

BGCBN Letterhead

To Whom It May Concern;

In February 2021 the Boys and Girls Club of Bloomington Normal contracted with David Dow and Schooley Mitchell to have them review our Telecom, Merchant Card Services, and Utility accounts to find savings opportunities.

The process was not cumbersome or an additional burden for our busy team. It was straightforward, and the best part is that their analysts do the research and negotiations which frees up our staff time to focus on our mission and programs. They present their recommendations and if approved they implement the recommendations. And they continue to monitor the accounts and invoices every month. The initial reports and “post audit” reports on actual savings are thorough, detailed and well presented. Any follow-up or trouble shooting is also their responsibility.

The Utilities Report confirmed that we were fully optimized with our current electrical provider but did find minor savings on gas. Importantly, they were able to lock in the reduced gas rate for 35 months during a volatile market. They also identified 47% savings for our merchant card processing rates and fees but given the change of vendor that it required we elected to defer this recommendation due to staffing changes on our development team, which their agreement provides for – the client stays in control of the decision-making process. Finally, their review of our Telecom expenses allowed us to stay with our current vendor and over the past 33 months has provided 27% saving. Service issues or equipment problems that have occurred with our Telecom provider have been handled by David and his team. They were responsive and worked on our behalf to resolve the immediate issues.

David is an active and committed supporter of our local nonprofit community and has been a good partner to the Boys and Girls Club of Bloomington Normal.

Tony Morstatter, CEO

Boys and Girls Club of Bloomington Normal