

Spring 2017 LOC Meeting
New Orleans, LA
March 16 - 1:30 - 6:00 PM

1:30 - 1:40 Welcome, Board Member Introductions - Lance Watkins

1:40 - 2:40 Exiters Panel Featuring representatives from companies who've recently sold and exited the industry. Find out why they left, whether they plan to stay out or rebuild their portfolios, and what they've learned along the way.

MODERATOR: Charles Byerly, Westport Properties/US Storage Centers

PANELISTS:

Dave Benson from Morningstar Properties

Bob McIntosh from Southern Self Storage

Greg Drennan from LifeStorage

2:40 - 2:55 Break

2:55 - 3:40 Major Markets - Discovering How Much We Don't Know
Presenter: Zach Dickens, VP of Real Estate at ExtraSpace

Zach Dickens and his team at ExtraSpace have targeted a few markets in order to fully understand development and supply, with a goal of developing tailored marketing solutions. Zach will share what they've learned - including the revelation that the reports we've been relying on for an accurate development picture are not telling us the whole story.

3:40 - 3:50 Break

3:50 - 4:40 Keynote Speaker: Chris Lee

Hear from an expert what other pressures and factors could affect self storage supply.

4:40 - 6:00 Idea Exchange Tables (20 min. each) Cocktails & Appetizers