

BISHOP GADSDEN



August 25, 2016

To Whom It May Concern:

As one of the Southeast's leading continuing care, Life Plan retirement communities, our facility has greater than 300 employees to serve over 480 residents. We spare no expense in the upkeep of our facilities and treatment of our residents. However, we still prioritize sensible spending practices and the cost efficiency of our operations.

SIB has been a valuable partner in helping us evaluate our fixed cost landscape and find ways to reduce expenses without sacrificing the quality of our services and vendor relationships. With SIB's help, we have been able to identify in excess of \$90,000 in annual savings opportunities that were realistic and easily actionable. The majority of these savings resulted from simple rate reductions that SIB's consultants were able to negotiate with our service providers in areas such as landscaping, laundry service, elevator maintenance, pest control, wireless telecommunications, and waste removal.

SIB's team was knowledgeable and diligent in pursuing these savings, and we always felt they had our best interests at heart. They are a great example of a first-class consulting firm, and their results speak for themselves. We have enjoyed working with SIB Fixed Cost Reduction, and we would recommend that any senior living center or retirement community do the same.

Sincere regards,



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CFO

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A Life Care Retirement Community

