



February 18, 2025

To Whom it may concern,

White Point Resort is an iconic Nova Scotia vacation destination located on the South Shore of Nova Scotia. We have had the pleasure of serving travelers from around the world for nearly one hundred years.

In early 2024, we entered in discussions with Axel Nafthal of Schooley Mitchell to determine if they could find cost savings on our Propane and Merchant Services processing costs.

Schooley Mitchell works with businesses across North America reducing costs in a variety of expense categories.

With minimal effort on our part, Axel and his team went to work on the two categories we requested. Four weeks later, Axel presented Value Reports on each category. In the case of Merchant Services, we were gratified to receive independent verification we were already well optimized with our current provider. This confirmation came at no cost to us. In the case of our Propane expense, they negotiated reductions resulting in thousands of dollars in monthly savings with no need to change providers. Our only fee was a share of the savings Axel's team was able to negotiate.

Schooley Mitchell now provides regular reports documenting our ongoing savings.

I'm happy to endorse Axel and his team to any business interested in bottom line improvement.

Sincerely

Andy Lee
General Manager



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It's a Great Day at White Point!