



January 19, 2022

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

Dear Andrea,

When I first learned about the Schooley Mitchell cost-cutting program I was eager to see what you could do to help us maximize our budgets. With an already stretched staff, making multiple phone calls and researching alternative vendors just wasn't a priority for us. I was excited to learn that your services were FREE and your fee is just a portion of the savings uncovered. There simply was no downside for us.

WOW, I still can't believe that you were able to successfully **renegotiate** the costs for our **cell phones, business internet, dumpsters, rendering oil and grease trap cleaning** services. All combined, you were able to **negotiate about \$5,000 in cost reduction each year**. I'm also excited to know that you will continue to **audit invoices** moving forward, watch for billing errors and continuously monitor the marketplace. Since your fee is just a portion of the savings, these services actually cost me nothing and gives me some piece of mind. As soon as our new location's contracts expire, we will put you to work there too!

Also, I'd like to thank you for serving with me on the Montcross Area Chamber of Commerce Board. Your commitment to our community is greatly appreciated and I've enjoyed getting to know you better along the way.

Sincerely,

Natasha Gilbert  
Operator  
Chick-fil-A at Belmont FSR and Chick-fil-A at South Point Township FSR