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To whom it may concern,

Southern Deli Holdings, LLC owns and operates 38 McAlister's Deli locations. It costs a lot to run these delis, so we are always open to new ideas when it comes to trimming expenses.

With this in mind, we decided to partner with SIB Development & Consulting to explore ways to restructure and reduce our fixed monthly costs. SIB's review was very comprehensive, covering our expenses in areas such as waste removal, pest control, utilities, maintenance, telecom, CO2 supply and servicing, and more. Ultimately, SIB was in fact able to identify several areas of opportunity, which resulted in monthly savings.

Speaking for the management and administrative staff of Southern Deli Holdings, we all appreciated the availability of SIB's team and the clear way they presented their finding and recommendations. The service they provide is invaluable and we would not hesitate to recommend them to others.

Best regards,

A handwritten signature in black ink, appearing to read 'Merrick McKinnie'.

Merrick McKinnie
President
Southern Deli Holdings, LLC