



**COST CONTAINMENT SPECIALISTS**

Enhancing Client Profits Since 1998



*E-newsletter*

*May 2011*

## **\$258,000 in Savings for a Continuing Care Retirement Community**

Recently, significant cost reduction success was achieved by a not-for-profit continuing care retirement community (CCRC). This Michigan-based organization includes 24 senior living communities, subsidized senior housing and market-rate senior housing.

The savings was accomplished by working closely with the client and deploying procurement best practices such as competitive bidding, use of national purchasing aggregation agreements and supplier consolidation where possible, within over \$1.5M in annual spending.



Noteworthy savings areas included:

- Over \$67,500 savings on medical supplies
- Over \$47,000 savings on security guard services
- Over \$44,000 savings on grounds maintenance
- Over \$31,000 savings on office supplies

The bulk of the savings was delivered in about eight weeks.

The vice president of finance overseeing the project had this to say:

*"Your work has been diligent and complete. We couldn't be happier with your methodology and recommendations. We have observed first-hand the research you do as you examined our spending and interviewed key stakeholders prior to making recommendations. The combination of using your rich database of discounted market pricing and subject matter experts have all worked together to save our organization significant costs."*

# Does Your Organization Qualify for Sales & Use Tax Refunds on Utility Bills?

Cost Containment Specialists / ACC consultants have a particular speciality in finding sales and use tax savings on utility bills. Many states offer exemptions from tax for selective categories of manufacturing businesses or non-profit organizations on electricity, gas, water and sewage. Once a company is certified to receive this tax-exempt status, it can recover up to three years of taxes paid and can remove taxes going forward.

For example, an Indiana manufacturer whose gas bills were found to be 51% attributable to manufacturing allowed them to receive a 100% tax exemption on natural gas purchases going forward and to recover taxes paid on natural gas for the past three years. We are now reviewing electricity and water to see what sort of savings might be available.



If your organization is engaged in manufacturing or is a not-for-profit and spends over \$100,000 per year on utilities, this area is worth a closer look.

## About Cost Containment Specialists

Cost Containment Specialists is a national expense reduction firm that provides advisory services to organizations to assist them in reducing their indirect operating expenses. We engage Subject Matter Experts (SME) that have specific expense expertise in over 30 spend categories to analyze and negotiate our clients current and alternative vendors to realize savings greater than can be done internally. Since 1998, CCS has helped over 1,500 businesses and organizations find undiscovered cost savings. Our fees are success based, so you do not pay us until we produce savings.

For more information on how Cost Containment Specialists will reduce your operating expenses, contact:

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