



February 18, 2025

RE: Schooley Mitchell – Rich Bello

To whom it may concern:

I have known Rich Bello for 23 years and it was an easy choice to work with Schooley Mitchell to see if he could achieve savings the ECHL. Formed in 1988-89 with five teams in four states, the ECHL has grown into a coast-to-coast league with 29 teams in 22 states and one Canadian province for its 37th season in 2024-25. There have been 760 players who have gone on to play in the National Hockey League after starting their careers in the ECHL, including eight who have made their NHL debuts in the 2024-25 season. With all of this infrastructure, we use a lot of services nationwide to help us run the League on a day-to-day basis.

Rich's team analyzed our telecom, small package shipping, and software as a service invoices to determine whether or not savings could be found. Schooley Mitchell takes all the work off the client's plate, and this was evident from the get-go. All that was required was a quick conversation about our set up, access to our invoices and contracts, and then Schooley Mitchell did all the work from there. I knew we could trust Rich and his team to provide this service with integrity and professionalism.

It was great news for us when Rich came back to us and presented the report showing that Schooley Mitchell was able to identify 20% in telecom savings. Now we have the peace of mind that we're not overspending, as well as extra funds to reinvest back into our budget.

We are very happy with the work Rich and his team at Schooley Mitchell have done for the ECHL and would gladly recommend them to any business or organization looking to reduce their expenses.

Best regards,

A handwritten signature in blue ink, appearing to read 'Ryan Crelin', is placed over a light blue rectangular background.

Ryan Crelin

Commissioner

ECHL