough hours in a day to bring this program up and running. In conclusion, this worthy program is not based or created under any fund raising concept. This is a straight forward concept brought to the attention of the manufactures/corporations and the Christian community at large. Please send your responses to: Rev. Dr. Alphonse B. Gucci, Director of Programs, at A.I.C.A.P., 2 Bloor St. W. Ste. 100, Toronto, Ontario, M4W 3E2. Please respond as soon as possible.

Sincerely In Christ.

Rev. Dr. Alphonse B. Gucci

Director of Programs

cc: A.I.C.A.P. Exec. Dir.

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