



Our Mission: To empower all young people, especially those who need us most, to reach their full potential as productive, caring, responsible citizens.

October 31, 2024

To Whom It May Concern:

In February 2021, Boys & Girls Club of Bloomington-Normal contracted with David Dow and Schooley Mitchell for a review of Club expenses to identify areas with possible opportunities for savings.

The process was straightforward, with Schooley Mitchell analysts conducting research and negotiations while our staff continued to focus on our mission and programs. Recommendations were presented for consideration and, if our team agreed, recommendations were implemented. Once implemented, the Schooley Mitchell team monitored the accounts and invoices monthly. The initial reports and "post audit" reports providing actual savings were thorough, detailed and well presented. Any follow-up or trouble shooting was the responsibility of Schooley Mitchell.

The Utilities Report confirmed the Club was fully optimized with our current electrical provider, but did find minor savings on gas. David's team acted to lock in the reduced gas rate for 35 months during a volatile market. They also identified other opportunities for possible savings for the Club. With the client being in control of the decision-making process, our team declined. Finally, their review of our Telecom expenses allowed us to stay with our current vendor, with recommended actions providing a 27% savings over 33 months. 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 issues.

David is an active and committed supporter of our local nonprofit community and has been an ongoing supporter of Boys & Girls Club of Bloomington-Normal.

Sincerely,

A handwritten signature in black ink, appearing to read "Tony Morstatter". The signature is fluid and cursive, with a large loop at the end.

Tony Morstatter
CEO