



Executive Retreat Agenda

<u>Time</u>	<u>Session</u>	<u>Room</u>
Wed, June 14th		
12:00 pm	Registration Begins	Hotel Lobby/Baron's Foyer
12:30 – 1:30 pm	Lunch Served	Stories Restaurant
1:45 – 2:45 pm	REIT Performance Analysis <i>Marc Boorstein, MJ Partners Real Estate Services</i>	Baron's Ballroom
2:45 – 3:00 pm	Networking Break	
3:00 – 4:00 pm	Private Equity Discussion <i>Nathan Bennett, Crow Holding Capital RE</i> <i>Scott Humphreys, Virtus Real Estate Capital</i> <i>Elliott Pessis, Harrison Street</i> <i>Moderator: Davis Deadman, Advantage Self Storage</i>	Baron's Ballroom
4:00 – 4:15 pm	Networking Break	
4:15 – 5:30 pm	Impact of New Supply <i>Clint Wynn, Hixon Properties</i> <i>Joel Keaton, CubeSmart</i> <i>Rick Jones, Advantage Self Storage</i> <i>Moderator: Anne Hawkins, STR</i>	Baron's Ballroom
5:30 – 5:45 pm	Networking Break	
5:45 – 6:30 pm	Best Site I Never Built <i>RK Kliebenstein, Metro Self Storage</i> <i>Jim Stratton, Stratton Research</i> <i>Gary Sugarman, William Warren Group</i> <i>Moderator: Robert Loeb, SurePoint Self Storage</i>	Baron's Ballroom
6:45 – 8:00 pm	Welcome Reception	Major Neighbor's Grill (near Golf Pro Shop)



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<u>Time</u>	<u>Session</u>	<u>Room</u>
Thurs, June 15th		
7:45 am	Registration Begins	Baron's Foyer
	Breakfast Served	Baron's D
9:00 – 9:30 am	Opening Remarks	Baron's Ballroom
9:30 – 10:30 am	Market Update: Trends in the Self-Storage Sector <i>Chris Sonne, CBRE Self Storage Valuation Group</i>	Baron's Ballroom
10:30 – 10:45 am	Networking Break	
10:45 – 11:45 am	Financing Update Discussion <i>Griffin Guthneck, JLL</i> <i>Shawn Hill, The BSC Group</i> <i>Mike Sela, Trinity Real Estate Finance</i> <i>Moderator: Ricky Jenkins, The Jenkins Organization</i>	Baron's Ballroom
12:00 – 1:00 pm	Lunch Served	Baron's D
1:15 – 1:30 pm	Program Resumes	Baron's Ballroom
1:30 – 2:30 pm	Round Table Discussion Groups <i>#1: Zoning Strategy</i> Baron's D <i>#2: Development & Acquisition Incentives</i> Baron's D <i>#3: Development Activity</i> Baron's Ballroom <i>#4: Construction Pitfalls</i> Austin Colony A	
2:30 – 2:45 pm	Networking Break	
2:45 – 3:45 pm	Operations Best Practices Discussion <i>Jeff Bateman, Storage Choice</i> <i>Joel Keaton, CubeSmart</i> <i>Gary Sugarman, William Warren Group</i> <i>Moderator: Mike Gately, Daughtry Properties</i>	Baron's Ballroom
3:45 – 4:00 pm	Closing Remarks & Recap	Baron's Ballroom