

COST INTELLIGENCE TRANSFORMS MANUFACTURED HOUSING PORTFOLIO



Industry

Manufactured Home Community / Real Estate



Client

A large manufactured home community owner-operator with 400+ homes, facing rising utility costs that threatened operating margins.



Challenge

Ongoing increases in electricity and natural gas expenditures made budgeting unpredictable and reduced operating cash flow.



Solution

SIB's Cost Control Associates team performed in-depth energy rate analysis and executed competitive supplier RFPs, securing optimized fixed-rate utility contracts — with ongoing SpendBrain™ oversight.



Result

25–39% utility cost reductions, improved budget predictability, and multi-year fixed pricing that mitigates exposure to market volatility.

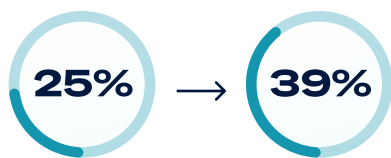
THE CHALLENGE

Rising utility costs and market volatility made it difficult for the client to forecast utility spend or secure rates that aligned with their financial targets. Internal teams lacked the market data, supplier engagement horsepower, and rate-negotiation expertise needed for a comprehensive energy procurement strategy.

THE APPROACH

Cost Control Associates conducted a thorough audit of the community's energy spend, then conducted a structured RFP process across multiple utility suppliers for both electricity and natural gas contracts. The team modeled cost outcomes, negotiated best-in-market fixed pricing, and delivered contracts designed to cap exposure and improve spend predictability.

THE RESULTS



reduction in utility costs across electricity and natural gas

- ✓ Multi-year fixed pricing that stabilizes operating budgets
- ✓ Improved budget predictability and lower exposure to market price swings

These verified outcomes demonstrate how disciplined procurement strategy can materially improve operating performance and cash flow stability.

SpendBrain™

WHERE TRADITIONAL AUDITS END, SPENDBRAIN BEGINS.

SpendBrain™, SIB's AI-powered financial intelligence platform, continuously analyzes expense categories, including property tax, utilities, and vendor payments.

By layering this technology over SIB's hands-on expertise, our clients gain a permanent safeguard against overspend, plus predictive visibility into future cost risk.

What this means for CFOs:

- Automated monitoring flags anomalies and valuation shifts in real time
- Predictive insights help finance leaders budget and forecast more accurately
- Portfolio-level intelligence connects tax savings to broader spend optimization strategies

THE CFO TAKEAWAY

With SpendBrain, organizations build a permanent spend advantage by transforming fragmented vendor and invoice data into cost intelligence that drives EBITDA.

Ready to see your hidden savings?

[See what you can save with SpendBrain](#)