

**19th Annual Arizona Self-Storage Conference
September 26-28, 2017**

Agenda

Golf Tournament & Conference Opening Reception Tuesday, September 26, 2017, Whirlwind Golf Club, Wild Horse Pass	
11:30 am	Registration begins
1:00 pm	Shotgun start
5:30 – 7:30 pm	Conference Opening Reception with Announcement of Golf Awards – all Conference participants invited
Owners Summit Wednesday, September 27, 2017, Showroom of Wild Horse Pass Hotel & Casino	
8:00 am – 6:30 pm	Registration just outside Showroom Silent Auction inside Showroom begins at 9:00 am, benefiting St. Baldrick's Foundation to Conquer Childhood Cancer Sponsor Exhibits in Showroom throughout the day
8:00 – 9:30 am	Continental Breakfast Buffet*
9:00 – 9:15 am	Welcome & Introductions
9:15 – 10:15 am	The Economy Under Donald Trump, Keynote Speaker Steve Cortes
10:30 – 10:45 am	REIS Self-Storage Data & Predictions – Barbara Denham
10:45 – 11:30 am	Google's Self-Storage Expert, Rachel Seidman
11:45 – 12:00 pm	STR Self-Storage Data & Predictions, Anne Hawkins
12:00 – 12:45 pm	The Business Climate in Arizona, Barbara Meaney & Lourdes Pena, Triadvocates
12:45 – 2:00 pm	Buffet Lunch*
1:15 – 2:00 pm	Lunch with a Legend: Mike Burnam, StorageMart
2:15 – 2:30 pm	Union RealTime Self-Storage Data & Predictions, Cory Sylvester
2:30 – 3:15 pm	The Real Estate & Development Cycle's Impact on Self-Storage Owners & Developers, Ben Vestal, Argus Self Storage Sales Network
3:30 – 3:45 pm	Yardi Self-Storage Data & Predictions, Bret Zinn
3:45 – 4:30 pm	Data that is Informative Instead of Confusing: A Panel Discussion
4:30 – 6:30 pm	Reception among the Exhibits, in the Showroom

<p style="text-align: center;">Operational Symposium</p> <p style="text-align: center;">Thursday, September 28, 2017, Showroom of Wild Horse Pass Hotel & Casino</p>	
7:00 am – 3:00 pm	<p>Registration just outside Showroom</p> <p>Silent Auction inside Showroom concludes at 1 pm, benefiting St. Baldrick's Foundation to Conquer Childhood Cancer</p> <p>Sponsor Exhibits in Showroom throughout the day</p>
7:00 – 8:00 am	Buffet Breakfast*
8:00 – 8:15 am	Welcome: Poppy Behrens, Publisher of Mini-Storage Messenger & AZSA Conference Chair; Kay Schaefer, Deans & Homer, Conference Title Sponsor
8:00 – 9:30 am	Management Track: Top Producing Self-Storage Facilities in 2017, Paul & Dawn Schween
9:45 – 11:00 am	Management Track continues, Paul & Dawn Schween
11 am – 1 pm	<p>Exhibits with Buffet Lunch* starting at noon</p> <p>Silent Auction closes at 1:00 pm</p>
1:00 – 2:00 pm	Management Track concludes, Paul & Dawn Schween
2:00 – 2:45 pm	Announcement of Silent Auction Winners and Sponsor Door Prizes
3:00 – 4:15 pm	<p>From Knowing to Growing: Q&A with Operational & Legal Experts</p> <ul style="list-style-type: none"> • Andy Beeckman, District Manager, Stadium Properties/Dollar Self Storage • Don Favreau, Area Manager, Life Storage • Diane Gibson, President, Cox's Armored Mini Storage Management • Jorge Saca, Vice President Operations, Westport Properties/US Storage Centers • Richard Marmor, Chair, AZSA Legal & Legislative Committee
4:15 pm	Conference concludes

*All meals served buffet style in Reflections Bar just outside Showroom, with meal seating inside Showroom either in exhibit area or attendee seating area