

IN-KY-OH

SELF STORAGE
CONFERENCE & TRADE SHOW



★ **APRIL 22-23** ★

COLUMBUS, OHIO • HILTON COLUMBUS DOWNTOWN



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RECEPTION



BREAKFAST



LUNCH



Third Party Management



BREAK



PEN



LANYARD



WELCOME TO COLUMBUS!

By Brian Ross

On behalf of the City of Columbus and our entire Experience Columbus team, we are honored and thrilled to host the 2024 IN-KY-OH Self Storage Conference & Trade Show.



We are committed to making your time here productive, enlightening and memorable, with the goal of contributing to the ongoing success of the Indiana, Kentucky and Ohio Self Storage Associations.

While you're here, I highly encourage that you take advantage of every opportunity to explore our city, known as a "hidden gem" by *Forbes*. From the lively streets of the Short North Arts District to the pulsating energy of the nearby Arena District, Columbus is full of possibility. Here, you'll discover a welcoming and forward-thinking atmosphere that sets the stage for memorable experiences.

Essence Magazine has also taken notice, featuring Columbus on its prestigious list of the Best Destinations for Culinary Travel In 2024. As a testament to our city's culinary excellence, FYR, located right in the Hilton Columbus Downtown where you're convening, has been honored on USA Today's inaugural list of Restaurants of the Year. Be sure to also check out North Market, located right outside the Greater Columbus Convention Center. The nearly 150-year-old public market has been named one of the best in the country by USA Today. We know you're going to love it here. Have a remarkable time, and we eagerly anticipate your return. ♦

Brian Ross, ECI is the president & CEO of Experience Columbus.

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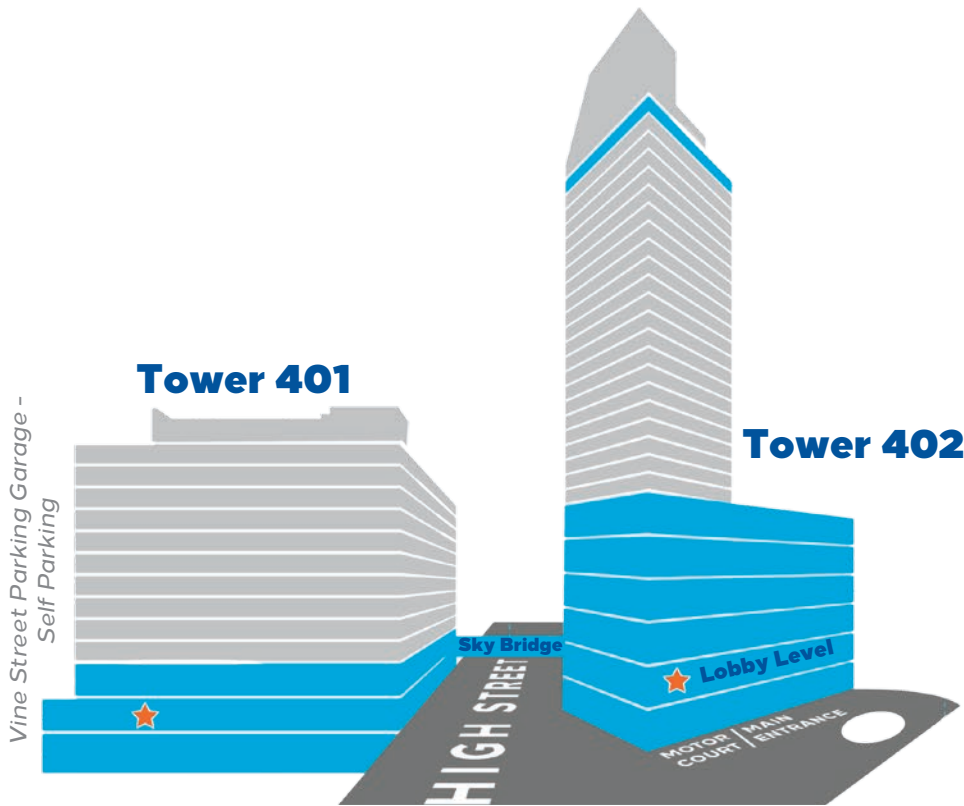




Visit selfstorage.org for more information

IN-KY-OH 2024 SELF STORAGE CONFERENCE & TRADE SHOW

HILTON COLUMBUS DOWNTOWN



TOWER 401

LOWER LEVEL

- George Bellows Ballroom
- Emerson Burkhart

1ST FLOOR/LOBBY LEVEL

- Business Center
- Provisions on High (Grab & Go)
- Alice Schille Boardroom
- Elijah Pierce
- Robert King
- William Hawkins Boardroom
- Edna Boies Hopkins
- Edward Parker Hayden

2ND FLOOR

- Fitness Center
- Indoor Pool + Whirlpool
- John Christie Room

FLOORS 3 - 12

- Guest Rooms 01 - 55

TOWER 402

1ST FLOOR/HIGH STREET

- FYR (Signature Restaurant)

2ND FLOOR/LOBBY LEVEL

- Lobby/Guest Reception
- Convention Center
- Spark (Lobby Bar)
- The Market (Grab & Go)

6TH FLOOR

- Fitness Center

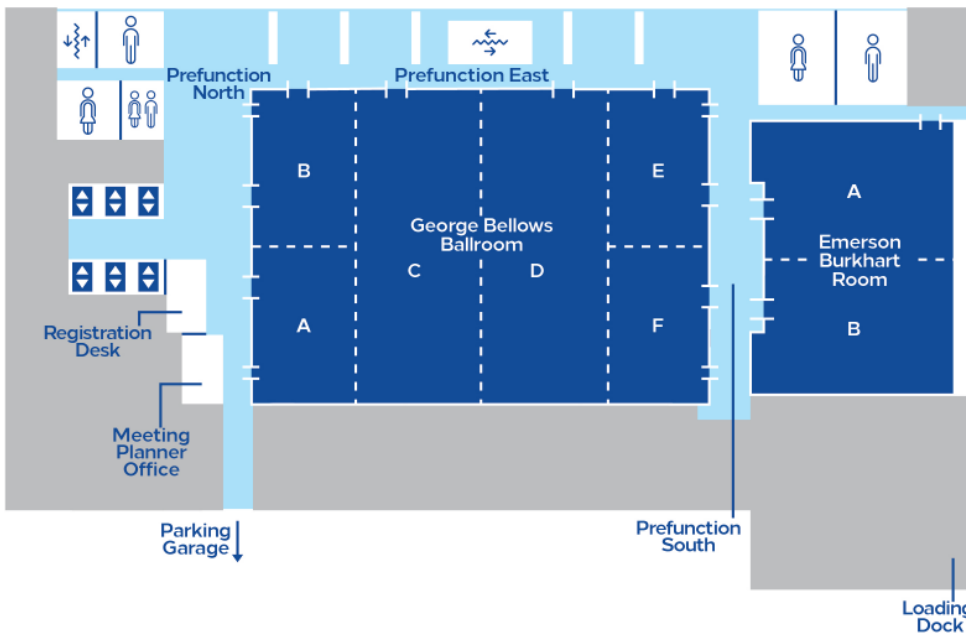
FLOORS 7 - 17

- Guest Rooms 61 - 97

28TH FLOOR

- Stories on High (Rooftop Bar)
Visit host stand in FYR, Tower 402, Level 1, for availability

TOWER 401 • LOWER LEVEL



CONFERENCE & TRADE SHOW SCHEDULE (subject to modification)



APRIL 22, 2024

4:00 PM	REGISTRATION OPEN	George Bellows Pre-Function Area
4:00 – 5:00 PM	SPONSOR AND EXHIBITOR MOVE IN	George Bellows Ballroom DEF
5:00 – 7:00 PM	WELCOME COCKTAIL RECEPTION AND TRADE SHOW OPEN	George Bellows Pre-Function and Ballroom DEF

RECEPTION SPONSORS:

APRIL 23, 2024

8:00 – 9:45 AM	REGISTRATION, PASTRIES, COFFEE, AND TRADE SHOW OPEN	George Bellows Pre-Function Area and Ballroom DEF
9:45 – 10:00 AM	WELCOME AND INTRODUCTIONS OF SPONSORS AND EXHIBITORS	George Bellows Ballroom ABC
10:00 – 11:15 AM	STATE OF THE INDUSTRY FINANCING UPDATE • SHAWN HILL, The BSC Group MARKET UPDATE • NATHAN COE, Marcus & Millichap INDUSTRY UPDATE PANEL • NATHAN COE, Marcus & Millichap (MODERATOR) CORY BONDA, Prestige Capital AARON ELDRIDGE, Stor All Self Storage ED HAINRIHAR, Compass Self-Storage	
11:15 – 11:30 AM	BREAK	

BREAKFAST SPONSORS:

CONFERENCE SPONSORS:

BREAK SPONSORS:



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TAKE THE SURVEY TODAY.



CONFERENCE & TRADE SHOW SCHEDULE (subject to modification)

APRIL 23, 2024 CONTINUED

11:30 AM – 12:30 PM	LEGAL SESSION – HEY JEFF, I HAVE A QUICK QUESTION! JEFFREY GREENBERGER , Greenberger & Brewer	
12:30 – 1:30 PM	BUFFET LUNCH AND TRADE SHOW OPEN	George Bellows Ballroom DEF
	LUNCH SPONSORS:    Third Party Management	
1:30 PM	EXHIBITS CLOSED AND EXHIBITOR MOVE OUT	
1:30 – 2:15 PM	TECHNOLOGY – WHAT’S NEW, HOW IMPORTANT IS REPUTATION MANAGEMENT AND THE LATEST ON AI JESSICA JOHNSON , Storage Business Owners Alliance (MODERATOR) JD DAMMEIER , Feedback2Reviews STEVE LUCAS , The Storage Group	
2:15 – 2:30 PM	BREAK	
	BREAK SPONSORS:  	
2:30 – 3:30 PM	CONSTRUCTION PANEL – WHAT TO EXPECT WHEN YOU’RE EXPANDING DAVE KRUMDIECK , MakoRabco JAMIE LEE , Janus International ANDY SULLIVAN , Elevate Structures, Inc.	
4:00 PM	TAKE THE MEETING SURVEY AND THANK YOU!	

NON-SOLICITATION POLICY

While the INSSA, KYSSA, and OHSSA welcome non-exhibiting vendors who have paid an admission fee to our conference & trade show, all SSA-managed states have a strict suitcasing policy. Non-exhibiting vendor companies may not solicit business via distribution of any materials, including but not exclusively, printed materials or handouts, on the IN-KY-OH conference trade show floor. Also, non-exhibiting vendor companies may not conduct meetings and/or presentations within the conference & trade show facility and surrounding premises owned by said facility during conference & trade show hours.

Exhibiting vendors, INSSA, KYSSA, and OHSSA members, and staff who witness such activity are asked to gather printed materials and/or event invitations and provide them to the IN-KY-OH Conference and Trade Show staff, showing that a direct violation of this policy is about to take place or has taken place.

Any violation of this policy will result in an invoice and charge equal to the fee for one exhibit table being submitted for payment by the offending member/organization. The offending individual or company shall be banned from any future INSSA, KYSSA, and OHSSA activities until said invoice is paid in full. Alternatively, INSSA, KYSSA, and OHSSA may charge the non-exhibiting vendor’s credit card for the booth fee without providing any further notice to the non-exhibiting vendor. The non-exhibiting vendor consents to the credit card charge and agrees not to make a chargeback request related to such charge. ♦

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It is the unqualified policy of the Indiana, Kentucky and Ohio Self Storage Association's to conduct its operations in strict compliance with the antitrust laws of the United States. The antitrust policy prohibits any discussions which may constitute or imply an agreement or understanding concerning:

1. prices, discounts, or terms or conditions of sale;
2. profits or profit margins or cost data;
3. market shares, sales territories or markets;
4. allocation of customers or territories;
5. selection, rejection or termination of customers or suppliers;
6. restricting the territory or markets in which a company may resell products;
7. restricting the customers to whom a company may sell; or
8. any matter which is inconsistent with the proposition that each owner, operator, manufacturer, wholesaler, and distributor must exercise its independent business judgment in pricing its services or products, dealing with its customers and suppliers and choosing markets in which it will conduct business. ♦



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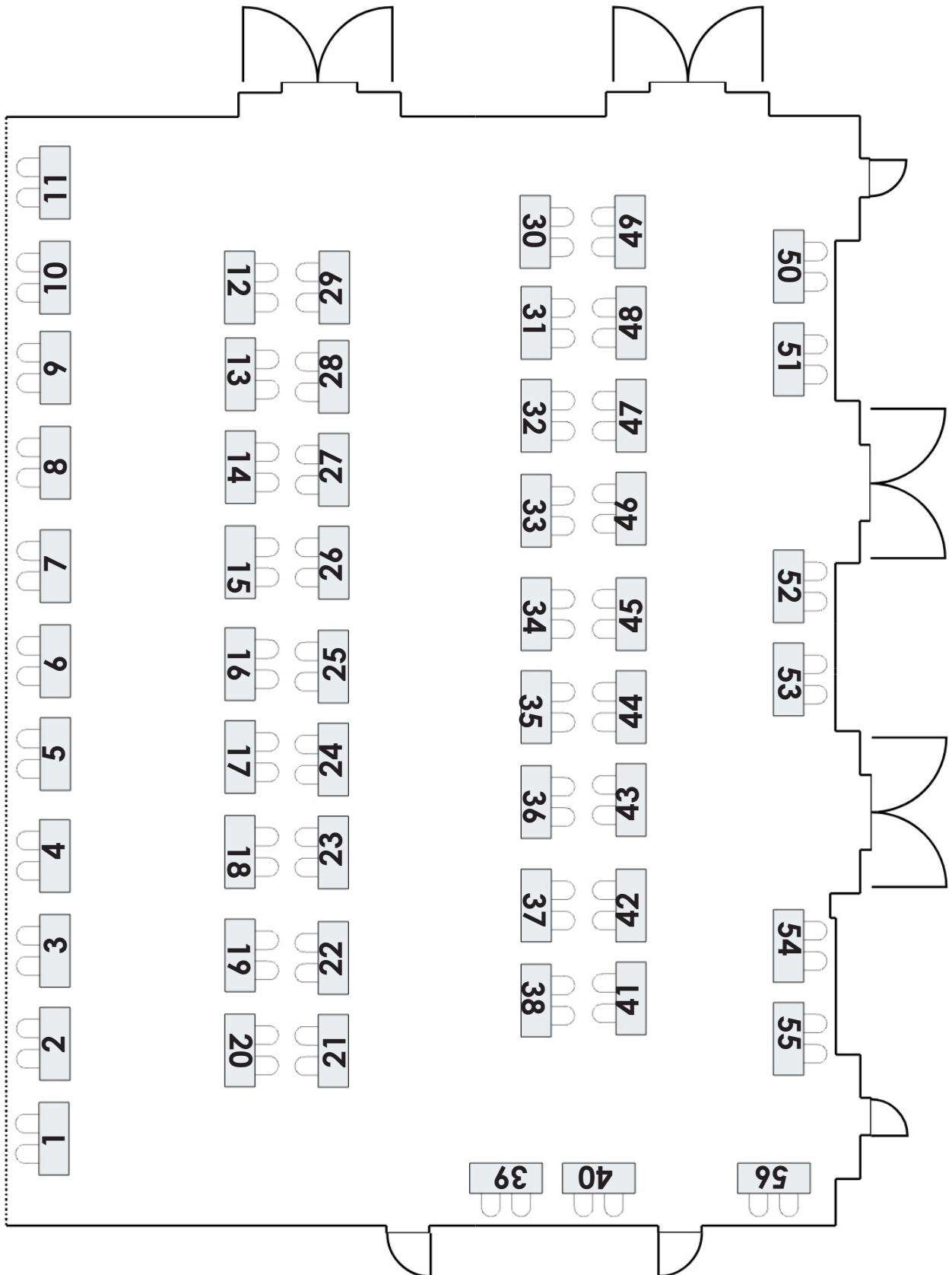
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EXHIBIT HALL



EXHIBITOR INFORMATION (subject to modification)

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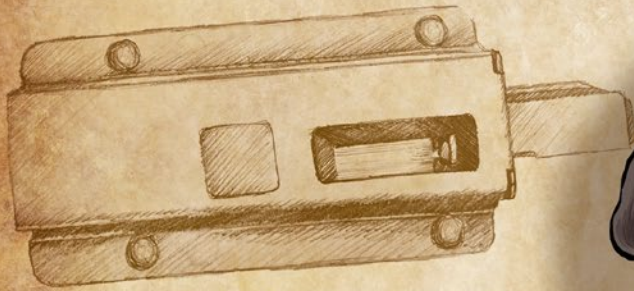
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Thermal motion sensors*



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EXHIBITOR INFORMATION (subject to modification)

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The national SSA and SSA state-managed and affiliate associations are committed to improving the self storage industry. Working for operators and facilities of all sizes, our focus is providing you with quality education, networking opportunities and the tools necessary for continued success. We are your voice, we are advocating for you, and we are protecting you from threats.

