



# NCSSA 2022

## CONVENTION & TRADE SHOW

**NOVEMBER 10-11, 2022**  
**SHERATON CHARLOTTE HOTEL**



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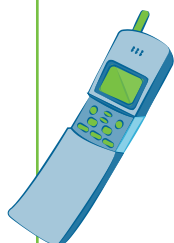
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# PRESIDENT'S MESSAGE

Kevin Leebrick, NCSSA President

Welcome! We are so excited you've joined us for the 2022 NCSSA Convention and Trade Show here in Charlotte. The convention looks like it will be our most attended convention to date, and I encourage you to take advantage of all this event has to offer — including educational sessions, informational panels, great networking opportunities, and the chance to meet with industry vendors.



This year's convention features something for everyone from large operators to small "mom and pop" facilities. Whether you are new to the industry or a veteran owner, you are sure to walk away with valuable information designed to help run your business more efficiently.

Program highlights for this year include an owners panel, a session on technology, and a North Carolina legal update. There are also concurrent educational sessions featuring topics of interest for industry owners and managers. Be sure and make time to network with other attendees, because you are sure to learn something new that you can apply when you get back to your facility.

New to the event this year is our inaugural Hall of Fame Induction Ceremony, which will honor those who have been pioneers, innovators, respected entrepreneurs, great leaders, and industrious workers willing to help better the state's self storage industry.

Special thanks to our exhibitors and sponsors for attending and supporting this event, because we could not do this without you. Be sure to visit the trade show floor to view all the new products and services designed help you run your facilities more effectively. The trade show is also an excellent opportunity to make valuable contacts, collaborate with potential business partners and industry leaders as well.

So, as we kick off this 2022 NCSSA Convention, let's challenge ourselves to honor the incredible legacy of the leaders from the past while building something for the next generation in future decades to come. □

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for more information

# NCSSA 2022 CONVENTION & TRADE SHOW

## LOCATIONS & HOTEL MAP

### CAROLINA A & C FOYER

REGISTRATION

### CAROLINA A & C

GENERAL SESSIONS

### CAROLINA D

BOARD MEETING

CONCURRENT EDUCATIONAL SESSIONS

### CAROLINA E

BOARD RECEPTION & DINNER

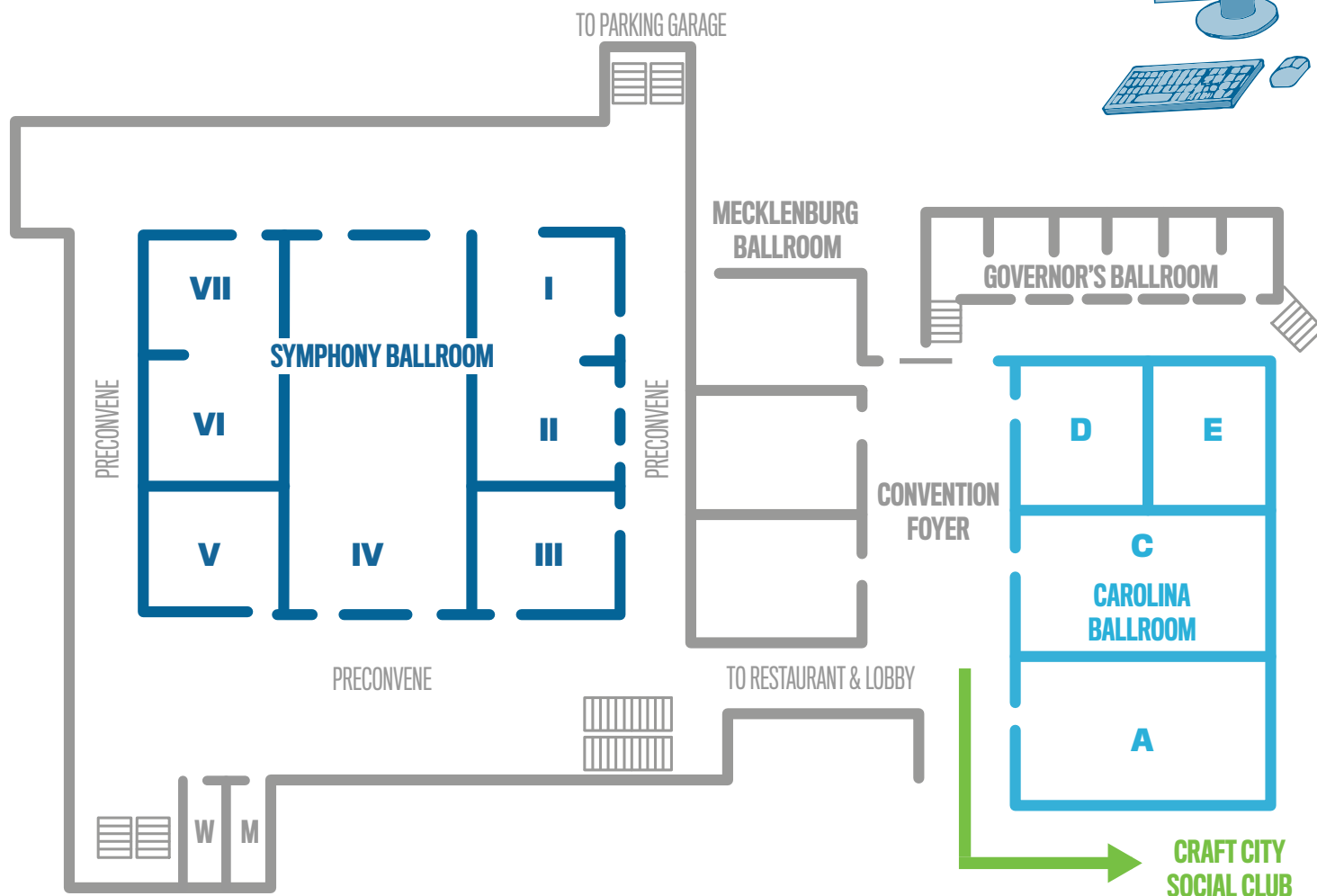
CONCURRENT EDUCATIONAL SESSIONS

### SYMPHONY 1, 2, 3 AND 4

TRADE SHOW

### CRAFT CITY SOCIAL CLUB (NEAR POOL)

RECEPTION





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# NCSSA 2022 CONVENTION & TRADE SHOW

## 2022 NCSSA BOARD OF DIRECTORS

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Waxhaw, NC

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Morningstar Properties  
Matthews, NC

**Martha Heath**

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**Robert High**

Past President  
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Area Storage  
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**March Chase**

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**Mike MacManus**

Southeast Self Storage Brokers, LLC  
Norcross, GA

**Tommy Nguyen**

Storage Pug  
Knoxville, TN

**Demarco Southerland**

Morningstar Properties  
Charlotte, NC

**Eddie Stallings**

Stallings Storage, Inc.  
Greenville, NC

## MEET THE EDUCATION AND CONVENTION COMMITTEES

The NCSSA thanks our board members for their contributions with planning the 2022 convention. We hope you take new ideas back to your businesses to make them even more successful.

### Convention Committee



CYNTHIA ASHBY  
Chair

MARTHA HEATH  
Committee Member

LYNN SYKES  
Committee Member

### Education Committee



LYNN SYKES  
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LINDA R. BRANCH  
Committee Member

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Committee Member

## STATE ASSOCIATION MANAGEMENT

**Self Storage Association**

State Association Management  
1001 North Fairfax Street, Suite 505, Alexandria, VA 22314  
703-575-8000 | [NCSSAExecDir@selfstorage.org](mailto:NCSSAExecDir@selfstorage.org)





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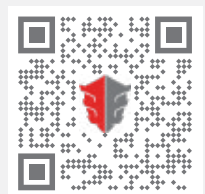


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# NCSSA 2022 CONVENTION & TRADE SHOW



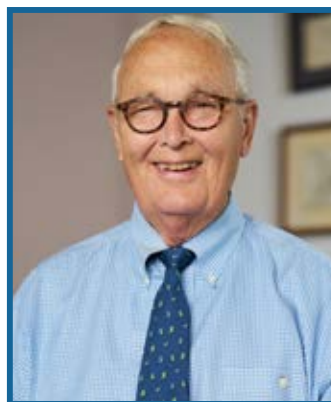
## Inaugural

Each year NCSSA recognizes some of the North Carolina Self Storage owners/operators/vendors/organizations/managers that have gone above and beyond and helped shape our industry in North Carolina by nominating them for the NCSSA Hall of Fame. Nominees are pioneers, innovators, respected entrepreneurs, great leaders, or hard workers willing to help anyone to improve the self storage industry. NCSSA is pleased to announce our first Hall of Fame members.



**CINDY ASHBY**

Dynamics SS Solutions Inc.



**STEPHEN BENSON**

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Morningstar Storage



**ROBERT HIGH**

Robert High Development  
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### CONTACTS

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D: 813.559.2005 | C: 727.239.3882 F: 813.839.7330

#### JOEL WILLIAMS










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C: 813.600.8375 | F: 813.839.7330





# CONFERENCE SCHEDULE (subject to modification)

## THURSDAY, NOVEMBER 10

9:00AM – 10:30AM	<b>TRADE SHOW SETUP</b>	Symphony 1-4
9:00AM	<b>REGISTRATION OPEN</b> <b>EVENT SPONSORS</b>  FranklinStreet  JANUS  rhombus  Verkada  METROLINA Bags sponsored by  U-HAUL           Lanyards sponsored by  TBS TRACHTE Notebooks sponsored by  BETCO	Carolina A & C Foyer
10:30AM – 12:30PM	<b>TRADE SHOW OPEN</b>	Symphony 1-4
11:45AM – 12:30PM	<b>LUNCH</b>	Symphony 1-4
12:30PM – 1:00PM	<b>WELCOME</b> <b>Kevin Leebrick</b> , My Storage Ops, NCSSA President <b>NCSSA INAUGURAL HALL OF FAME INDUCTIONS</b>	Carolina A & C
1:00PM – 2:00PM	<b>OWNERS PANEL</b> <b>Cindy Ashby</b> , Dynamic SS Storage Solutions; <b>Tana Bryant</b> , Copper Storage Solutions; <b>Tommy Nguyen</b> , StoragePug (moderator); and Lynn Sykes, Storage Asset Management What burning questions do self storage owners have these days? Join this panel of owners as they talk about the issues that are keeping them up at night.	Carolina A & C
2:00PM – 2:15PM	<b>BREAK</b> Sponsored by  PTI SECURITY SYSTEMS	
2:15PM – 3:00PM	<b>CONCURRENT SESSIONS</b> <b>CONCURRENT #1</b> <b>THE INSIDER'S GUIDE TO FINANCING YOUR SELF STORAGE PROPERTY</b> <b>Gregory Porter</b> , Summit Real Estate This session will provide current and prospective self storage owners with actionable advice to improve their mortgage financing terms. It will include an overview of mortgage financing options available to self storage owners including traditional commercial bank loans, SBA financing, life insurance financing, and CMBS (or Commercial Mortgage-Backed Securities). Gregory will describe the pros and cons of each option available and circumstances where each mortgage loan product is ideal.	Carolina A & C

*concurrent sessions continued on page 12*

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# HAVE YOU RAISED YOUR RENTAL RATES?



TIMES CHANGE, AND YOUR  
RATES SHOULD TOO.

If your self-storage facility looks like an old jalopy from the 50s, it's time to restore it so you can **ATTRACT NEW CUSTOMERS**, **CHARGE HIGHER RENTAL RATES**, and **INCREASE YOUR INCOME**.

Learn how you can renovate your self-storage facility today  
and start making more revenue than ever before.





# CONFERENCE SCHEDULE (subject to modification)

## THURSDAY, NOVEMBER 10 (continued)

2:15PM – 3:00PM

### CONCURRENT SESSIONS (CONTINUED)

CONCURRENT #2

Carolina D

#### THE 12Cs OF SOCIAL MEDIA MARKETING

**Jessica Johnson**, SBOA

Social media marketing can be very powerful for your self storage business if executed properly. It helps build sales, builds brand loyalty, can influence buying decisions, increase online reviews and more. With a strong social media strategy and the ability to create engaging content, you can engage and grow your following organically and rapidly. By the end of this session, you will have a clear roadmap to take back to your business and implement.

CONCURRENT #3

Carolina E

#### WHAT'S NEXT? REMOTE? MANNED? HYBRID?

**Cindy Ashby**, Dynamic SS Storage Solutions; **Linda Branch**, Storage Solutions LLC; **Jacob Mortensen**, 10 Federal Self Storage; and **Gavin Shields**, Stora

Join this group of self storage pros as they discuss what we've learned and where technology has taken us in regard to self storage operations, both here and abroad.

3:00PM – 3:15PM

### BREAK

Sponsored by



3:15PM – 4:00PM

### CONCURRENT SESSIONS

CONCURRENT #1

Carolina A & C

#### VALUATIONS: WHAT YOU NEED TO KNOW BEFORE BUYING OR SELLING IN TODAY'S MARKET

**Jane Sauls**, Sauls Storage Group

Gain an understanding of your facility's present value and the variables that impact the future valuation. Discuss the trends and threats of today's economic cycle and how that aligns with your strategic plan.

CONCURRENT #2

Carolina D

#### SELF STORAGE MARKETING IN 2023 AND BEYOND

**Sarah Beth Johnson**, Universal Storage Group

Marketing your self storage business is more important than ever now that we're entering a more competitive environment. Join Sarah Beth as she talks about strategies and tactics to make sure you stand out against your competitors.

CONCURRENT #3

Carolina E

#### CONSTRUCTION PANEL – BOAT & RV, NEW CONSTRUCTION AND RENOVATIONS

**Steve Hajewski**, Trachte; **Travis Lawhorne**, Janus International; and **Matt Maurer**, Betco

Join this trio of construction and development experts as they discuss what's new in Boat & RV Storage, new construction and facility renovations.

4:00PM – 5:00PM

### TRADE SHOW WITH COCKTAILS

Symphony 1-4

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5:00PM – 7:00PM

### RECEPTION AND LIGHT FARE & COCKTAILS

Craft City Social Club

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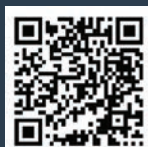
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# CONFERENCE SCHEDULE (subject to modification)

## FRIDAY, NOVEMBER 11

7:00AM

### REGISTRATION OPEN

Carolina A & C Foyer

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7:00AM - 8:00AM

### BREAKFAST BUFFET

Carolina A & C

Sponsored by  PTI SECURITY SYSTEMS

8:00AM - 9:45AM

### TRADE SHOW OPEN

Symphony 1-4

9:45AM

### EXHIBITOR BREAK DOWN

Symphony 1-4

9:45AM - 10:30AM

### TECHNOLOGY PANEL

Carolina A & C

**Jon Loftin**, OpenTech Alliance; **Tommy Nguyen**, StoragePug; and **Mason Shaw**, KISS Storage Solutions

The next generation of self storage demands automation and the integration of technology into our day-to-day operations. In this session, we'll discuss why and how we can make that happen and the new technology tools in the market that will help you get there.

10:30AM - 10:45AM

### BREAK

Sponsored by  PTI SECURITY SYSTEMS

10:45AM - 11:30AM

### ROUNDTABLES

Carolina A & C

Join us as we have a number of topics of interest to owners, operators and managers of self storage facilities. You'll be handed a list of roundtables onsite so you can select those where the discussion will benefit you most. We will ring the bell at 12-minute intervals to allow you time to 'table-hop' and participate in 3 different table discussions during this session.

11:30AM - 11:45AM

### BREAK

Sponsored by  PTI SECURITY SYSTEMS

11:45AM - 12:45PM

### CLOSING GENERAL SESSION

Carolina A & C

#### NC LEGAL UPDATE

**Jeffrey Greenberger**,  
Greenberger & Brewer LLP



Join self storage legal expert Jeffrey Greenberger as he answers your questions about e-signatures, what to do when someone's living in one of your units and other hot legal topics you need to know.

**50-50 RAFFLE** for cash and prizes to benefit **StorageGives**

12:45PM

### GRAB N GO SNACKS

Carolina A & C Foyer



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## NON-SOLICITATION POLICY

Policy of SSA Managed States

While the NCSSA welcomes non-exhibiting vendors who have paid an admission fee to our trade show, all SSA managed states have a policy.

Non-exhibiting vendor companies may not solicit business via distribution of any materials, including but not exclusively, printed materials or handouts, on the NCSSA trade show floor. Also, non-exhibiting vendor companies may not conduct meetings and/or presentations within the trade show facility and surrounding premises owned by said facility during trade show hours.

Exhibiting vendors, NCSSA members, and staff who witness such activity are asked to gather printed materials and/or event invitations and provide them to NCSSA staff, showing that a direct violation of this policy is about to take place or has taken place.

Any violation of this policy will result in an invoice and charge equal to the fee for one exhibit table being submitted for payment by the offending member/organization. The offending individual or company shall be banned from any future NCSSA activities until said invoice is paid in full. Alternatively, NCSSA may charge the non-exhibiting vendor's credit card for the booth fee without providing any further notice to the non-exhibiting vendor. The non-exhibiting vendor consents to the credit card charge and agrees not to make a chargeback request related to such charge. □



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Reports  
Discounts  
Insurance  
Settings

#### How you're doing

Revenue this month	LAST
<b>\$7.97K</b>	<b>\$8.71K</b> +23%
Expected	CAGR: 10.90K
Revenue	
MOVES IN	SQ FT MOVE IN THIS MO
6	+567
Last month: 22	Last month: 794



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# NCSSA 2022 CONVENTION & TRADE SHOW

## NORTH CAROLINA SELF STORAGE ASSOCIATION ANTITRUST POLICY

Policy of SSA Managed States

It is the unqualified policy of the North Carolina Self Storage Association (NCSSA) to conduct its operations in strict compliance with the antitrust laws of the United States. The NCSSA antitrust policy prohibits any discussions which may constitute or imply an agreement or understanding concerning:

1. prices, discounts, or terms or conditions of sale;
2. profits or profit margins or cost data;
3. market shares, sales territories or markets;
4. allocation of customers or territories;
5. selection, rejection or termination of customers or suppliers;
6. restricting the territory or markets in which a company may resell products;
7. restricting the customers to whom a company may sell; or
8. any matter which is inconsistent with the proposition that each owner, operator, manufacturer, wholesaler and distributor must exercise its independent business judgment in pricing its services or products, dealing with its customers and suppliers and choosing markets in which it will conduct business. □



### SAVE THE DATE 2023 NCSSA EVENTS

**February 6-7, 2023**

**NCSSA FEBRUARY SEMINAR**

The Inn on Biltmore Estate • Asheville, NC

**May 8, 2023**

**NCSSA MAY SEMINAR**

Safe Harbor Peninsula Yacht Club • Cornelius, NC

**August 14, 2023**

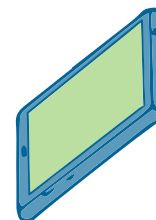
**NCSSA AUGUST SEMINAR**

The Surf Club • Wrightsville Beach, NC

**November 13-14, 2023**

**NCSSA CONVENTION & TRADE SHOW**

Embassy Suites Research Triangle • Cary, NC







RENEW  
for 23



RENEW BY  
DECEMBER 31, 2022!

## NCSSA 2023 RENEWALS *DELIVERED TO YOUR INBOX*

Check your inbox for an email from [NCSSAExecDir@selfstorage.org](mailto:NCSSAExecDir@selfstorage.org)  
with your 2023 membership renewal.

*(Make sure to check your spam folder if you do not see it in your inbox)*

Follow the link in the email that says **CLICK HERE to Pay Your 2023 Dues**

The link will take you to the website where you can follow these steps  
to complete your membership renewal:

- Enter your contact information and click “Next”
  - Check and confirm your contact information and dues and click “Submit”
  - Select how you would like to make payment; online with a credit card or by mailing a check to NCSSA
  - Click the “Checkout” button where you will either:
    - Enter your credit card information and pay online OR
    - Print your confirmation and mail a copy with your check to:  
NCSSA 1001 N. Fairfax St., Ste. 505, Alexandria, VA 22314
- (NOTE: Your renewal for 2023 will not be complete until we have received your payment)*

Need help with your log in, adding facilities...

**[NCSSAExecDir@selfstorage.org](mailto:NCSSAExecDir@selfstorage.org)**



## EXHIBIT HALL





# EXHIBITOR TABLE NUMBERS

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# EXHIBITOR INFORMATION *(subject to modification)*

## **ABSOLUTE STORAGE MANAGEMENT, Inc.**

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[ABSOLUTEMGMT.COM](http://ABSOLUTEMGMT.COM)

Jasmin Jones | [jasmin.jones@absolutemgmt.com](mailto:jasmin.jones@absolutemgmt.com) | 678.779.1978

Absolute Storage Management, Inc. (ASM), founded in 2002, is a leading provider of self storage solutions in the United States. From our headquarters in Memphis, TN, our company specializes in third-party facility management for owners and operators of self storage properties. In addition, we have regional offices located in Nashville, Atlanta, Jackson and Charlotte.



## **ACCESS CONTROL TECHNOLOGIES**

TABLE# **56**

[ACCESSCONTROL.TECH](http://ACCESSCONTROL.TECH)

Randy Huber | [randy.huber@accesscontrol.tech](mailto:randy.huber@accesscontrol.tech) | 704.660.8310

Access Control Technologies is an integrator of access control systems and solutions we will enhance your facility through faster gate entry operations, smartphone remote access applications, and touchless Bluetooth point of entry solutions. These technologies help our clients to continue to lead the race of winning new business and maintain long term customer loyalty. We offer a complete range of services and will take your project from conception to completion, maintaining the highest standard.



## **ARGUS**

TABLE# **26**

[ARGUS-SELFSTORAGE.COM](http://ARGUS-SELFSTORAGE.COM)

Jamey Cox | [jcox@selfstorage.com](mailto:jcox@selfstorage.com) | 704.995.9168

Since 1994, Argus Self Storage Advisors has been the only national network of commercial real estate brokers who specialize in self storage properties. Argus assists buyers and sellers of self storage real estate by combining the knowledge and expertise of a local advisor with the bandwidth to provide national exposure through our sales and marketing program. Argus has completed over \$5 Billion in transaction volume and voted best brokerage 12 years running in ISS best of business voting.



## **BETCO, Inc.**

TABLE# **53**

[BETCOINC.COM](http://BETCOINC.COM)

John Barnard | [sales@betcoinc.com](mailto:sales@betcoinc.com) | 800.654.7813

BETCO in, Statesville, NC, is a single source self storage manufacturer offering consultative sales, as well as, design, manufacture and installation of single, bi-level and multi-story climate-controlled buildings, conversions, refurbishing of older facilities, boat and RV buildings, portables, roofing solutions and component sales. BETCO offers the best warranties in the self storage industry. Since 1984, BETCO has designed and constructed more than 60 million square feet of storage buildings.



## **BOXWELL, LLC**

TABLE# **43**

[BOXWELL.CO](http://BOXWELL.CO)

Lisa Maloney | [lisa@boxwell.co](mailto:lisa@boxwell.co) | 720.853.2052

Boxwell is a B2B manufacturer of durable, movable storage units. Our product speaks for itself, and every detail along the way matters. From our first phone call to the finished install and onto the next order, we want our customers to have the best experience. We produce our relocatable self storage units at 100% Boxwell-owned facilities in China and the USA. With innovation, compassion, and perseverance, anything is possible! Take your storage business to the next level with Boxwell.



## **CALLPOTENTIAL**

TABLE# **57**

[CALLPOTENTIAL.COM](http://CALLPOTENTIAL.COM)

Alissa Stoeckel | [sales@callpotential.com](mailto:sales@callpotential.com) | 877.552.2557

CallPotential is the self storage industry's #1 Communication Platform and an 8x Best of Business award recipient. Experience relevant, contextual information at your managers' fingertips for highly personalized interactions. CallPotential customers close leads faster, reduce past due rent, power their internal call centers, and more with automation, a best-in-class CRM, and the deepest property management software integration in the self storage industry.





## COMPASS BUILDING SYSTEMS

TABLE# 41

[COMPASSBUILDING.COM](http://COMPASSBUILDING.COM)

Jeff Morgan | [jeff@compassbuilding.com](mailto:jeff@compassbuilding.com) | 678.618.7850

From Concept to Reality, it's the direction in Self Storage. Experience is the difference. Compass Building Systems continues to be a leader in the storage industry and has been for the past 20 plus years. Looking for single level buildings, Bi-Level buildings, multi-story buildings, Mezzanine systems or Boat and RV buildings, let our experienced people show you how Compass Building Systems can help. We will partner with you and stay involved from start to finish.



## COPPER STORAGE MANAGEMENT

TABLE# 59

[COPPERSTORAGEMANAGEMENT.COM](http://COPPERSTORAGEMANAGEMENT.COM)

Tess Toth | [tess@coppersm.com](mailto:tess@coppersm.com) | 571.277.9299

Copper Storage Management's mission is to help self storage facility owners and operators run their properties at maximum efficiency. To do so, we partner with our clients to develop customized self storage management solutions, capitalizing on areas of unique opportunity for each facility. Today, our team of industry experts have helped over 100 facilities grow revenue while maintaining customer satisfaction.



## COST SEGREGATION SERVICES, INC.

TABLE# 51

[KEITH-MANGUM.CSSISTUDY.COM](http://KEITH-MANGUM.CSSISTUDY.COM)

Keith Mangum | [kmangum@cssi-associate.com](mailto:kmangum@cssi-associate.com) | 678.687.6347

It's Your Money, Keep More of It! \*Are you aware of the income tax savings available to you as a self storage owner? \*With the application of IRS Approved Tax Strategies, your savings will amount to 6%-9% of your building costs. Example, \$1 million building cost = \$60,000 - \$90,000 income tax savings. \*Also, if you have done renovations or significant repairs, you can save even more money. \*\*Take your money out of the U.S. Treasury and put to work for you!



## CUBESMART

TABLE# 13

[CUBESMART.COM/SELF-STORAGE-MANAGEMENT](http://CUBESMART.COM/SELF-STORAGE-MANAGEMENT)

Guy Middlebrooks | [grpManagementWebLeads@cubessmart.com](mailto:grpManagementWebLeads@cubessmart.com) | 800.663.5330

CubeSmart Management provides all-inclusive, professional self storage management services. Partner with us and benefit from extensive self storage operational experience and success that has been proven in more than 1250+ facilities nationwide. Whether you are an owner, a developer or investor in self storage facilities, we can help propel your business performance and maximize the value of your investment. Call us to learn more about how we can help you achieve your goals.



## EAST COAST METAL RESTORATIONS, LLC.

TABLE# 16

[ECMRLLC.COM](http://ECMRLLC.COM)

Bill Panzetta | [info@ecmrlc.com](mailto:info@ecmrlc.com) | 864.616.7117

East Coast Metal Restorations, LLC is a self storage service-based company that provides restoration work of metal roll up doors, siding etc. We make your aged facility look like it is new. We use Everbrite Protective Coating to bring the luster and shine back! Visit [www.ecmrlc.com](http://www.ecmrlc.com) for more information.



## FRANKLIN STREET

TABLE# 5

[FRANKLINST.COM](http://FRANKLINST.COM)

Joel Williams | [joel.williams@franklinst.com](mailto:joel.williams@franklinst.com) | 813.600.8375

Franklin Street, founded in 2006, is a full service commercial real estate firm focused on the self storage industry. Our experienced professionals work in collaboration to deliver cutting edge solutions for owners, developers, operators, and investors in this fast-emerging real estate market. We are the only fully integrated firm that delivers all the products related to selling, purchasing, management, financing and insuring self storage properties across the USA.



# EXHIBITOR INFORMATION *(subject to modification)*

## THE GORMAN SELF STORAGE GROUP - MARCUS & MILLICHAP

TABLE# 17

[GORMANSELFSTORAGEGROUP.COM](http://GORMANSELFSTORAGEGROUP.COM)

Stacey Gorman | [GormanTeam@MarcusMillichap.com](mailto:GormanTeam@MarcusMillichap.com) | 678.808.2734

The Gorman Self storage Group is based out of Atlanta, GA covering the southeast for Marcus & Millichap. Founded and led by Senior Managing Director Stacey Gorman, the five-agent team has closed over \$1 billion in sales since 2010. The Gorman Group specializes in bringing value from initial acquisition, growth strategies, and refinancing options to ultimately maximizing your return upon the final sale of the property including 1031 exchanges. We are licensed in GA, NC, SC, TN, and FL.

**Marcus & Millichap**  
THE GORMAN  
SELF-STORAGE GROUP

## JANUS INTERNATIONAL GROUP

TABLE# 2

[JANUSINTL.COM](http://JANUSINTL.COM)

Suzanne Reitz | [marketing@janusintl.com](mailto:marketing@janusintl.com) | 770.562.2850

Janus International is the leading global manufacturer and supplier of turn-key self storage building solutions including roll up and swing doors, hallway systems, and premium relocatable storage units. Janus also has a technology division (Noke Smart Entry) offering a full suite of award-winning smart entry and access control products, including Bluetooth smart locks, mobile entry and monitoring apps, and smart keypads. Visit [JanusIntl.com](http://JanusIntl.com) to learn more!



## KISS SOLUTIONS

TABLE# 55

[KISSOLUTIONSUSA.COM](http://KISSOLUTIONSUSA.COM)

Robert Kapp | [rob@kissolutionsusa.com](mailto:rob@kissolutionsusa.com) | 919.444.9014

At Keep It Simple Storage we build software solutions to help you address your biggest pains that come with running self storage facilities. We partner with you to make your operation more efficient, profitable, fun, and just plain simple.



## LIVE OAK BANK

TABLE# 50

[LIVEOAKBANK.COM/SELF-STORAGE](http://LIVEOAKBANK.COM/SELF-STORAGE)

Amber Crucian | [amber.crucian@liveoak.bank](mailto:amber.crucian@liveoak.bank) | 910.798.1217

Live Oak will support you with customized loan products focused on your success. With a fusion of extraordinary service and expertise, our team embraces a creative approach to solving problems and surpassing goals. We understand the nuances of your business model and will help you avoid costly mistakes. This is more than just your day job—it's who you are. Let's craft a loan solution that will help you thrive.



## LOCAL LOCKER STORAGE

TABLE# 36

[LOCALLOCKER.COM/THIRD-PARTY-MANAGEMENT](http://LOCALLOCKER.COM/THIRD-PARTY-MANAGEMENT)

Peter Smyth | [peter@locallocker.com](mailto:peter@locallocker.com) | 443.257.2055

Local Locker Third Party Management allows self storage owners to outsource their entire property management function, including customer service, lien & auction management, web development, marketing and more.



## LOCKERFOX

TABLE# 33

[LOCKERFOX.COM](http://LOCKERFOX.COM)

Peter Allen | [support@lockerfox.com](mailto:support@lockerfox.com) | 704.251.0644

Lockerfox brings powerful features and awesome support to your auction process, delivering reliable online storage auctions to your facilities every time. We combine leading-edge web technologies with a clean and simple user interface to bring an exceptional online storage auction platform to your business. With user management and reporting features built specifically for both large operators and single locations, you'll love using Lockerfox to run your auctions.







## MAKORABCO

TABLE# 40

[MAKORABCO.COM](http://MAKORABCO.COM)

Chad Gattis | [info@makorabco.com](mailto:info@makorabco.com) | 833.625.6463

MakoRabco is the award-winning leader in designing, supplying and installing self storage facilities. In March 2022, MakoRabco launched–The Edge You Need–the driving force behind the company's more than 30 years of experience. In 2021, Mako Steel, founded in 1993 and headquartered in Carlsbad, California, joined forces with Rabco Enterprises of Winter Garden, Florida, established in 1988, strengthening MakoRabco's nationwide leadership in self storage building solutions.



## METROLINA BUILDERS

TABLE# 4

[METROLINABUILDERS.COM](http://METROLINABUILDERS.COM)

Matt Williams | [mwilliams@metrolinabuilders.com](mailto:mwilliams@metrolinabuilders.com) | 704.553.0834

Since 1972, Metrolina Builders has provided Design-Build and General Contracting services throughout the Carolinas, with a heavy emphasis in the self storage market. As a leader in design and construction of Self Storage facilities, Metrolina is uniquely positioned to help clients navigate current market challenges by being involved early in the design phase of projects to combat rising costs and supply chain disruptions.



## MIDCOAST PROPERTIES, INC.

TABLE# 23

[MIDCOASTPROPERTIES.COM](http://MIDCOASTPROPERTIES.COM)

Michael Morrison | [info@midcoastproperties.com](mailto:info@midcoastproperties.com) | 843.342.7650

Midcoast Properties, Inc. is a leading broker of self storage properties in the Southeast. Brokerage services are available in NC, SC, AL, and GA. Midcoast Properties has specialized in the sale of self storage facilities in the Southeast for over 20 years. We appreciate the relationships we have built over the years and welcome the opportunity to build new ones. Contact us to arrange a personal conversation to discuss how we can support your investment goals and objectives.



## OPENTECH ALLIANCE

TABLE# 54

[OPENTECHALLIANCE.COM](http://OPENTECHALLIANCE.COM)

Shari Klein | [sales@opentechalliance.com](mailto:sales@opentechalliance.com) | 800.553.1593

OpenTech Alliance is your trusted partner in self storage. Partner with us to build a storage operation backed by powerful tools that help you find customers, drive rentals and manage your day-to-day business. Our industry-leading portfolio of 10+ products provide practical solutions to tenant and operator challenges. Exclusively designed for the self storage industry, you'll get the tools you need to start, run and grow your business, from custom solutions to connections to your favorite.



## PRO STEEL BUILDINGS, LLC

TABLE# 37

[BUILDPROSTEEL.COM](http://BUILDPROSTEEL.COM)

Bradley Curtis | [Perry brad@buildprosteel.com](mailto:Perry brad@buildprosteel.com) | 866.384.2119

Pro Steel Buildings is the premier supplier of self storage design and metal buildings and hallway systems. It takes top notch customer service to be the best at what we do. We understand that the client's needs are paramount to our success.



## PTI SECURITY SYSTEMS

TABLE# 22

[PTISECURITY.COM](http://PTISECURITY.COM)

Jennifer Holt | [sales@ptisecurity.com](mailto:sales@ptisecurity.com) | 480.257.2600

PTI Security Systems is the leader in access control and security for the self storage industry, and to date, has over 30,000 installations in more than 30 countries. PTI provides the most innovative, durable, and reliable security products on the market today, and offers a wide range of integrated security solutions, including keypads, wired and wireless door alarms, powerful security software, and mobile apps for both renters and facility staff.





# EXHIBITOR INFORMATION *(subject to modification)*

## RAPID BUILDING SOLUTIONS

TABLE# 39

[RAPIDBUILDINGSOLUTIONS.COM](http://RAPIDBUILDINGSOLUTIONS.COM)

David Rumph | [David@rapidbuildingsolutions.com](mailto:David@rapidbuildingsolutions.com) | 407.347.9614

Rapid Building Solutions (Southern Gate & Security) provides a full range of services with unmatched quality and design for all your self storage project needs. From maximizing site utilization for commercial development to on-demand personal mini storage and rigid frame warehouse design, we offer a full line of durable and customized steel self storage buildings. Let our experts talk with you about your needs today.



## RHOMBUS

TABLE# 1

[RHOMBUS.COM](http://RHOMBUS.COM)

Rhombus Sales Team | [sales@rhombussystems.com](mailto:sales@rhombussystems.com) | 877.746.6797

Rhombus brings modern simplicity to the world of enterprise physical security. By combining powerful hardware with easy-to-use software, organizations can automate and manage their security from anywhere around the world. Trusted by cities, school districts, and Fortune 500 companies—Rhombus delivers an all-in-one security solution to help organizations see, manage, and respond to threats in real-time. Learn more at [www.rhombus.com](http://www.rhombus.com)



## SAFESTOR TENANT INSURANCE / PONDEROSA

TABLE# 48

[PONDEROSAINSURANCE.COM](http://PONDEROSAINSURANCE.COM)

Tim Seehawer | [safestor@ponderosainsurance.com](mailto:safestor@ponderosainsurance.com) | 866.303.3990

The ultimate storage Insurance! Half the cost of the competition. When your tenant insurance costs less, you increase your rental income. Have confidence that your tenant's claims are handled to satisfaction.



## STORA

TABLE# 35

[STORA.CO](http://STORA.CO)

Mark Dawson | [mdawson@stora.co](mailto:mdawson@stora.co) | 415.449.8669

Stora's cloud based sales and facility management software is powering a new era in self storage with world-class automation that makes operator and customer lives instantly easier. From the initial lead to that last rental day, we simplify your entire booking, payment, and admin process from days of effort per customer to mere minutes. Need a website too, Stora can provide a fast and modern website to get your self storage business started quickly and with no extra hidden costs or set up fees.



## STORAGEAUCTIONS.COM

TABLE# 24

[STORAGEAUCTIONS.COM](http://STORAGEAUCTIONS.COM)

Donna Morgan-Esquivel | [donna@StorageAuctions.com](mailto:donna@StorageAuctions.com) | 866.944.8530

StorageAuctions.com allows customers and self storage unit buyers to purchase and bid on online storage unit auctions. This real-time, updated sale allows for constant bidding throughout the entire process. To keep you compliant with your state lien laws StorageAuctions.com offers a "Timeline Guarantee." Learn how the power of the internet can change your auctions.



## STORAGE GIVES

TABLE# 25

[STORAGEGIVES.ORG](http://STORAGEGIVES.ORG)

Lonnie & Jacci Bickford

For over 23 years, Lonnie Bickford has owned and operated over nine different self storage related businesses. In 2016, he entered the online self storage auction arena with StorageAuctions.com. Having come out of retirement to run a new start-up, Lonnie wanted to accomplish one thing: to use his business to serve a bigger purpose. When he decided to start StorageAuctions.com, it was with the intention that one day, its revenue would be able to support different causes and lift up those in need.





## STORAGEPUG

TABLE# 38

STORAGEPUG.COM

Tommy Nguyen | hello@storagepug.com | 865.240.0295

StoragePug helps self storage operators attract more tenants and rent more units with made-for-storage websites, online tools, and data dashboards. With websites that work – for you, your managers, and your customers –and lightning-fast customer service, we let you focus on what matters!



## STORAGE SHIELD TENANT PROTECTION

TABLE# 44

STORAGE-SHIELD.COM

Damon Emerson | damon@storage-shield.com | 717.870.9572

Service based Tenant Protection Program providing live training, forms, support and transparency.



## STORAGE STRUCTURES

TABLE# 32

STORAGESTRUCTURESINC.COM

Kevin Neal | kevin@storagestructuresinc.com | 877.456.1602

Storage Structures is a dedicated nationwide team of construction experts who specialize in the design, supply, and installation of primary framing structures for the self storage industry. Throughout our history, we have constructed hundreds of self storage facilities including multi-story, bi-level, single-story, mezzanine systems, and boat and RV storage. Our patented and nationally scalable Alpha Framing System enables us to frame multi-story structures up to 3x faster while eliminating the concrete staining found with other framing methods. Our mission is to be ON-SITE, ON-SCHEDULE, ALL THE TIME. Let us help you design your next building.



## STORAGE STUDY

TABLE# 45

STORAGESTUDY.COM

Logan Broyles | logan@storagestudy.com | 804.335.8498

StorageStudy provides high value, comprehensive consulting services to self storage owners and developers. Since 2006, StorageStudy has conducted feasibility studies in scores of unique markets. With an extensive and in-depth consulting approach, StorageStudy is committed to helping its clients make the best investment decisions during each phase of the self storage development process.



## TENANT, INC.

TABLE# 27

TENANTINC.COM

Bruce Heverly | sales@tenantinc.com | 949.894.4500

Tenant Inc. is a self storage platform built by, and tailored for, storage operators. We understand what you need and we value what you value. We make software to make your businesses more efficient and profitable. We give you full control of your data so you can choose who you work with without any limitations. We're leading the way with technology that operators deserve, like start-to-finish completely online rentals, and we're constantly innovating so you're always ahead of your competitors.



## THE BSC GROUP

TABLE# 58

THEBSCGROUP.COM

Adam Karnes | Akarnes@thebscgroup.com | 262.527.0528

Founded in 2009, and headquartered in Chicago, The BSC Group provides CRE financing advisory solutions whose core focus is to: Provide clients with guidance on leveraging current property investments · Offer recommendations for financing solutions that meet customers' specific capital requirements · Deliver fresh thinking that reflects the very latest market conditions. The BSC Group team members have completed more than 500 financing transactions totaling more than \$4 billion.



# EXHIBITOR INFORMATION *(subject to modification)*

## TRAC-RITE

TABLE# 47

TRACRITE.COM

Tim Schorn | tschorn@tracrite.com | 800.448.8979

Trac-Rite Door manufactures quality steel roll-up doors for a multitude of uses including self storage, residential, agricultural, and commercial. Trac-Rite is dedicated to providing customized, worry-free, low maintenance products delivered with uncompromising service. For more information about Trac-Rite and its products, please visit Trac-Rite at [www.tracrite.com](http://www.tracrite.com).



## TRACHTE BUILDING SYSTEMS

TABLE# 30

TRACHTE.COM

Steve Hajewski | Shajewski@trachte.com | 608.327.4162

Trachte Building Systems designs, manufactures, and erects a full line of durable, pre-engineered and customized steel self storage systems, including single and multi-story, door & hallway systems, micro units, interior partition and corridor, and boat/RV. Trachte is committed to helping owners make informed decisions with our knowledgeable sales team who offers advice every step of the way.



## U-HAUL SELF STORAGE AFFILIATE NETWORK

TABLE# 52

WEBSELFSTORAGE.COM

Russ Baldwin | Russ\_baldwin@uhaul.com | 602.263.6897

A one stop shop for web based management software. Featuring online rentals, reservations, contact center, 2 way text messaging, mailing services, message boards, reporting, and more!



## UNIVERSAL STORAGE GROUP

TABLE# 31

UNIVERSALSTORAGEGROUP.COM

Sarah Beth Johnson | sarahbeth@universalstoragegroup.com | 770.801.1888

We provide Management, Feasibility, Consulting, and Education services. Our award-winning professional storage counselors bring order and convenience to the storage operation. The use of our world-class marketing, sales, and operational techniques delivers solutions for consumers, clients, and associates. We pride ourselves on providing best-in-class operational results to our clients and generating superior financial results for our investors.



## VALSTON, LLC

TABLE# 46

VALSTON.COM

Carson Howe | info@valston.com | 678.733.3791

Full-service Develop, Design, Build General Contractor specializing in self storage and commercial construction across the Southeast. Valston helps your company from start to finish, every and any step of the way.



## VERKADA

TABLE# 3

VERKADA.COM

Meagan Miller | sales@verkada.com | 650.514.2500

Verkada is the leader in cloud-managed enterprise building security, enabling over 13,000 organizations worldwide to protect their people, assets and privacy. Designed with simplicity in mind, Verkada's six product lines—video security cameras, door-based access control, environmental sensors, alarms, guest, and mailroom management—provide unparalleled visibility through a single secure cloud-based software platform.



## XPS CALL CENTER SOLUTIONS

TABLE# 28

XPSUSA.COM

Sherry Miller | smiller2@xpsusa.com | 214.620.5136

XPS Solutions is the original centralized sales and support center focused on providing solutions for remote management practices for self storage properties. Starting in 2000, we pioneered the first call center solely for self storage operators. We catch your calls, create SEO solutions, provide tenant support, and deliver a best-in-class mobile application for exceptional tenant experiences. Our innovative tools and strategies impact your occupancy and your average stay.



# SELF STORAGE LEGAL NETWORK

## The SSLN Affiliate Plan

The Self Storage Legal Network\* Affiliate Plan is designed specifically for the smaller storage operator that is not a member of the national Self Storage Association but is a member in good standing of an affiliated state Self Storage Association **or** is a licensee or franchisee of a member of the national Self Storage Association.

The Plan is also designed for operators with one to three facilities. Pricing for this Plan is reduced to make it affordable for smaller operators.

The SSLN service provides storage operators with access to the legal information that they need to respond to day to day circumstances that may arise at their facilities and, most importantly, gives them tools to avoid mistakes that can lead to costly lawsuits.

The Affiliate Plan provides UNLIMITED E-mail access to the SSLN for the following annual fees:

One Facility .....	\$300
Two Facilities .....	\$375
Three Facilities .....	\$450

As an SSLN Affiliate subscriber, when you or one of your authorized employees has a question concerning self storage operations, you simply log onto the SSLN online site and ask your question. The SSLN is staffed from 8:00 am to 8:00 pm Monday through Friday and will provide a response to your inquiries within two business days. The SSLN lawyers will thoroughly address your questions and there is no limit on the number of questions you can ask.

The contact information will be sent to you upon joining the SSLN.

**For more information,  
scan the QR code:**



**\*NOT A LAW FIRM:** The Self Storage Legal Network is a legal information service and is not a law firm. The SSLN does not serve as an attorney for any Association member who subscribes, but does offer timely information on operating issues which may be experienced by its subscribers. The SSLN cannot offer advice on disputes between operators who are subscribers, nor can the SSLN represent any subscriber in a lawsuit, or engage in any communication with any person or firm with whom a subscriber may have a dispute.

*"As one of the founding members of the SSA, we greatly value the Legal Network. The response is immediate with an in-depth explanation we can understand."*

~ John Yelland  
Yelland Properties / Pouch Self Storage



Carlos Kaslow



Scott Zucker

# NCSSA 2022 CONVENTION & TRADE SHOW

# THANK YOU

TO OUR  
EXHIBITORS







*Self Storage Association*

**2023 SPRING**

*Conference &  
Trade Show*

**MARCH 8-10, 2023**

**NEW ORLEANS**  
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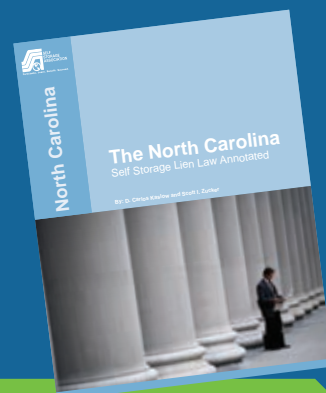
### ▣ EDUCATIONAL OPPORTUNITIES

Convention ▣ Seminars (February/May/August)

### ▣ AFFILIATION WITH THE NATIONAL SELF STORAGE ASSOCIATION (SSA)

The Self Storage Legal Network (SSLN)

### ▣ NETWORKING



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**Questions?**

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