



January 19, 2022

Andrea Sipka
Schooley Mitchell
2012 Tomshire Dr.
Gastonia, NC 28056

Dear Andrea,

We are writing to thank you again for all the many ways that you've helped the Boys & Girls Clubs of Greater Gaston over the past few years. Your service with the Gastonia East Rotary and efforts to give back to our non-profit organization is greatly appreciated and really makes a difference in the lives of those we serve.

When you approached us about a risk-free cost saving analysis by Schooley Mitchell we jumped on board quickly to learn more about your program and the additional ways you could help. The Schooley Mitchell process was very simple. We provided you with our recent statements and online access where available. From there, you did all the work on negotiating with our providers and offering some alternative options as well.

We weren't handling a lot of credit cards at the time of your analysis so the options for merchant services were limited. We chose not to move forward with an alternative provider at that time but will take another look at it in the near future. When you presented us with the results of your telecom analysis for our **3 locations** with **voice and internet bundles**, we were thrilled that you negotiated savings with the **same provider**. This resulted in absolutely no disruption to our organization. The **almost \$1000 in annual savings** will make a positive impact on our non-profit organization. As the final step of your analysis, you recommended that we submit a contract cancellation notice to our waste service provider. You watched over the very strict timing of that cancellation, carefully protecting us from another contract extension. During that gap of time, you negotiated a substantially better deal with a **new waste provider, cutting our costs by about 42%**.

Combined, the **savings you've uncovered is close to \$2000 per year**. In addition, I'm thrilled to know that you will **audit vendor invoices, protect us from billing errors, and monitor changes in marketplace offerings**. There is so much relief in knowing that you have our backs and are protecting our non-profit for the good of the community and the people we serve.

Sincerely,

A handwritten signature in black ink, appearing to read "Chad Melvin", written over a light blue horizontal line.

Chad Melvin
Chief Executive Officer
Boys & Girls Clubs of Greater Gaston

A handwritten signature in black ink, appearing to read "Anna Furr", written over a light blue horizontal line.

Anna Furr
Executive Vice President & CFO
Boys & Girls Clubs of Greater Gaston