

**Candidate's Name:** Lonnie Bickford

**Company Name:** Appletree Storage / StorageAuctions.com

**Current Position Title:** President

**City of Residence:** Baton Rouge

**Self Storage Experience/Background:** Owner 20 years  
 Developed/ Bought / Sold/ operations  
 (1 in operation & 1 under construction in Texas)  
 Board member in Louisiana  
 Advisor to TN board Govt Relations  
 Vendor 2 years - Online Auctions

**How many self-storage facilities do you own or co-own?** 4

**List the facility names and cities for each self-storage facility for which you are an investor:**  
 1 Orange/Pinehurst TX- 26,000 open- 20,000 sq ft in construction  
 2 Baton Rouge, LA Multi story climate and traditional  
 1 Walker, La  
 Sold 2 others

**Self-Storage Industry Involvement:** Board Member Louisiana- Leads Govt Relations.  
 Tn advisor - Govt Relations  
 Speaks regularly at state and national shows (round tables and education sessions) SSA, LA, GA, TN, MO, MS, OK, SC  
 Articles - ISS and On the Move mag

**Volunteer Activity:** Board Chair- Business Without Borders (Christian Missions) water wells, feeding programs, micro loans for Business Swaziland, Haiti.  
 Generator for Lady Wellington Hospital- Manali, India.  
 Juniper Table- Board member- leadership development in Tanzania

**Education:** 1 yr LSU  
 20 years Entrepreneur

**Professional Designations:** Certified Auctioneer

- Goal One:** To help ALL owners- large and small adopt industry best practices
- Goal Two:** Help TSSA in reaching NEW, SMALL and the OLD generation stores come into compliance with state laws, and garner support to be able to fight bad legislation. Sales Tax on Rents and property tax for example.
- Changes needed for the Texas self-storage industry and/or TSSA:** Education for the multitudes of people that “heard storage was good” and are trying to get in -- Feasibility workshops