



2026 February Seminar

February 2-3, 2026

**The Inn Biltmore Estate
Asheville, NC**

PROGRAM



Schedule of Events

NCSSA February Seminar

February 2-3, 2026

February 2, 2026

- | | |
|-----------------|---|
| 3:00pm – 4:00PM | Registration Open & Exhibitor Setup, Inn Gallery |
| 5:30pm – 7:00pm | Welcome Reception & Exhibits Open, Hunt & Olmsted Rooms |

February 3, 2026

- | | |
|-------------------|---|
| 8:00am - 9:30am | Registration Open, Inn Gallery, Exhibits Open, Coffee and Pastries, Inn Gallery |
| 9:30am – 9:45am | Welcome Attendees, Demarco Southerland, NCSSA President
Introduction of Seminar Sponsors, Vanderbilt Ballroom |
| 9:45am – 10:30am | Self Storage Outlook and How Fed Rate Cuts Impact the Market -
<i>Stacey Gorman, Marcus & Millichap</i> |
| 10:30am – 10:45am | Break |
| 10:45am – 11:30pm | Build, Expand, or Walk Away? Using Feasibility to Make Smart Self-
Storage Decisions – <i>Lou Barnholdt, Universal Storage Group</i> |
| 11:30am – Noon | Legislative Update – Status of NC Property Tax Bill and More – <i>Joe Doherty, SSA</i> |
| Noon – 1:00pm | Lunch and Networking, Inn Gallery
Exhibits Open, Inn Gallery |
| 1:00pm – 2:00pm | AI & How You Can Make the Most of it in Your Self Storage Business –
<i>Tommy Nguyen, StoragePug</i> |
| 1:00pm | Exhibitor Breakdown |
| 2:00pm | End of Seminar |

Thank you to our Partnership Program Sponsors!



Thank You to our Sponsors!



Thank You to our Exhibitors!



MEMBERSHIP MATTERS



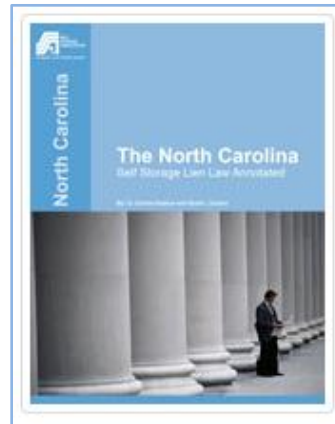
Join the North Carolina Self Storage Association

FREE NC Lien Law Book, a \$60 Value!

SEMINAR SPECIAL! JOIN TODAY at the Registration Desk and SAVE \$50!

Membership Benefits Include:

- ✓ Industry Advocacy – We are your voice!
- ✓ Networking
- ✓ NC Rental Agreement
- ✓ Member Only News and Information
- ✓ Education and Training
- ✓ Monthly National SSA Magazine
- ✓ Member Only Discounts to all NCSSA Events
- ✓ Q&A Discussion Forum
- ✓ Auction Calendar
- ✓ Three Seminars
- ✓ Annual Convention and Trade Show
- ✓ Hardship Relief Fund
- ✓ Quarterly NCSSA e-Newsletter
- ✓ Add the SSA Legal Network Affiliate Plan
- ✓ Access the Certified Self Storage Managers Course
- ✓ Discounts to SSA National Conferences and MORE!



Other Ways to JOIN - Scan the QR Code or go to www.ncssaonline.org

SAVE THE DATE: UPCOMING EVENTS

- May 12, NCSSA Night with the Knights Baseball Game, Truist Field, Charlotte, NC
- May 13, NCSSA May Seminar, Peninsula Yacht Club, Cornelius, NC
- Aug 10, NCSSA August Seminar, The Surf Club, Inc, Wrightsville Beach, NC
- Nov 9-10, NCSSA Convention & Trade Show, Grandover Resort and Spa, Greensboro, NC

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.



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 to tools to avoid mistakes that can lead to costly lawsuits.

"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

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



SSA 2026 SPRING CONFERENCE & TRADE SHOW



ATTENTION NCSSA MEMBERS

Use the code **Spring261001** when registering for the SSA's 2026 Spring Conference & Trade Show to receive discounted affiliate pricing.