



To Whom it May Concern,

October 21, 2025

I am happy to give a testimonial to Jeremy Hellman and his team at Schooley Mitchell. Founded in 1935, we are best known for our secret chili recipe, delicious homemade relish, and our signature sandwich — the Western. At The Texas Inn we pride ourselves on being an affordable dining option for everyone and an important piece of fighting inflation is our ability to keep our operating costs in check. The price of our food ingredients is naturally a focus for us so when Jeremy approached us offering to look at some of our other expenses, I was curious to hear more, especially given their success fee based compensation structure.

We agreed to review our waste/trash expenses and see what value they could deliver. The team at Schooley Mitchell conducted a thorough analysis of our spending at our restaurants in Lynchburg and Richmond, which resulted in a detailed report containing their recommendations for cost-saving measures. Jeremy and his colleagues walked us through their analysis in detail, which was very helpful and informative too. In the end, despite our current contracts not expiring until 2026 and 2027, they were able to save us over \$10,000 per year, which is nearly 50% of our current spending, so we were naturally very happy with this result since it will help us keep our menu prices among the best in town !

In summary, I highly recommend an expense reduction analysis by Jeremy Hellman and Schooley Mitchell to any company, school or nonprofit looking to improve their bottom line and increase their efficiency. Their team of experts will provide you with invaluable insights and recommendations that can help you save money and improve your operations.

Sincerely,

Dave Saunders

Owner