



**For Immediate Release
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Moore County, NC

International Company Considers Robbins for New Operations Center

A global real estate and financial services company, The Situs Companies, is considering Robbins as the location for an outsourcing operations center, thanks to northern Moore County native Steven Bean, who is a Managing Director with the company.

The proposed project could potentially create 200 or more jobs within the next three years with annual salaries ranging from \$20,000 to \$60,000.

Bean, who is based at the company's New York City office, is a 1981 graduate of North Moore High School and still has family in the area. He knows first hand the rural nature of northern Moore County and how job losses in the manufacturing sector have taken their toll on the community.

"I've always wanted to do something positive for my home territory, so when Situs began discussing the need to grow our capacity, I felt I was in a position to possibly steer their interests towards Robbins", said Bean.

This initiative involves establishing an operations center for the delivery of cost-effective support services to the commercial real estate finance industry, focusing particularly on the commercial mortgage-backed securities ("CMBS") industry. Founded in 1985, Situs has been a services leader in the CMBS industry since the early 1990s.

Based on his experience of managing similar operations offshore, Bean believes that the company can serve its clients better with a U.S.-based center and that establishing operations in a rural area such as Robbins will be successful and capitalizes on the area's prevalent workforce.

Situs has located a facility in the Robbins area appropriate for the operation. To encourage a commitment from Situs and to assist the company in offsetting its renovation costs, the Town of Robbins is applying for grant funds through the North Carolina Rural Center's Building Reuse and Restoration Program.

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Situs is scheduled to meet with the North Carolina Department of Commerce in the near future to explore other options for incentives from the State. In addition, the company has met with Alan Duncan, Director of Sandhills Community College's industry training programs, to begin discussions on customizing a training program for Situs employees.

Bean indicates that employees are a critical factor and the project's success is dependent on the availability of qualified people in Robbins and the surrounding areas. Initially, Situs anticipates employing 20 to 25 workers in Financial Analyst positions and will train employees on the basics of commercial real estate financial service delivery. The company expects the business to grow significantly from there. "Situs is serious about this project, and we want to make it work for Robbins", said Bean. "It's important that it all comes together financially, but we need the assurance up front that we'll be able to recruit the employees we need from the local workforce, including the surrounding towns and counties."

For this reason, Situs is currently accepting resumes to gauge interest and evaluate candidate qualifications. Resumes can be mailed to PO Box 177, Robbins, NC 27325 or E-mailed to careers@situscscos.com.

Bean stated that Situs is looking for individuals who have good financial analysis, written/verbal communication and/or computer skills, especially candidates with financial, accounting, insurance, real estate and/or legal experience or recent college graduates. "The most important characteristic is that the individual be willing and eager to learn through the on-the-job training we will provide", said Bean.

Ray Ogden, Executive Director of Moore County Partners in Progress, the economic development organization for the County, commented, "Situs, as a knowledge-based service business, could very well begin the transformation of northern Moore County's economy. As we see more and more manufacturing going offshore, service industry jobs are clearly the jobs of the future. We are putting our full effort into making this initiative a reality for Situs and Robbins."

Bean added, "It is obvious that there are a significant number of people in the area who are either unemployed or under-employed (individuals who do not have job opportunities commensurate with their educational level or abilities). There are also many college graduates, like myself, who would possibly return to this great area to settle if there were more employment opportunities available. We at Situs want to be a part of Robbins' new community vision and help the Town move forward in the global economy."

"We are thrilled to have Steven looking at bringing business back home to Robbins", said Mickey Brown, Mayor of Robbins. "I'm confident that our local workforce can satisfy Situs' employment needs."

Brown added, "As a participant in the Rural Center's Small Towns Economic Prosperity (STEP) program, Robbins recognizes that the venture would be a big step toward the

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economic revitalization of the Town. We will support Situs' efforts any way we can to make this happen for our citizens.”

Moore County Partners in Progress is the economic development organization for the County. For more information, visit www.moorebusiness.org.

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