

The Johnson Group Internship Program – Application Process

Friday, October 11	Internship applications due
October 14-25	Phone interviews to be conducted
November 7-8	On-site interviews for select applicants (Spartanburg, SC)

Please complete the online application for The Johnson Group Internship at <https://bit.ly/2Zt7tud>.

About Us

The Johnson Group is a family of companies that includes Johnson Development Associates, Inc., OTO Development and American Credit Acceptance. Founded by business leader George Dean Johnson, Jr., these companies have a shared history of success and unique cultural identity, which lends itself to rapid revenue growth and professional advancement opportunities for its team members. The companies are all headquartered in Spartanburg, SC, with regional offices located in Washington, DC; Summit, NJ; El Segundo, CA; and San Francisco, CA. Collectively, the companies have over 3,600 team members.

The Johnson Group's internship experience focuses on giving students real experience contributing in a meaningful way to each team's outcomes. Learn more at www.thejohnsongroup.com.



Johnson Development Associates, Inc. (JDA), founded in 1986, has steadily grown into a multi-division real estate developer of industrial, multi-family, self-storage, natural resources, and commercial properties, with a national footprint. Learn more at www.JohnsonDevelopment.net.

Internship opportunities in real estate, development/construction management, accounting, finance, and operations.



OTO Development (OTO) is one of the fastest-growing hospitality companies in the nation. OTO develops, owns and operates upscale select-service hotels in key markets across the U.S. Partnering with the world's strongest hospitality brands, Marriott, Hilton, and Hyatt, OTO creates long-term value by focusing their development efforts on high barrier, gateway markets. Learn more at www.OTODevelopment.com.

Internship opportunities in real estate, development/construction management, accounting, finance, operations, eCommerce, payroll, and human resources.



American Credit Acceptance (ACA) is an automotive lending institution that provides financing to consumers from coast to coast. ACA manages more than \$3.1 billion in assets and works directly with nine of the top 10 automotive dealer groups as well as thousands of independent dealerships across the nation. Learn more at www.AmericanCreditAcceptance.com.

Internship opportunities in risk management; IT; funding, servicing, and underwriting; accounting; finance; and human resources.



**JOHNSON
DEVELOPMENT
ASSOCIATES, INC.**
Part of TheJohnsonGroup

Johnson Development Associates, Inc. (JDA), founded in 1986, has steadily grown into a multi-division real estate developer of industrial, multi-family, self-storage, natural resources, and commercial properties, with a national footprint. JDA hires and employs people known for their perceptive business insight, extensive market knowledge and skilled investment strategy. Learn more at www.JohnsonDevelopment.net.

Self-Storage

JDA's history in the self-storage business dates back more than 30 years. Under the American Storage brand name, JDA assembled a portfolio of 31 facilities through development and acquisitions. In 2015, JDA renewed its development efforts – the company now operates over 35 newly-developed storage facilities and has a healthy pipeline of new development opportunities.

- Spartanburg, SC – Operations Intern
- El Segundo, CA – Real Estate Intern

Multifamily

JDA's Multifamily Division has developed more than 6,500 apartment homes across the country and currently has 1,300+ units in the pipeline. Leveraging a disciplined approach to site selection and development, the Multifamily Division continues to build and be recognized for award-winning, sustainable, stylish and comfortable multifamily properties.

- San Francisco, CA – Real Estate Intern
- Spartanburg, SC – Development Intern

Industrial

The JDA Industrial Division develops distribution, e-commerce and light manufacturing facilities in strategic port-related markets, key inland transportation hubs, and primary and secondary markets possessing logistics demand and population growth. The Industrial Division has assets and controls land positions in the Southeast, Mid-Atlantic, Gulf Coast, and Northeast regions, and continues to pursue strategic locations across target markets.

- Spartanburg, SC – Real Estate Intern

Natural Resources

JDA's Natural Resources Division is focused on efforts related to renewable resources. Focusing on utility scale solar energy development, its robust portfolio of timberland investments, and additional natural resource extraction opportunities, this newest priority within JDA's business already has over 16 projects in the pipeline.

- Spartanburg, SC – Real Estate Intern

Shared Services

Corporate positions offer professional and administrative roles which support the field operations to ensure delivery of services as well as efficient operations across the divisions. Areas of opportunity include finance and accounting.

- Spartanburg, SC – Finance Intern
- Spartanburg, SC – Accounting Intern

Please contact Katie Lovell at kl Lovell@johnsondevelopment.net with questions about JDA opportunities.

The Johnson Group Internship Program – Real Estate vs. Development

A Real Estate Intern focuses predominantly on real estate acquisition by assisting with underwriting and market research.

A Development Intern focuses on oversight of the building development process by assisting with the design, permitting, and construction supervision of projects.



OTO Development (OTO) is one of the fastest-growing hospitality companies in the nation. OTO develops, owns and operates upscale select-service hotels in key markets across the U.S. For the past five years, OTO has ranked on INC. 5000's list of Fastest Growing Private Companies. Partnering with the world's strongest hospitality brands, Marriott, Hilton, and Hyatt, OTO creates long-term value by focusing their development efforts on high barrier, gateway markets. OTO currently manages over 70 hotels for both its owned properties and as an operator for third-party owners. Learn more at www.OTODevelopment.com.

Corporate Operations

Responsible for top-line performance, the Sales, eCommerce and Revenue Management teams deliver outstanding results at each hotel managed by OTO Development. Directors of Sales, Sales Managers and Sales Coordinators enjoy selling wonderful guest experiences in exciting U.S. markets. Revenue Management and eCommerce team members interact with hotel General Managers and Directors of Sales to optimize the performance of individual hotels.

- Spartanburg, SC – eCommerce Intern
- Spartanburg, SC – Operations Intern

Development & Construction Management

OTO Development has experienced significant success in hospitality development since the company's founding. This success has been recognized through numerous top industry awards. Hampton and Hyatt have both named OTO Development "Developer of the Year," and Marriott has bestowed OTO with its prestigious "Partnership Circle" and "Spirit to Preserve" awards. OTO's Development team, based in key markets throughout the U.S., provides on-the-scene leadership for hotel projects throughout the development and construction process.

- Spartanburg, SC – Development Intern
- Southern California – Development Intern

Real Estate

On the ground in key markets throughout the U.S., OTO Development's Real Estate team consistently delivers prime locations for one of the industry's most successful development pipelines. Real Estate professionals are based in specific areas where their deep knowledge of local real estate conditions contributes to both the company's and the individual's successes.

- Spartanburg, SC – Real Estate Intern

Shared Services

Corporate positions offer professional and administrative roles which support the field operations to ensure delivery of services as well as efficient operations. Areas of opportunities include Accounting, Finance, People Services, Purchasing, Information Technology, and Administrative support.

- Spartanburg, SC – Accounting Intern
- Spartanburg, SC – Finance Intern
- Spartanburg, SC – Internal Audit
- Spartanburg, SC – People Services Intern
- Spartanburg, SC – Payroll Intern

Please contact Catherine Bailey at cbailey@otodevelopment.com with questions about OTO opportunities.

The Johnson Group Internship Program – Real Estate vs. Development

A Real Estate Intern focuses predominantly on real estate acquisition by assisting with underwriting and market research.

A Development Intern focuses on oversight of the building development process by assisting with the design, permitting, and construction supervision of projects.



American Credit Acceptance (ACA) is an indirect automotive lending institution that provides financing to emerging credit consumers from coast to coast. ACA manages more than \$3.1 billion in assets and works directly with nine of the top 10 automotive dealer groups as well as thousands of independent dealerships across the nation. Spartan Financial Partners, a division of ACA, specializes in providing capital solutions including Lines of Credit and Bulk Purchases for Buy Here Pay Here dealers and Independent Auto Finance companies across the country. Learn more at www.AmericanCreditAcceptance.com.

Strategy Analytics

Help achieve corporate goals for profitability and customer service through the use of analysis, modeling, strategy development and testing. Areas of focus include Data Analytics, Strategy Analytics, and Data Science. Our analytics are used for a variety of functions including evaluation of default likeliness via model at originations, development of third generation models, automatic adjustment of pricing to achieve returns, determination of loan profitability using R, automatic decision-making on over 90% of all applications, determination of call timing and frequency for delinquent accounts, determination of the need for payment relief, and prediction of the proceeds for auctioned vehicles.

- Spartanburg, SC – Modeling Analyst Intern

Information Technology

Achieve corporate goals for profitability and customer service through collaboration in the planning, design, development, and deployment of new applications, enhancements to existing applications, and acquisition and application of systems knowledge as part of ACA's strategic plan. Partner with project managers, product owners, software developers, testers, and other senior analysts to review and analyze effectiveness and efficiency of IT and system processes. The goal is to understand business or system needs and identify opportunities and evaluate solutions.

- Spartanburg, SC – Software Engineer Intern
- Spartanburg, SC – Database Engineer Intern

Operations: Funding, Underwriting and Servicing

Responsible for maximizing loan performance through effective execution and management of credit, funding, and servicing functions while maintaining the highest level of service to customers and deals. ACA accomplishes these goals by adhering to operational excellence in executing processes precisely and consistently.

- Spartanburg, SC – Operations Intern

Shared Services

Corporate positions offer professional and administrative roles which support the field operations to ensure delivery of services as well as efficient operations.

- Spartanburg, SC – Accounting Intern
- Spartanburg, SC – Internal Audit Intern
- Spartanburg, SC – Finance Intern
- Spartanburg, SC – Human Resources Intern

Please contact Lisa Clarke at lisa.clarke@acacceptance.com with questions about ACA opportunities.