

MISSION ROCK RESIDENTIAL UNLOCKS \$1.7M IN TREASURY OPTIMIZATION WITHOUT CHANGING BANKS



Industry
Real Estate Management

Client
Mission Rock Residential, a national property manager overseeing 200+ communities and 35,000+ units across 17 states.

Challenge
Rising banking costs and under-optimized treasury structures were reducing profitability, with limited internal visibility and analysis to identify inefficiencies.

Solution
SIB analyzed treasury pricing using real-time market intelligence, renegotiated bank fees and ECR rates, and implemented interest-bearing account strategies supported by SpendBrain™.

Result
\$1.7M in total savings generated through fee reductions, ECR improvements, and new interest income, achieved without changing banks or disrupting operations.

THE CHALLENGE

Mission Rock Residential was managing vendor negotiations internally but faced increasing costs and missed opportunities within treasury operations, particularly around bank fees, underperforming ECR rates, and idle cash balances not generating returns.

THE APPROACH

SIB conducted a detailed treasury analysis across KeyBank and US Bank using real-time pricing data and market insights to uncover non-competitive fees and underperforming rates.

- Identified 41 total service charges outside benchmark range across both banks
- Negotiated rate reductions and ECR increases
- Implemented hybrid interest-bearing accounts to monetize excess balances
- Partnered with KeyBank to deliver custom monthly reporting that aligns with property-level accounting needs

All improvements were achieved without changing banking relationships, preserving operational continuity.

THE RESULTS



\$1.7M
total savings

- ✓ **\$478K** in annual bank fee reductions (\$435K KeyBank, \$43K US Bank)
- ✓ **\$504K** in annual ECR benefit improvements
- ✓ **\$450K+** in new annual interest income (first tranche)
- ✓ Additional **\$300K+** identified in upcoming interest income (second tranche)
- ✓ Full implementation completed in **~2 months**

These results demonstrate how treasury optimization can unlock significant, recurring value, especially for third-party property managers handling large pooled balances.

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](#)