

DONOHUE

Integrity and Vision Since 1884

To Whom It May Concern:

Donohoe Hospitality Services LLC is an independent hotel management company with hotels operating under the Marriott, Hilton, and Intercontinental Hotels Group brands. With multiple locations and considerable operating costs, we were eager to review SIB's proposals for expense reduction strategies.

SIB conducted a detailed audit of our fixed costs and presented us with their findings and savings recommendations as they became available. SIB made the process easy on our personnel, providing us with a clear list of what they would need to complete the process, and making it simple and straightforward to provide. They took it from there, customizing their approach to fit our preferences and taking the lead in negotiations with our vendors.

We were impressed by SIB's meticulous process, and the breadth of their recommendations was remarkable, involving savings in no fewer than eight different spending categories. We are in the first stages of implementing their recommendations and we look forward to the savings that will result. SIB seems perfectly suited to the hotel business and the assorted vendor costs that are common in our industry. On behalf of Donohoe, I am happy to recommend them.

Best regards,

DONOHUE HOSPITALITY SERVICES LLC



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