



August 14, 2015

To Whom It May Concern:

Taylorsville Savings Bank first heard about SIB Fixed Cost Reduction through their outreach to the North Carolina Bankers Association. Their business model was very interesting, and we felt that they might be able to help us save money on our operating expenses, so we signed up for a review.

We have now just completed the process after a quick and efficient review by SIB. Having had a chance to examine their findings, I am happy to report that SIB's project was very successful, and is already resulting in a reduction of our monthly expenses.

SIB identified several specific opportunities to save money on our vendor services, including security alarm, armored car service, payroll processing service, and telecommunications. Their work will leave us with a lasting improvement in our monthly costs that will continue for years into the future.

We are grateful to SIB for their work with Taylorsville Savings Bank, and we would recommend them to our peers in the banking industry.

Regards,

A handwritten signature in black ink that reads "Timothy N. Kever".

Timothy Kever, President
Taylorsville Savings Bank

A decorative graphic at the bottom of the page consisting of three overlapping blue mountain peaks of varying heights and shades of blue.

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