



MEETING AGENDA (DRAFT)

Date: November 10, 2020

Time: 8:00 AM – 5:30 PM

Time	Session/Speakers
8:00-8:15 AM	Welcome – NCSSA President Robert High - <i>Pinnacle Storage/Robert High Development</i>
8:15-8:30 AM	Auction Announcement and Rules (Proceeds to go to the NCSSA Emergency Relief Fund)
8:30-8:45 AM	Exhibitor Commercials - (3) five-minute commercials
8:45-9:00 AM	Legislative Update with NCSSA Lobbyists Johnny Tillett
9:00-9:10 AM	BREAK
9:10-9:40 AM	Auction Panel with Lonnie Bickford - <i>Storage Auctions</i>
9:40-9:50 AM	Move to Breakout Sessions
9:50-10:30 AM	Owner Track Panel with Storage Pug, Storable/Insomniac
9:50-10:30 AM	Manager Track Panel with Matt Van Horn, Atomic Storage Group, Lynn Sykes, <i>Storage Asset Management</i> , Jasmin Jones, <i>Absolute Storage Management (topic of panel?)</i>
10:30-10:40 AM	Exhibitor Commercials - (2) five-minute commercials
10:45-11:30 AM	Owner Track Contactless Rentals Panel with Josh Boyd, <i>Store Ease</i> , Brad Minsley, <i>10 Federal Storage</i> , Jane H. Sauls, CCIM, <i>Sauls Storage Group</i>
10:45-11:30 AM	Manager Track Panel with Melissa Stiles – <i>Storage Asset Management</i> and Matt Van Horn, Atomic Storage Group
11:30AM-12:30 PM	LUNCH BREAK
12:30-1:30 PM	Owner Track Building Construction Panel with Kevin Neal, <i>Storage Structures</i> , Chris Morrison, <i>BETCO</i> , Caesar Wright, <i>Mako</i> and Steve Hajewski, <i>Trachte</i>
1:30-1:50 PM	What's Happening in Georgia? with Calvin Byrd, GASSA President
1:50-2:00 PM	Efficient Operations, How to Rent Up - Guy Middlebrooks, <i>CubeSmart</i>
2:00-2:50 PM	Industry Update with Tim Dietz, President & Chief Executive Officer – <i>Self Storage Association</i>
2:50-3:50 PM	Industry Update w/ Marcus and Millichap
3:50-5:00 PM	Legal Update with Scott Zucker, <i>Weissmann Zucker Euster Morochink & Garber P.C</i>
5:00-5:30 PM	Announcement of Auction Winners and Fond Regards