



To whom it may concern:

Landmark Senior Living Communities was founded in 1985 to answer the growing need for affordable, well-maintained housing. Based in Scottsdale, Arizona, Landmark currently owns and operates five communities and is focused on delivering the highest quality of care to the residents.

A large factor in delivering exemplary care at affordable pricing is ensuring that we're effectively managing our operational costs. We engaged SIB Fixed Cost Reduction to review a number of recurring spend areas for us, including telecom, waste hauling, maintenance contracts and others.

We were pleased with the results and the minimal time it took for us to get their team what they needed to review our vendor rates and contracts. We're happy to report that we came back with a clean bill of health in many areas. The best part, though, is that SIB was able to reduce our property tax bills by more than \$40,000 annually.

We've enjoyed working with SIB and we'd recommend them to anyone looking to reduce their recurring expenses.

Thank you,

A handwritten signature in black ink, appearing to read "Matthew Boyle", is written over a horizontal line. The signature is fluid and cursive, with a long, sweeping tail that extends to the right.

NAME: Matthew Boyle  
TITLE: COO  
Landmark Senior Living