



August 12, 2019

As you know, we at the Alberta Conservation Association (ACA) encourage all Albertans to enjoy the outdoors, fulfilling our mandate of conserving the fish, wildlife and habitat resources across the province since 1997.

For over 10 years in his previous role as the Head of Marketing and Public Information at Alberta Parks, Richard Warring has been collaborating with ACA on initiatives that raised awareness and financial support of conservation and environmental education. After launching his new cost reduction business, Schooley Mitchell, Richard met with us to continue collaborating with us, introducing cost savings solutions to help us improve our bottom line so that ACA could prosper and continue delivering on its mission and vision.

The unique, risk free offer to share in any savings he and his colleagues would find was very appealing and, that there would be no fee if there were no savings. We were also attracted to being in complete control on whether recommendations are implemented or not. With no ties to any providers, the objectivity that Schooley Mitchell brings in examining the marketplace to find the best solutions that meet ACA's needs was a key factor.

Since time is also precious, we really value the fact that they do all the work that we simply don't have time for that enables us to focus on our core business while they find ways to lower our costs. Schooley Mitchell conducted its analysis and lowered our merchant services fees by **42 percent!** They also were able to find us savings of over **13 percent** on our local land line phone bills and **18 percent** on internet and data services - only months after we signed long term contracts!

It gives us peace of mind that Richard and his colleagues at Schooley Mitchell will continue to monitor the market and revisit these costs with any new information that could be beneficial to us. I recommend Richard and the Schooley Mitchell team to any organization that is looking to improve their bottom line by controlling merchant, telecommunications, courier and waste services costs which they also optimize.

Since they are the experts, they will either find you savings or give you piece of mind that you have the best pricing for these services - to us this is well worth the minimal investment of an hour or so of any organization's time.

Sincerely,

Kelly Hudson

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Celebrating 10 YEARS OF CONSERVATION

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