

NCSSA 2025 CONVENTION & TRADE SHOW



NOVEMBER 3-4

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Raleigh-Durham/Research Triangle



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Build forward with impact!*



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NCSSA 2025 CONVENTION & TRADE SHOW

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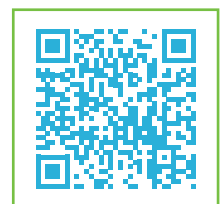
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ncssaonline.org



PRESIDENT'S MESSAGE

Welcome to the 2025 NCSSA Convention!

It is with immense pleasure and excitement that I welcome you all to **Cary, North Carolina** for our annual convention! I am truly looking forward to the incredible **education and networking opportunities** we have prepared for you over the next few days.



The Education Committee has selected the timely and inspiring theme of "**Bounce Back, Build Forward**" for this year's educational sessions. This theme was chosen in direct response to **Hurricane Helene** and the significant effect it had on the storage industry in western North Carolina. You'll hear uplifting stories from owners and operators who overcame enormous challenges, **rebuilt their facilities**, and are now moving forward with great success. We hope these powerful narratives will not only inspire you but also provide actionable insights to enhance the way you prepare for and respond to natural disasters at your own facilities.

This year's convention is packed with can't-miss events designed to recognize achievement and provide tailored learning:

- **NCSSA Hall of Fame Ceremony:** Please join us on **Monday afternoon** as we hold a special ceremony to announce and honor the **2025 inductees** to the NCSSA Hall of Fame. We look forward to celebrating their significant contributions to the self-storage industry in North Carolina.
- **New Education Tracks:** New this year, our education sessions on **Tuesday** will feature dedicated **Managers and Owners Tracks**, allowing you to dive deeper into the topics most relevant to your role.
- **Roundtable Sessions:** As always, our popular **roundtable sessions** will close out the event, providing a final chance for peer-to-peer discussion and sharing.

We sincerely hope that you walk away from the 2025 Convention feeling **energized** and ready to take what you've learned back to your facilities to enable future success.

Finally, I want to express my deepest thanks to each and every one of you who supported me this year. It has been a great honor to serve as your President.

Enjoy the convention!

Lynn Sykes, President, NCSSA

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NCSSA HARDSHIP RELIEF FUND



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When times get hard...
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NCSSA 2025 CONVENTION & TRADE SHOW

LOCATIONS & HOTEL MAP

Blowing Rock, Tanglewood & Pinehurst

BREAKFAST - Non-hotel Guests

KEYNOTE

GENERAL SESSIONS

LEGAL UPDATES

ROUNDTABLES

OWNER TRACK (TUESDAY)

Smith, Cameron & Reynolds

CONCURRENT EDUCATIONAL SESSIONS

Atrium

BREAKFAST - Hotel Guests

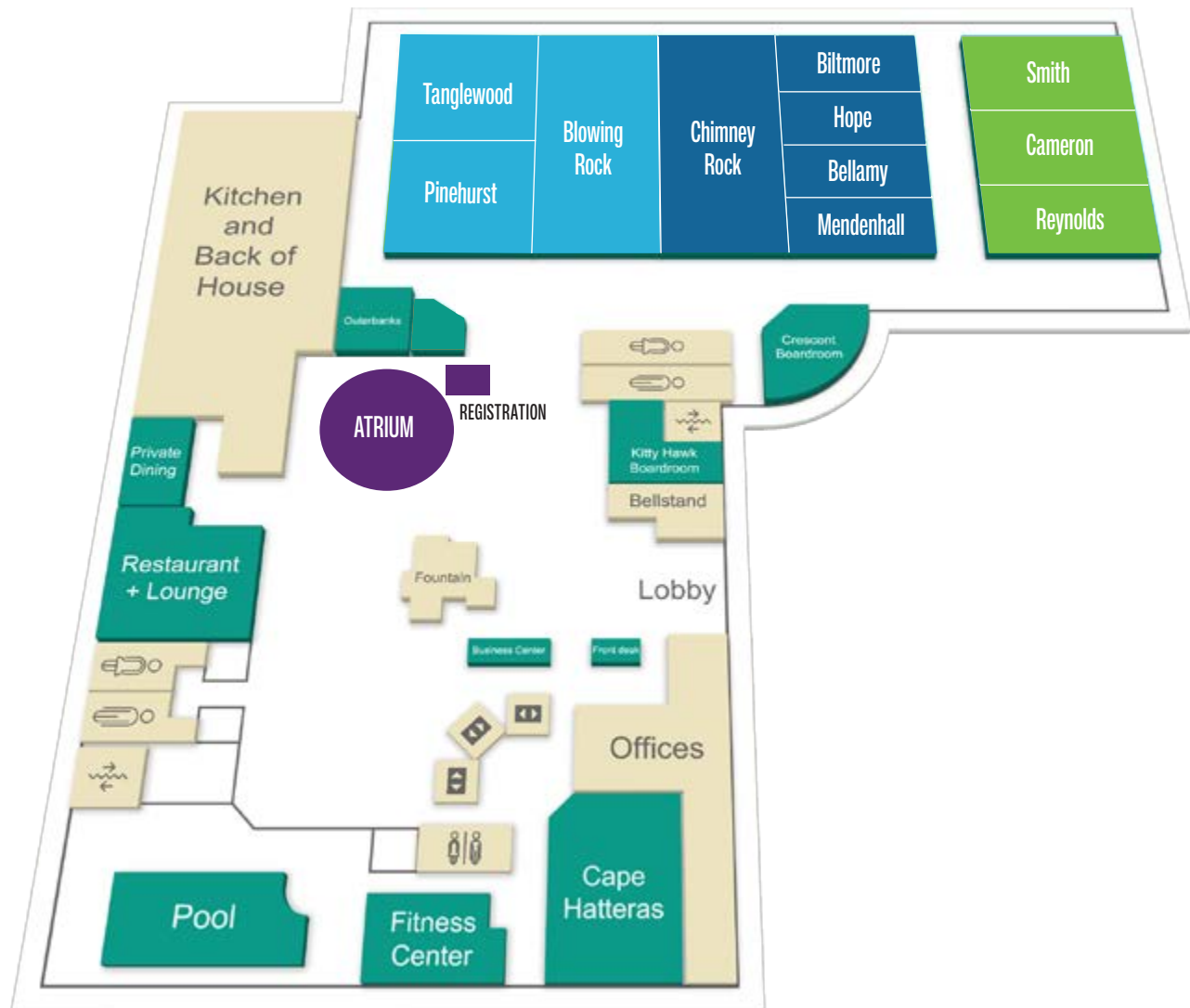
REGISTRATION

Chimney Rock, Biltmore, Hope, Bellamy & Mendenhall

TRADE SHOW

RECEPTION

MANAGER TRACK (TUESDAY)



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Management

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Owner



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NCSSA 2025 CONVENTION & TRADE SHOW

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Hal Tanner

Midcoast Properties, Inc
Goldsboro, NC

MEET THE EDUCATION AND CONVENTION COMMITTEES

The NCSSA thanks our board members for their contributions with planning the 2025 convention. We hope you take new ideas back to your businesses to make them even more successful.

Convention Committee



Cynthia Ashby

Chair

Committee Members

Martha Heath

Tripp McLean

Lynn Sykes

Education Committee



Tana Bryant

Chair

Committee Members

Mindy Hart

Kevin Leebrick

Tommy Nguyen

STATE ASSOCIATION MANAGEMENT



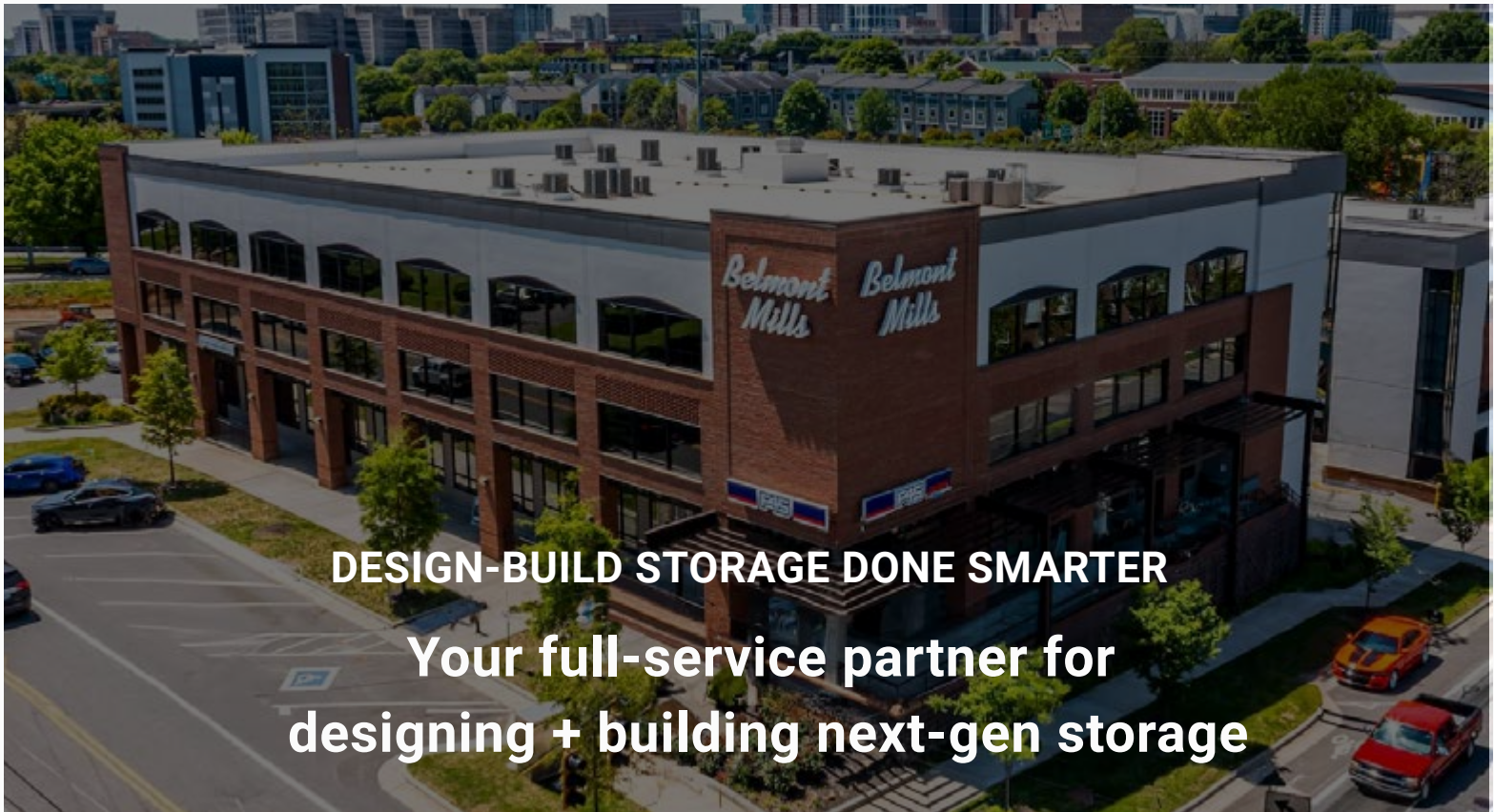
Self Storage Association

State Association Management

1001 North Fairfax Street, Suite 505, Alexandria, VA 22314
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Accountability



DESIGN-BUILD THAT DELIVERS.

LET'S TALK STORAGE
VISIT US AT BOOTH #32



NCSSA 2025 CONVENTION & TRADE SHOW



2025 Inductees

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 newest Hall of Fame members.



Kevin Leebrick My Storage Ops

In 2010, Kevin Leebrick stumbled into the storage industry and found his passion. Starting with a mid-sized self storage operator in the Charlotte market, Kevin began his career in the industry as a store manager. Kevin demonstrated the ability to increase both revenues and occupancy quickly in a highly competitive environment. In a short time Kevin became a regional operations manager of multiple locations for the company and within 3 years of starting he became an investor in his first property in Charlotte.

In 2018, at the urging of several operators in North Carolina, Kevin launched My Storage Ops, a boutique 3rd party management company. Kevin's extensive knowledge helps clients improve their operational performance and teaches them how to maximize their potential. My Storage Ops now operates 22 facilities in NC and SC, as well as GA, totaling over 6700 units and over 1,000,000sf under management.

Kevin has been a contributor to the Inside Self Storage and Self Storage Association Magazines with several articles, is a guest speaker at numerous storage conventions and has been active in the NCSSA as a board member since 2015 and was board President in 2023. In 2019, Kevin was elected to serve on the SCSSA Board of Directors as well.



Kevin Neal BuiltRite Storage Systems

Kevin is currently a partner in BuiltRite Storage Systems. He began his career in 1998 as a self storage building manufacturer sales representative and partnered in his first self storage development project in 2000. Kevin served multiple terms on the NCSSA board. He has sold over 30 million square feet of self storage buildings throughout the country, with the majority being built in North Carolina. He is a lifelong resident of NC and a graduate of High Point University with a bachelor's degree in business administration.



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CONVENTION SCHEDULE (subject to change)

Monday, November 3

10:00AM – 11:00AM

TRADE SHOW MOVE IN REGISTRATION OPEN

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall
Foyer

11:00AM – 12:45PM

TRADE SHOW OPEN

Lunch served at 12:00pm

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall

Lunch Sponsored by:



12:45PM – 1:15PM

WELCOME & NCSSA HALL OF FAME INDUCTIONS

Lynn Sykes • Storage Asset Management, NCSSA President

Blowing Rock/Tanglewood/Pinehurst

1:15PM – 2:15PM

NC LEGISLATIVE LANDSCAPE: WHAT STATE LEGISLATION IMPACTS YOUR BUSINESS

Come hear from SSA's SVP, Chief Legal and Legislative Officer Joe Doherty and state legislators discuss the latest issues in NC that you need to know about.

Blowing Rock/Tanglewood/Pinehurst



2:15PM – 2:30PM

BREAK

Break Sponsored by:



2:30PM – 3:30PM

CONCURRENT SESSIONS

CONCURRENT #1

THE POWER OF PREVENTION: PRACTICAL STRATEGIES FOR MAINTENANCE AND ASSET MANAGEMENT IN SELF STORAGE

Jessie Lamb • nodaFI

Smart operators know that maintenance isn't just about fixing what's broken, it's about protecting your assets, your revenue, and your customers' trust. This session will cover practical, real-world strategies for creating and executing maintenance and asset management plans that extend the life of your roofs, gates, HVAC systems, and other critical infrastructure.

Smith

CONCURRENT #2

REMOTE CONTROL: HOW AI IS POWERING THE NEXT GENERATION OF SELF STORAGE OPERATIONS

Mason Levy • swivl | Jake Copper • Copper Storage Management | Brian Oakley • 10 Federal

What was once considered a bold experiment – operating a facility without full-time onsite staff—is now a proven, strategic advantage. Today's leading self storage operators are embracing a new model that combines AI, automation, and remote teams to deliver exceptional tenant experiences while cutting costs and increasing operational agility. What you'll learn:

- How AI drives multi-channel remote operations, including voice, web, SMS, and email
- A behind-the-scenes look at full remote tech stacks to a centralized management model
- How to stay in control and maintain visibility across your portfolio—without needing to be onsite
- Best practices for rolling out AI and remote workflows across multiple locations

Cameron

CONCURRENT #3

NAVIGATING THE CURRENT NC SELF STORAGE FINANCING LANDSCAPE

Anne Mino • Live Oak Bank

This session will take a deep dive into diverse financing strategies. This session covers everything from traditional financing options like conventional lending and SBA programs to more creative approaches such as seller notes and self-directed IRAs. You'll gain valuable insights into the pros and cons of each method, learning how to customize a funding strategy that aligns with your goals and resources.

Reynolds

3:30PM – 3:45PM

BREAK

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mike@storagefacilitypaintingservices.com

CONVENTION SCHEDULE (subject to change)

Monday, November 3

3:45PM – 4:45PM

CONCURRENT SESSIONS

CONCURRENT #1

Smith

STUCK IN THE SLOW LANE FOR PROFITS? STORE-WITHIN-A-STORE PROFIT CENTERS

RK Kliebenstein • Self Storage LLC

Many operators today are looking for a super-highway to profits, and it all starts with understanding that self storage locations can generate far more profit than just renting the space behind the doors. This session is dedicated to unlocking the profits within your offices and front-of-house operations. Learn how to leverage store-within-a-store profit centers to generate significant new door swings and revenue. We'll explore various successful models and show you the exact steps needed to implement these ancillary businesses-like specialized retail, moving services, or other strategic partnerships-to maximize every square foot and dollar generated at your site. See you on the Auto-bahn! Attendees will leave this session able to:

- Identify and evaluate viable store-within-a-store profit centers that are successful within the self storage model.
- Develop a strategy for implementing ancillary businesses that generate new traffic and increase overall site visibility.
- Calculate the potential ROI for adding new profit centers to their existing operations.
- Convert new foot traffic from ancillary services into qualified self storage leads.

CONCURRENT #2

Cameron

STORAGE OPERATIONS AND MARKETING AI - WHAT IT MEANS TO THE CUSTOMER

Melissa Stiles • Storage Asset Management | **Andrew Capranos** • 10 Federal

This session explores how technology and artificial intelligence are reshaping both the operational backbone and customer-facing marketing of self storage. On the operations side, we will cover how automation, digital tools, and data-driven decision making improve efficiency, security, and customer convenience. On the marketing side, we will highlight how AI personalizes outreach, enhances SEO, and streamlines engagement through tools like chatbots.

Most importantly, we will frame these innovations through the customer lens, showing how they lead to greater convenience, transparency, and trust. Attendees will leave with a clear understanding of how integrated operations and marketing AI create a seamless, modern storage experience that sets facilities apart in a competitive market.

CONCURRENT #3

Reynolds

SELF STORAGE SECURITY IN 2026: WHY UNIT DOOR SECURITY IS MORE IMPORTANT NOW THAN EVER

Cody Anderson • Janus International Group

Self storage owner operators report that they've seen an explosion of criminal activity over the last 5 years, and there's a growing concern about the negative impact on not only facility revenue but also on brand reputation. With anecdotal evidence that break-ins are becoming the single largest concern for many in the self storage industry, we conducted a survey to get the pulse of the industry on security, theft and break-ins. In this session you'll learn:

- How theft and break-in claims vary by market type
- Year-over-year claims trends
- Operator-reported data on security sentiment, repeat break-ins and more
- What tools other owner operators are using to detect and deter theft

4:45PM – 6:45PM

TRADE SHOW & RECEPTION

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall

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6:45PM

TRADE SHOW MOVE OUT

2026 NCSSA FEBRUARY SEMINAR

FEBRUARY 2-3, 2026

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Online
Rentals



CONVENTION SCHEDULE (subject to change)

Tuesday, November 4

7:30AM

REGISTRATION OPEN

Foyer

8:00AM – 8:45AM

BREAKFAST

Breakfast Sponsored by:



BETCO



storogely

OWNER TRACK

Blowing Rock/Tanglewood/Pinehurst

8:45AM – 9:30AM

LIFE AFTER SELF STORAGE

Eddie Stallings | Linda Branch

Charlotte Burnette and Katherine Trainor • JP Morgan Private Bank

What happens after you sell your self storage business? In this candid conversation, two retired self storage owners join forces with two experienced wealth managers to explore the realities of life after exit. Whether you're planning an exit or just thinking ahead, this session offers practical, personal and humorous insights on building wealth, purpose, and peace of mind beyond self storage.

9:30AM – 9:45AM

BREAK

Break Sponsored by:



ROLL-UP DOOR, INC.



STEEL & METAL SYSTEMS

9:45AM – 10:30AM

THE SELF STORAGE OPERATOR'S GUIDE TO AI FOR SEO & MARKETING

Tommy Nguyen • StoragePug

In this presentation, we will explore artificial intelligence for self storage owners and operators who want to improve their marketing and search engine optimization. You'll learn practical, accessible ways to leverage AI tools to attract more customers, increase occupancy rates, and grow your business—even if you've never used AI before. Tech-savvy and marketing expertise not required!

This is a fun tour of AI's usage in self storage, perfect for operators of all experience, from newbies to industry veterans.

- What AI actually is (in plain English) and why it matters for your self storage business
- How to use AI tools to create better content for your website and social media
- Ways to improve your local SEO with AI assistance
- Simple automation techniques to save time on marketing tasks
- Practical implementation steps that don't require technical expertise
- Real-life AI prompts to turn marketing and SEO ideas into more rentals and happier customers



10:30AM – 10:45AM

BREAK

Break Sponsored by:



ROLL-UP DOOR, INC.



STEEL & METAL SYSTEMS

10:45AM – 11:30AM

DECODING DEMAND: KEY INSIGHTS FROM SSA'S LATEST DEMAND STUDY

Lynn Sykes • Storage Asset Management

What's driving today's self storage customer? Get an inside look at the latest *SSA Demand Study* findings to uncover who's renting, why they're renting, and how demand is shifting across markets. Walk away with fresh insights to guide smarter decisions in operations, marketing, and investment.



SELF STORAGE DEMAND STUDY 2025 EDITION

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Tuesday, November 4

MANAGER TRACK

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall

8:30AM – 9:15AM

TOOLS FOR SUCCESSFUL OPERATIONS

Tana Bryant • Universal Storage Group
Holly Fiorello • Storable

In this session we'll share a tool box full of topics you need to be a successful manager. We'll cover phone and in-person sales tactics, having the confidence in yourself and the knowledge of the property and your competitors to make that sale. And we'll cover useful components of AI and how to make the most of technology at your facility.



9:15AM – 9:30AM

BREAK

Break Sponsored by:



9:30AM – 10:30AM

NCSSA LEGAL SESSION

Ashley Oblinger • Zucker Weissman LP

In this session, Ashley will discuss the NCSSA lien law and the importance of reviewing your lease. He'll also answer common questions the NCSSA receives through their online Q&A site.



10:30AM – 10:45AM

BREAK

Break Sponsored by:



10:45AM – 11:30AM

OUTRANK, OUTSHINE, OUTBOOK: DRIVING GROWTH THROUGH DIGITAL MARKETING STRATEGY

Jessica Johnson • The Storage Group

In today's competitive self storage market, operational excellence alone isn't enough. As more tenants search for storage solutions online, facility leaders must ensure their properties stand out digitally to capture market share. This session is designed for those who want to turn digital marketing into a business growth engine. We'll cover the most effective strategies, from SEO, PPC, local listings, and social media to managing online reviews, and show how to align these tools with your business goals. You'll gain practical insights on how to evaluate your marketing ROI, guide your teams, and implement a cohesive digital strategy that increases lead flow, boosts occupancy, and strengthens your facility's brand position. You will leave this session equipped to:

- Developing and Leading a strong online presence that supports long-term growth
- Evaluate website performance and conversion optimization
- Leverage social media and content for brand visibility and engagement
- Manage your facility's reputation and turning reviews into a competitive advantage



FOR ALL ATTENDEES

11:30AM – 12:30PM

ROUNDTABLES

Blowing Rock/Tanglewood/Pinehurst

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 15-minute intervals to allow you time to 'table-hop' and participate in 3 different table discussions during this session.

12:30PM

GRAB N GO SNACKS

Chimney Rock/Blowing Rock Foyer



Scan the QR code and take the
2025 NCSSA Convention Survey.

Your comments help us plan our 2026 NCSSA events.

Share Your Thoughts
TAKE THE SURVEY



NCSSA 2025 CONVENTION & TRADE SHOW

Non-Solicitation Policy

Policy of SSA Managed States

While the NCSSA welcomes non-exhibiting vendors who have paid an admission fee to our conference & trade show, all SSA-managed states have a strict suitcasing policy. Non-exhibiting vendor companies may not solicit business via distribution of any materials, including but not exclusively, printed materials or handouts, on the North Carolina Self Storage convention trade show floor. Also, non-exhibiting vendor companies may not conduct meetings and/or presentations within the convention & trade show facility and surrounding premises owned by said facility during conference & 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 the North Carolina Self Storage Convention and Trade Show 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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North Carolina Self Storage Association Antitrust Policy

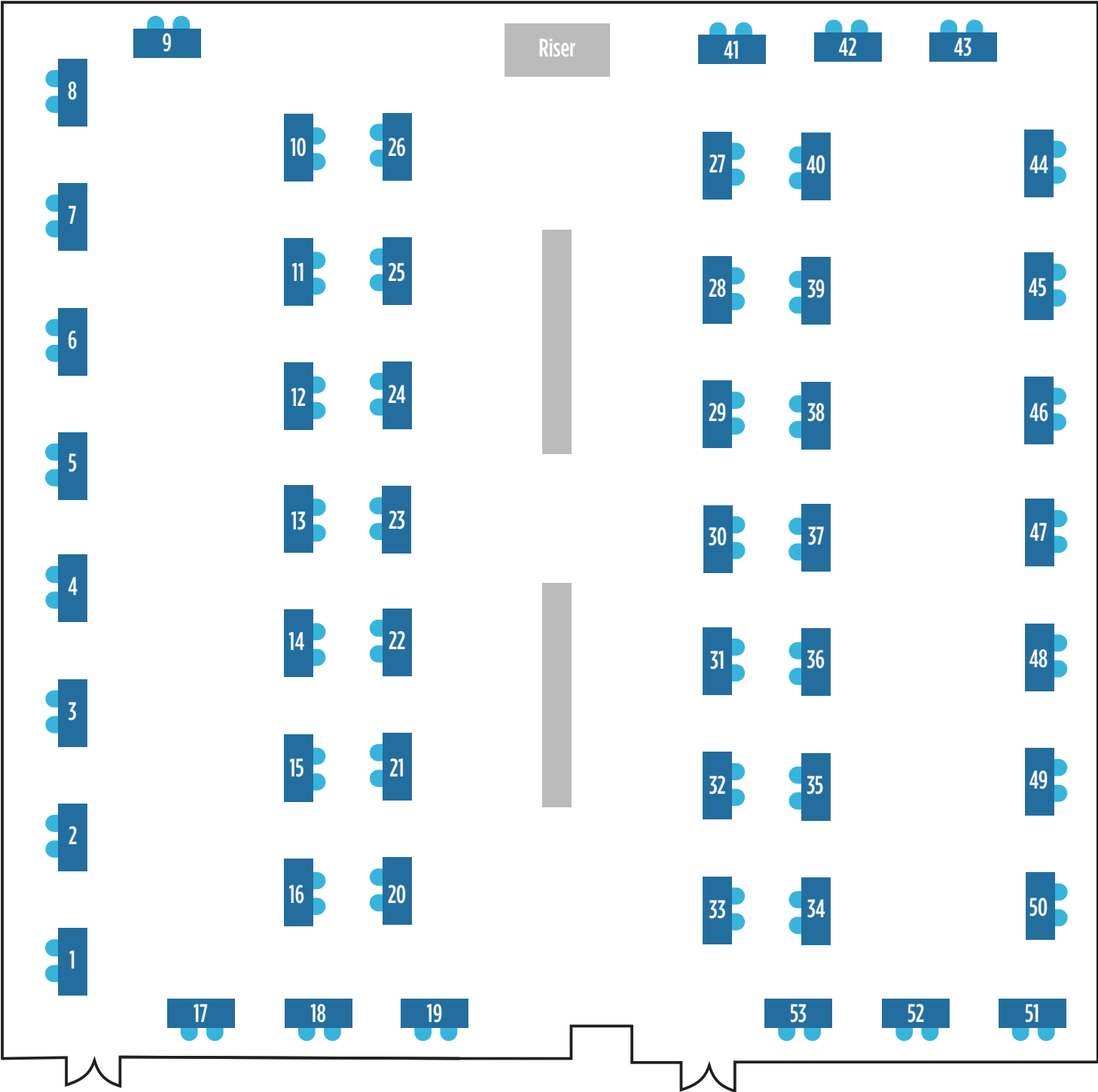
Policy of SSA Managed States

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. ▣



TRADE SHOW MAP



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*Bounce back with insights.
Build forward with impact!*

TRADE SHOW TABLE NUMBERS

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TRADE SHOW INFORMATION (subject to change)

6Storage Software Solutions

TABLE # 27

6STORAGE.COM

Michelle Otto | events@6storage.com | 314.786.3309

6Storage Software Solutions is an all-in-one platform built to maximize revenue and minimize hassle for self storage operators. From automating rentals and payments to streamlining communication and security, 6Storage simplifies operations. Manage multiple locations on-site or remotely with smart automation and a customizable dashboard. Plus, 6Storage offers tenant protection plans and 6Security access control to attract renters and boost long-term value.



Absolute Storage Management

TABLE # 50

ABSOUTASM.COM

Jasmin Allen | jasmin.allen@absolutemgmt.com | 901.737.7336

Absolute Storage Management, Inc., 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. Additionally, we have regional offices in Tampa, Atlanta, and Charlotte.



Adverank

TABLE # 52

ADVERANK.AI

Chuck Dodge | chuck@adverank.ai | 317.430.9862

Adverank is bananas for advertising — and we're reinventing how self storage owners fill units fast. Our software uses data, AI, and real-time insights to turn ad dollars into rentals. With easy-to-read dashboards, budget recommendations, and expert campaign management, we help operators crush the competition and boost occupancy without the guesswork. Adverank makes advertising simple, transparent, and wildly effective — so you can focus on running your business.



Argus Self Storage Advisors

TABLE # 12

ARGUS-SELFSTORAGE.COM

Jamey Cox | jcox@selfstorage.com | 704.995.9168

Argus Self Storage Advisors is the most experienced self storage brokerage in the United States. Having over 40 affiliate advisors across the country Argus Self Storage Advisors provide the national reach, local expertise and proven results. Having over 5.5 billion in closed transaction volume Argus Self Storage Advisors is uniquely positioned to assist sellers and buyers of all types reach their goals in the self storage industry.



Baker Roofing

TABLE # 7

BAKERROOFING.COM

Kelly Hegadore | khegadore@bakerroofing.com | 855.493.2581

Baker Roofing is a full service roofing contractor, specializing in repairs, reroof, roof coatings, and restoration. Based in Raleigh, NC, we have 27 locations in the southeast to complete any roofing project. We have dedicated service crews trained in repairing all types of roofs to industry standards. Allow Baker to evaluate your roofing needs and provide the best solutions. As our motto says, "Always Good Work."



BETCO, Inc.

TABLE # 34

BETCOINC.COM

John Barnard | events@betcoinc.com | 800.654.7813

BETCO is your total solutions provider, offering consultation, design and construction of custom buildings of all shapes and sizes since 1984. Our craftsman buildings are skillfully designed with detail from the slab up, utilizing the latest innovation and technology for every phase of every project. BETCO offers premium components including secondary structure (purlins), interior and exterior wall panels, roof panels and more that can be used for endless construction applications. Choose BETCO.



Bid13.com Storage Auctions

TABLE # 9

BID13.COM

Krishan Jacob | krishan@bid13.com | 888.992.4313

Bid13.com is the leading online platform for self storage lien auctions, bringing transparency, reach, and efficiency to facility operators. Instead of running in-person auctions with limited turnout, storage companies can post units online with full HD video walkthroughs, attracting thousands of bidders across North America. The platform eliminates security risks, reduces collusion, and helps units sell faster and for higher returns. With free onboarding, seamless customer support, and a proven





Bounce back with insights.
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BMSGRP Self Storage Consulting

TABLE # 49

BMSGRP.COM

Eric Blum | ericb@bmsgrp.com | 954.775.4757

BMSGRP specializes in site specific feasibility studies, consulting with every aspect of development, and assisting with existing site due diligence. With over 20+ years in the self storage business, and 15+ years working as an independent consultant, there is little BMSGRP cannot help you with. Think of us as your self storage encyclopedia.



BuiltRite Storage Systems

TABLE # 23

BUILTRITESTORAGESYSTEMS.COM

Latrelle Fincher | latrelle@builtritestoragesystems.com | 910.663.4056

With over 100 years of combined experience, Builtrite Storage Systems believes that great projects start with strong relationships. Dedicated solely to the self storage industry, we bring trusted expertise and personal service to every step – from consulting and planning to engineering and installation.



Capco General Contracting / Capco Steel Inc

TABLE # 25

CAPCOGC.COM | CAPCOSTEEL.COM

Nicholas Bergmann & Ian Campbell | info@capcogc.com & info@capcosteel.com | 210.493.9992

Capco has provided general contracting, steel fabrication, and erection services in the self storage industry for over 40 years. Specializing in single-story, multi-story, climate controlled, new construction, remodels, additions, and conversions.



Compass Building Systems

TABLE # 6

COMPASSBUILDING.COM

Jeff Morgan | jeff@compassbuilding.com | 770.439.1250

Compass Building Systems, providing and erecting pre-engineered metal buildings and heavy steel for storage facilities. With over 1,500 projects on the East Coast, Let's have a conversation for all your single-story, multi-story, boat, RV, mezzanines and clear span upcoming projects!



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Copper Storage Management

TABLE # 46

COPPERSTORAGEMANAGEMENT.COM

Tess Toth | tess.toth@coppersm.com | 571.277.9299

Copper Storage Management is a self storage management company specializing in remote and hybrid solutions nationwide. We provide comprehensive services including centralized operations, revenue management, collections, auctions, marketing & SEO, and optional bookkeeping support. Since 2019, we've successfully managed over 250 storage facilities across 39 states—helping owners streamline operations, maximize revenue, and grow with confidence.



DaVinci Solutions

TABLE # 18

DAVINCISOLUTIONS.COM

DaVinci Solutions | info@davincilock.com

DaVinci Solutions transforms self storage management with an innovative suite of tools. DaVinci Locks provide secure, contactless unit access, Tenant Connect enables seamless tenant interactions and automation, and The G.O.A.T. (Gate Operator Access Technology) delivers smarter, simplified gate entry. Together, these products streamline operations, enhance security, and drive revenue growth — empowering storage operators to achieve greater efficiency and deliver a modern customer experience.



Elevate Structures

TABLE # 48

ELEVATECS.COM

Cydney L'Hoste | Cydney@elevatecs.com | 877.456.1602

Elevate Structures, founded in 2007 and headquartered in Villa Rica, Georgia, is a Central States Company, the nation's leading metal building products company, with dedicated teams of construction experts who specialize in the design, manufacture, supply, and installation of metal products. From concept to close-out, Elevate delivers innovative framing solutions and full-service installation—on-site, on-schedule, every time.



Faircloth Stormwater

TABLE # 42

FAIRCLOTHSTORMWATER.COM

Forrest Hogshire | info@fairclothsw.com | 984.344.1000

We specialize in stormwater management services, including SCM annual inspections and compliance repairs. Our team helps property owners and managers stay in compliance with local and state stormwater regulations by identifying issues early and providing clear, practical solutions. We take pride in turning complex stormwater challenges into simple, effective results.



Janus International Group, Inc.

TABLE # 16

JANUSINTL.COM

Christine DeBord | events@janusintl.com | 770.562.2850

Janus International Group, Inc. is a leading global manufacturer and supplier of turn-key self storage, commercial, and industrial building solutions, including roll-up and swing doors, hallway systems, relocatable storage units, and facility and door automation technologies. The Janus team operates out of several U.S. and international locations.



Johnson Insurance

TABLE # 10

GOJOHNSONINSURANCE.COM

Terry Campbell | terry@gojohnsonins.com | 800.255.7777

Johnson Insurance Services, based in Mocksville, NC, has served families and businesses for 110 years. As an independent agency, we deliver tailored coverage with exceptional service. Our team specializes in industries like self storage, offering builders risk, property & casualty, customer goods liability, and workers' compensation. Partnering with top carriers, we provide comprehensive protection at competitive rates. Learn more at gojohnsoninsurance.com.



Kingspan Insulated Metal Panels

TABLE # 3

KINGSPAN.COM/US/EN/PRODUCTS/INSULATED-PANEL-SYSTEMS

Brian Pearce | brian.pearce@kingspan.com | 386.748.8555

Kingspan insulated metal wall and roof panels provide unique aesthetics through a wide range of profiles while delivering supreme thermal performance. Adjustable module widths can integrate for distinct architectural flair. Kingspan panels can be customized through custom fabrication options, colors and thicknesses to provide a clean, finished appearance.





Lexico

TABLE # 26

LEXICOCOM.COM

Juliana Craft | juliana@lexicocom.com | 205.413.5134

Lexico Communications specializes in Emergency Responder Radio Coverage (ERRC) and Distributed Antenna Systems (DAS). We provide end-to-end services including design, installation, testing, and maintenance to ensure buildings meet code requirements and deliver reliable in-building radio coverage for first responders. Our team partners with contractors, owners, and safety officials to create customized, compliant solutions that protect lives and keep projects on schedule.



L E X I C O

Live Oak Bank

TABLE # 24

LIVEOAK.BANK

Anna Taylor | anna.taylor@liveoak.bank | 910.550.2272

Live Oak will support you with customized banking products focused on your success. We offer loans, business checking and business savings nationwide. 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 financial solution that will help you thrive.



LiveOakBank®

Lockerfox

TABLE # 40

LOCKERFOX.COM

Peter Allen | peter@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.



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MakoRabco

TABLE # 17

MAKORABCO.COM

Donna Morgan-Esquibel | dmorgan@makorabco.com | 833.625.6463

MakoRabco is America's award-winning, nationwide self storage builder, with over 30 years of experience delivering high-quality, innovative facilities nationwide. Specializing in single-story, multi story, boat and RV, canopy, conversions, and pre-engineered metal buildings, we combine expert engineering, design, and construction with unmatched reliability, craftsmanship, and customer service. Those who build with us, stay with us.



Metrolina Builders

TABLE # 32

METROLINABUILDERS.COM

Andy Foppe | afoppe@metrolinabuilders.com | 704.553.0834

Metrolina Builders, Inc. (MBI) is a third-generation, family-owned business providing traditional general contracting, construction management and turnkey design-build solutions for the self storage industry. Founded in 1972, MBI has produced a 52-year track record of successful projects and satisfied customers while gaining the reputation as a premier design-build firm in the markets that we serve. In addition to holding unlimited general contracting licenses in NC, SC, and FL.



Miller Buildings

TABLE # 1

MILLERBLDGS.COM

Grant Brindle | info@millerbldgs.com | 717.866.2319

Miller Steel Buildings is your single source for design, supply and installation of a complete line of metal building and steel building systems. Miller delivers on price, quality and service. In addition, we offer our own erection services. If you purchase our steel buildings, you will sign only one contract with Miller for both the material and erection. We also offer a 5 year warranty on the erection work.



My Storage Ops

TABLE # 33

MYSTORAGEOPS.COM

Kevin Leebrick | kleebrick@mystorageops.com | 321.698.0535

Founded in 2018, My Storage Op is a boutique third-party self storage operations and management company helping local properties compete. Managing over 1,000,000 square feet across the Carolinas and Georgia, we deliver expertise, systems, and personalized service to maximize performance while preserving the local feeling tenants value. Our mission is simple: Help Storage Owners Unlock Their Potential.



OpenTech Alliance and StorageTreasures.com

TABLE # 47

OPENTECHALLIANCE.COM

Shari Klein | sklein@opentechalliance.com | 800.419.2006

Enterprise-level solutions with small business service, built exclusively for self storage. Over the past 20 years, OpenTech has built a robust property technology company with a portfolio of 10+ products to provide practical solutions to tenant and operator challenges. With innovations that reset industry standards in security and access control, full-service kiosks, online auctions (StorageTreasures.com), SmartLocks, and call center and remote manager solutions.



ProSteel Buildings

TABLE # 21

BUILDPROSTEEL.COM

Nate Nifong | nate@buildprosteel.com | 866.384.2119

With over 25 years of experience, ProSteel Buildings is a trusted leader in self storage construction nationwide. As builders, designers, and suppliers, we help owners maximize ROI with solutions anchored in ethics, service, and integrity. Our expertise includes site consultations, engineering and design, and construction and installation. From concept to completion, we deliver facilities built for today's performance and tomorrow's durability.



PTI Security Systems

TABLE # 37

PTISECURITY.COM

Lindsay Nearing | sales@ptisecurity.com | 800-523-9504

With over 40 years of experience and 40,000 installations in more than 30 countries, PTI Security Systems (www.ptisecurity.com) is the most trusted name in self storage security known for our award winning, cloud based software and hardware with industry-leading customer support.





Public Storage

TABLE # 38

PUBLICSTORAGE.COM

Guillermo Estrada | gestrada@publicstorage.com | 972.379.9729

Public Storage. Third Party Management

**Public
Storage**

Roll-Up Door, Inc.

TABLE # 15

ROLLUPDOORINC.COM

info@rollupdoorinc.com | 877.606.0910

RDI specializes in high-quality roll-up doors designed for the self storage and commercial industries. Our doors are engineered for durability, security, and smooth operation, ensuring reliability for every facility.

RDI
ROLL-UP DOOR, INC.

SafeLease

TABLE # 39

SAFELEASE.COM

Nate Kinet | info@safelease.com | 855.657.2338

SafeLease delivers modern insurance solutions built for self storage owners. By removing broker commissions and keeping insurance functions in-house, we help operators increase revenue, lower costs, and safeguard assets. Our platform includes facility insurance, saving 15-20% by going direct to customers, and tenant protection programs with 80%+ attach rates. Backed by Obsidian Specialty Insurance Company (A- rated by AM Best), SafeLease protects 3,000+ facilities and \$2B in assets.

SafeLease

Safestor

TABLE # 36

SAFESTOR.COM

Cianna Anderson | canderson@safestor.com | 866.303.3990

Safestor Tenant Insurance provides affordable, reliable coverage for self storage customers nationwide. Designed exclusively for the storage industry, Safestor safeguards tenants' belongings against risks such as fire, burglary, vandalism, wind, and even floods—coverages often excluded or limited in standard policies. Facilities that offer Safestor not only reduce liability exposure but also build tenant trust while earning a consistent revenue stream on every policy.

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TENANT INSURANCE

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SCM - Spartan Construction

TABLE # 28

SPARTANBUILT.COM

Aaron Saunders | info@spartanbuilt.com | 720.970.2740

SCM-Spartan Construction is a full-service construction management firm committed to delivering excellence from concept to completion. We focus on quality, efficiency, and client satisfaction and bring expertise and integrity to every project. Whether you need commercial, residential, or industrial construction, Spartan Construction is ready to go to work, building with strength, precision, and purpose.



SKYSCAPE Canopies

TABLE # 5

SKYSCAPECANOPIES.COM

Carter French | carter@skyscapecanopies.com | 770.674.6452

SKYSCAPE® Canopies are available in a variety of profiles and styles, including custom canopies designed and built specifically for customers' needs. Whatever your design needs, size specifications, load configurations, and engineering requirements, our design and project experts will help you create a canopy system. All of our custom canopies are pre-welded and engineered using extruded aluminum components to ensure long-lasting strength and durability.



Steel and Metal Systems, Inc.

TABLE # 14

STEELMETALSYSTEMS.COM

cookt@steelmetsystems.com | 888.820.0309

With over 30 years of expertise, Steel and Metal Systems, Inc. (SAMS) provides comprehensive solutions for the self storage industry. We deliver high-quality steel buildings from concept to construction through our in-house design teams, manufacturing facility, and installation crews. Whether you're starting fresh or expanding, we can bring your self storage project to life!



Storable

TABLE # 2

STORABLE.COM

Holly Fiorello | winmore@storable.com | 888.403.0665

At Storable, we're redefining property management for specialty real estate. Storable empowers over 33,000 self storage facilities with the industry's only fully integrated technology platform. Our end-to-end solutions—from management software and demand generation to CRM tools and delinquency solutions—help storage operators streamline workflows, attract tenants, and grow revenue. Dedicated to empowering self storage owners and operators, Storable helps you win more every day.



Storage Facility Painting Services

TABLE # 22

STORAGEFACILITYPAINTINGSERVICES.COM

Mike Purvis | mike@storagefacilitypaintingservices.com | 302.218.2669

Storage Facility Painting Services is the national leader in self storage rebranding and repainting. With over 30 years experience in painting and 8 years focusing solely on self storage, we've completed over 1,000 facilities for over 50 companies.



Storage Materials

TABLE # 41

STORAGEMATERIALS.COM

Travis Overhue | Travis@storagematerials.com | 712.GO.METAL & 888.968.1222

Storage Materials: 40 years of combined experience in metal fabrication, doors, lighting, concrete work, and storage solutions tailored to your needs.



Storagely.io

TABLE # 35

STORAGELY.IO

Amanda DiGaspari | amanda@storagely.io | 844.908.2800

Storagely redefines what a self storage website should be. Instead of a static brochure, we build future-ready websites that work like an employee that is available 24/7, driving rentals and generating revenue. With a fast, search-optimized platform, seamless FMS integrations, and a frictionless rental system, Storagely transforms your online presence into a forward-thinking business asset.



StoragePug

TABLE # 20

STORAGEPUG.COM

Tommy Nguyen | hello@storagepug.com | 865.240.0295

StoragePug makes websites that work for self storage operators. Attract more tenants and rent more units with made-for-storage websites, online tools, and data dashboards.





StorApp

TABLE # 29

STORAPP.IO

Michael Dogger | enquiry@r6automate.com | 919.653.3345

StorApp is a fully white-label, end-to-end mobile app that empowers self storage customers to view invoices, manage payments (including auto-billing), and securely access or share gate and unit codes, all in real time through integration with trusted platforms like Sitelink. Features such as facility maps and advanced ID verification enhance security and navigation. StorApp streamlines operations while redefining the tenant experience with seamless, efficient, and user-friendly technology.

STORAPP

StorSuite

TABLE # 13

STORSUITE.COM

Scott Worden | sales@storsuite.com | 878.677.8483

StorSuite offers a full suite of services for self storage owners and operators: lead-generating websites, targeted marketing, tenant communication tech, protection plans, and expert third-party management. We combine industry expertise, smart technology, and people-first service to streamline operations, boost rentals, and improve the tenant experience—results-driven solutions that actually get it.

 **StorSuite™**

Superior Capital Advisors

TABLE # 8

SUPERIORCAPITALADVISORS.COM

Michael Morrison | michael@superiorcapitaladvisors.com | 803.600.0602

Superior Capital Advisors is a premier commercial real estate brokerage and advisory firm, specializing in self storage investment sales. With a national reach and an emphasis on exclusive representation, we deliver tailored strategies and comprehensive market insights to meet the unique needs of our clients. Our expertise spans the full spectrum of investment services, from property acquisition and disposition to detailed market analysis and strategic advisory services.

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 info@davincilock.com  davincisolutions.com

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swivl

TABLE # 43

SWIVL.AI

Rodolfo Ramirez | sales@tryswivl.com | 270.372.2788

swivl is the AI platform for self storage. We unify your contact center and CRM to power every conversation, so every interaction becomes an opportunity, teams work smarter, tenants feel cared for, and your business grows while you sleep.



Tenant Inc.

TABLE # 4

TENANTINC.COM

Joel Toney | joel.toney@tenantinc.com | 949.894.4500

Self Storage Software Built By Self Storage People: A complete ecosystem to run your self storage business, from the fastest e-commerce websites in the industry to property management software that makes running your business easier.



Tenant Property Protection

TABLE # 44

TENANTPROPERTYPROTECTION.COM

Tony Naccarato | info@tenantpropertyprotection.com | 877.575.7774

Tenant Property Protection helps self storage owners boost revenue while keeping tenants protected. Instead of dealing with the red tape of tenant insurance, TPP offers simple protection plans that fold right into the lease-no licenses, no headaches. Owners benefit from the added rental income, often creating tens of thousands in extra annual revenue. Tenants get full replacement cost coverage with no deductibles, and owners get happier customers without added liability.



The Storage Group®

TABLE # 31

STORAGEINTERNETMARKETING.COM

Jessica Johnson | info@storagegroupinc.com | 407.374.0689

The Storage Group® specializes in the self storage industry, offering expert digital marketing services and innovative software solutions. Storage facility owners benefit from advanced marketing campaigns and online tools, like ClickandStor® Online Rental Suite and Aiden Chat an AI digital assistant. Tools designed to enhance facilities' online presence, boost conversion rates, and drive revenue growth 24/7. With a team of in-house industry experts, The Storage Group® helps storage businesses th



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Trachte Building Systems

TABLE # 45

TRACHTE.COM

Aaron Sandmire and Steve Hajewski | tbs@trachte.com | 800.354.5824

Trachte Building Systems designs, manufactures & erects a full line of durable, pre-engineered, customized steel self storage systems. Offerings include single & multi-story buildings, door & hallway systems, interior partitions & corridors, portable storage units, & boat/RV storage solutions. Trachte's knowledgeable sales team is dedicated to helping owners make informed decisions. With over 120 years of manufacturing experience, Trachte is a 100% employee-owned company committed to excellence.



Trac-Rite Door

TABLE # 11

TRACRITE.COM

Mark Lindgren and Nick Noethe | tr@tracrite.com | 800.448.8979

Trac-Rite a 100% employee-owned company with over 40 years of experience, is North America's most trusted door manufacturer. We specialize in high-quality, 100% USA-made steel roll-up doors designed specifically for the self storage and boat/RV industry. Our commitment to excellence goes beyond doors- we also provide all necessary components for door and hallway/conversion projects. With our durability and unmatched customer service, Trac-Rite is your partner for superior self storage solutions.



Universal Storage Group

TABLE # 51

UNIVERSALSTORAGEMANAGEMENT.COM

Lou Barnholdt | lou@universalstoragegroup.com | 843.368.2491

Universal Storage Group is an award-winning self storage solutions provider in the United States, specializing in third-party management for over 30 years. USG is known in the self storage industry for transparency, delivering results, client service, and consistent site optimization. Put us to work for you!



Valston

TABLE # 53

VALSTON.COM

Randy Huber | randy@valston.com | 864.887.5775

At Valston, we're more than builders — we're partners. With decades of experience across construction, development, and design, we help clients bring their vision to life with clarity, quality, and care. Why Valston: Full-service construction and design • Experienced, people-first team • Collaborative, transparent approach.



Wayne Dalton

TABLE # 30

WAYNE-DALTON.COM

Greg Seefeldt | Greg_Seefeldt@overheaddoor.com | 800.764.1457

As a division of the Overhead Door Corporation, Wayne Dalton offers a wide range of products from our residential door lines to our commercial doors, and now our new line of Loading Dock Solutions. We at Wayne Dalton are committed to being the garage door partner whose innovation drives dealer productivity and provides industry-leading garage door solutions.



Yardi Breeze

TABLE # 19

YARDIBREEZE.COM

Lisa Harbour | lisa.harbour@yardi.com | 800.866.1144

Yardi Breeze Premier is refreshingly simple facility management software that puts you in charge of marketing and managing your entire portfolio from anywhere. Take your operations online with built-in accounting, leasing and payments. Intuitive and powerful features for self storage include CRM, auction management and rent, discount and pricing tools.



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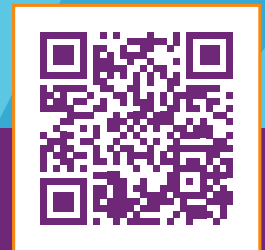
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▣ AFFILIATION WITH THE NATIONAL SELF STORAGE ASSOCIATION (SSA)

Access the Self Storage Legal Network (SSLN)

▣ NETWORKING

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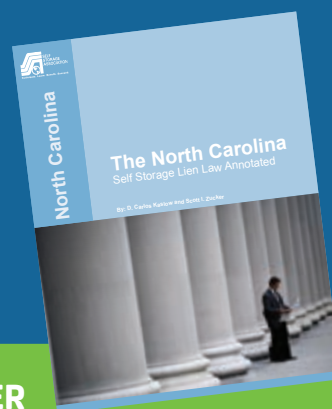
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