

Spotlight Story: INTEGRITY COST CONSULTING

1. **Q:** What does your company do that supports/assists restaurants?

A: We help restaurant operators improve and protect margins by uncovering hidden savings in areas like industrial laundry, waste disposal, telecom, and utilities – reducing some costs by 20-50% without changing vendors. Using verified benchmarks and deep industry data, we identify billing errors, pricing drift, and overlooked opportunities that quietly erode profitability. We also provide ongoing invoice monitoring to keep vendors accountable and costs as low as possible. We operate on a performance-based model with zero upfront cost.

2. **Q:** What's a new service or product of yours that you want restaurant members to know about?

A: We recently launched a Profit Calculator – a fast, data-driven tool that gives operators a snapshot of hidden savings across industrial laundry, waste, telecom, and utilities. Built from verified benchmarks across thousands of restaurant locations, it instantly highlights where margin leaks may exist. It's free, requires no vendor changes, and helps leaders quickly see where meaningful profit recovery may be hiding.

3. **Q:** Why have you joined the CRA?

A: We joined CRA, because restaurants are the backbone of local communities and we want to help operators protect their margins so they can keep serving, hiring, and growing. The CRA brings together leaders who care about strengthening the industry, and it's an opportunity to support operators who are working hard to stay profitable.

4. **Q:** Why do you choose to work with restaurants?

A: We choose to work with restaurants because they are uniquely vulnerable to rising costs, billing errors, and vendor contract drift. Most operators don't have the time or data to catch these issues on their own. Restaurants value partners who make their jobs easier, which is why our performance-based, vendor-friendly approach fits their fast-paced world. We help operators stay profitable without disruption, allowing them to focus on serving guests and growing their business.

5. **Q:** How can people get in touch with you for questions?

A: Call/text 315-935-9379, steve@IntegrityCostConsulting.com, or connect on [LinkedIn](#)

6. **Bonus Question:** What's your favorite restaurant near you or your favorite restaurant meal?

A: My favorite meal is something I don't normally get at home, so I typically try to order seafood.