



FOR IMMEDIATE RELEASE

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Two Self Storage Visionaries, One Stage

Extra Space's Kenneth Woolley and Spencer Kirk Will Present Together at SSA Fall Conference in Las Vegas

Together they have forged the most effective and collaborative executive partnership in self storage, creating a company that embodies the modern trajectory of the industry's largest companies. This fall the Self Storage Association presents a unique keynote session as Extra Space Storage (EXR) founder and Executive Chairman Kenneth M. Woolley, Sr. will join Chief Executive Officer Spencer F. Kirk on the same stage in Las Vegas on September 8th.

"Industry stakeholders from all areas of the sector can appreciate the background and depth of institutional knowledge that these two well-respected executives bring," said SSA President & CEO Timothy J. Dietz. "It will be a treat to have them together for one morning to share their remarkable story and, more importantly, their view of current real estate and self storage dynamics."

Having helped establish the Self Storage Association, joining in 1977, Woolley maintains a vigorous schedule supporting the continued growth of the company. He was inducted into the Self Storage Hall of Fame in 2014. Kirk has established a culture of progress and execution by embracing advancements in technology and standardization in business practices at Extra Space Storage. The duo's success has continued into 2016, reporting Q1 same-store revenue growth of 9.1%, NOI growth of 12.3% and FFO as adjusted per share growth of 24.6%.

Association Chair Marc M. Smith, President of Personal Mini Storage of Orlando, FL, will moderate the session during the SSA Fall Conference & Trade Show, September 7th – 9th at Caesars Palace on the Las Vegas strip.

“With this distinctive, complimentary narrative, we have the opportunity to cover a lot of ground during the session in September,” said Smith. “Spencer joined Ken in 1998 when Extra Space was a private company with a handful of properties. Today they operate the second largest REIT in self storage, with 1,371 facilities. Having them together will offer a tremendous scope of history and contemporary institutional knowledge that we can all enjoy.”

About the Self Storage Association (SSA)

The Self Storage Association (SSA) is the premier national not-for-profit trade organization for the industry and the registered lobbying organization before the U.S. Congress and federal agencies. SSA is official voice of the \$24 billion (revenues) self storage industry that currently numbers 48,500 self storage facilities nationwide. The SSA directly represents some 5,500 direct and indirect member companies that own and operate some 22,000 self storage facilities throughout the United States. The SSA is affiliated with forty (40) state and regional associations in the U.S. and several international associations. SSA members range from individual facility owner-operators to multiple-facility companies, to vendors, to large publicly traded firms and Real Estate Investment Trusts (REITs).

SSA was founded in 1975 and is incorporated in the State of Virginia as a (501-c-6) not-for-profit corporation; headquarters offices are located in Alexandria, VA. For more information about the national Self Storage Association, please visit our Web site at www.selfstorage.org.

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