

# SITUS AND SANDHILLS COMMUNITY COLLEGE

An ongoing partnership with a global financial services company that is committed to growth, creating jobs for local area citizens, and recognizes the importance of skills based training to enhance the value and effectiveness of their workforce.



# SITUS AND SANDHILLS COMMUNITY COLLEGE



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# SITUS – A GLOBAL FINANCIAL SERVICES COMPANY

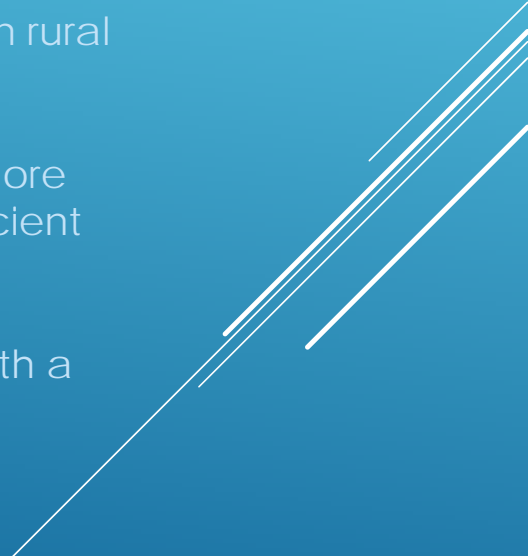
- Situs, A Raneiri Partners Company, is a premier provider of commercial real estate debt advisory services and integrated process solutions.
- Situs offers a complimentary suite of professional advisory services, and a unique customizable service model to meet the high demands and evolving needs of their clients and partners.
- Situs has US locations in Houston, Atlanta, Boca Raton, New York, San Francisco, Robbins, and Philadelphia.
- Situs has international locations in London, Copenhagen, Frankfurt, and Dublin.



# SITUS – ROBBINS

- Established in 2007 to provide high value-add, low business risk, domestic low-cost back office fulfillment solutions that rivals current off-shore alternatives.
  - Professional Services are both transaction based and on-going strategic support initiatives.
  - A unique Situs location that supports all other Situs office locations and services as well as direct client contracts.
  - Focused on high quality, disciplined processes, client flexibility, and savvy use of technology.
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# SITUS – ROBBINS MODEL

- In some cases, the services now provided by the Robbins location were outsourced offshore by financial institutions.
  - Concept was that some of the services provided by offshore resources could be provided at a higher level, with a more consistent quality, and with significant benefits by bringing them back to the U.S. and locating them in rural America.
  - Those benefits include a better understanding of the American culture, more familiarity with commercial real estate in the United States, and more efficient communication as a result of removing the language barrier.
  - These benefits translate into a more efficient analysis of the work along with a faster turnaround creating cost savings and making the placement of resources in rural America financially viable.
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## SITUS – ROBBINS MODEL (CONTINUED)

- The Robbins Model was conceived by Steven Bean, Senior Managing Director and Jennifer Lang, Managing Director at Situs.
- Steven Bean grew up in Robbins, attended Moore County Schools, and still has parents and other family members living in Robbins.
- The drive for creating the model came from Steven's cousin, Sherri McNeill who still lives in Robbins and currently works for Situs. She was concerned with the loss of all the textile jobs in the community and its financial impact on the local residents.
- Both Steven Bean and Jennifer Lang have extensive experience with outsourcing financial services in offshore locations.



# SITUS – PROFESSIONAL SERVICES

- Data Aggregation, Legal Document Abstraction and Data Tape/Database Creation
- Buy/Sell Transaction/Securitization Support
- Data Verification/Comparison/Testing/Conversions
- Loan/Lease Asset Management or Accounting System Setup/Update/Audit
- Accounting Support/Lease Admin/CAM Reconciliations
- Loan Sizing/Appraisal Reviews
- Platform Services Including: Credit Administration and Functional Loan Origination Support
- Doc Management/Missing Document Exception Clearing
- Credit Administration Functions:
  - Loan Assumption and Borrower Transaction UW
  - Loan Risk Ratings, Covenant/Trigger Testing
  - Property/Obligor Financial Statement Analysis
  - Property Lease Data System Set-up/Update/Audit
  - Reserve/Construction Draw Analysis/Review
- Clients include Barclays, Capital One, Cerberus, Credit Suisse, Deutsche Bank, Doral Bank, Fannie Mae, Freddie Mac, JP Morgan, Key Bank, PNC, Regions Bank, RBS, Rialto, Sovereign Bank, UBS, Wells Fargo

# SITUS – ROBBINS OPERATIONS

- Current Staffing for Robbins
  - Approximately 80 Employees
  - Pay Ranges between \$20,000 to \$40,000, dependent on education and experience
  - Job Classifications
    - Junior Analyst
    - Analyst
    - Team Leader
    - Assistant Vice President
    - Vice President
- Potential Growth Opportunities
  - Current facility can support 100 employees
  - With additional renovation could support 300 employees
  - New client contracts when signed can result in hiring of multiple employees at one time.






# SITUS AND NCCCS CUSTOMIZED TRAINING PROGRAM


- **First Project : Job Growth**
  - Project Training Dates – September 2006 to September 2009
  - Number Trained – 37 (37 New Jobs Created by Company)
  - Training Funds Spent: \$ 38,773
- **Second Project: Skills Enhancement training**
  - Project Training Dates – July 2011 to January 2013
  - Number Trained – 66 (Incumbent Workers and New Hires)
  - Training Funds Spent: \$ 44,889
    - Training program was designed to enhance the skill sets of the current workforce so that they could provide a higher level of financial analysis.
    - Enhanced skill levels of the employees allowed Situs to compete for more lucrative contracts.




# SITUS AND NCCCS CUSTOMIZED TRAINING PROGRAM

- **Current Project: Skills Enhancement Project**
    - Project Training Dates – February 2014 – February 2017
    - Number to be Trained – 35 (Incumbent Workers and New Hires)
    - Training Funds Allocated: \$ 37,748
  - **Total Impact:**
    - Total New Jobs Supported: 37
    - Total Training Funds Spent or Allocated: \$ 117,410
    - Total Number Trained or to be Trained: 138
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# SITUS' TRAINING PLAN

- Supported Proprietary "Situs U" Training Program
    - Basic, Intermediate, and Advanced Commercial Real Estate Analysis
    - Environmental PCA Reporting
    - Commercial Real Estate Appraisal
    - Argus Software
  - Provided additional training in Business Writing, Business Etiquette, Microsoft Excel, Teambuilding, Customer Service, and Project Management.
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# SITUS IMPACT ON SANDHILLS COMMUNITY COLLEGE

- Situs has employed approximately 14 Sandhills graduates since 2007.
  - Situs partially endowed a faculty member in the curriculum Management Technologies department in 2013 in the amount of \$ 30,000.
  - Situs provided \$ 15,000 in scholarship funding in the 2012/2013 school year and \$ 10,000 in scholarship funding in the 2013/2014 school year for Sandhills students.
  - Situs provides paid internships for local college students each year with two interns coming from Sandhills last year.
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# BANKING AND FINANCE CERTIFICATE

ACC 120 - Intro. To Financial Accounting  
ACC 149 - Intro. To Accounting Spreadsheets  
BUS 148 - Survey of Real Estate  
BAF 110 - Principles of Banking  
BAF 233 - Commercial Loans

- These courses that are not already part of the Business Administration core have been added to the technical elective list allowing students to achieve a certificate within the Associate of Science in Business Administration degree.
- Courses in the certificate are offered online, nights, and weekends.
- Student can start with the certificate and the hope is that it grows into an associates degree.

# SITUS AND SANDHILLS COMMUNITY COLLEGE

## Conclusion

- Situs is a tremendous asset to the Robbins community creating well paying jobs in a rural, distressed area.
  - They continue to support both their community and Sandhills Community College as part of their mission.
  - Situs continues to grow and has the potential to grow even more in the future.
  - Sandhills Community College is committed to supporting Situs' current operation and future growth through leveraging its curriculum, continuing education, and the NCCCS Customized Training programs.
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