

COMPANY PROFILE



**Towne
Storage**



Towne Storage Broadway (Mesa, AZ)
Towne Storage introduces the first indoor loading/
unloading self-storage facility in the area.

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COMPANY PROFILE

PRESIDENT

Burke Bradshaw

OWNER

Tara Bradshaw

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**Towne Storage
Management Company**

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Self-storage investments are among the strongest real-estate investments on the market. Their longstanding reliability makes them the perfect investment.

We invite you to reach out to us with any questions as you consider this reliable investment opportunity.

At Towne Storage, we believe in making our facilities one-stop-shops for our customers. Whether they need a storage unit, moving supplies, or a rental truck, customers know that they can trust us to have what they need. As such, we maintain above average rental rates, build good relationships that turn into return customers, and are constantly leading the markets in terms of quality and customer service.



ABOUT THE COMPANY

Towne Storage Management Company is dedicated to the success of self-storage facilities. Through a comprehensive array of services, we have established ourselves as leaders in all aspects of the industry, from feasibility studies to facility management. As the industry becomes more competitive, our experience makes us uniquely qualified to navigate the changing landscape.



Towne Storage Broadway (Mesa, AZ)

The principal leaders of Towne Storage Management Co. bring extensive experience in the self-storage industry, dating back to 1999. Over the years, they have developed expertise across various key areas, including property development and management, land entitlement, financing, and feasibility studies. This broad skill set enables them to navigate industry complexities and make informed, strategic decisions.

Towne Storage has a long-standing record of strategic innovation. We were the first company in Utah to build a self-storage facility with 100% climate-controlled units in a multi-story building, recognizing market needs based on demographics and location.

We completed a historic renovation project in the

heart of Salt Lake City. This early 1900s building was 40,000 sq ft in size and four stories tall. We added four stories, nearly doubling the size of this property. This achievement improved not only our partners' portfolios but also added to the area's value.

Our Arizona locations have modernized self-storage with drive-in loading and unloading docks. Our design sets our facilities apart from the competition, and customers have taken notice.

We are also among the first to implement a self-service kiosk where an on-site manager is not required to be present in order for customers to rent a unit and manage their account. Allowing for greater flexibility for customers to better meet their needs.



FACILITY MANAGEMENT

We stay up-to-date on industry trends through education, affiliations, and participation in local and national self-storage associations.



FEASIBILITY STUDIES

We can assess the feasibility of any project in any stage, from raw land to evaluating an existing facility for purchase.



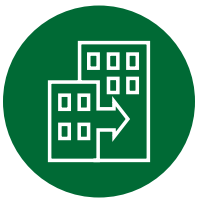
INVESTMENT OPPORTUNITIES

We strategize with investors to meet their goals. We assist with purchasing or investing, both new and existing facilities.



PARTNERSHIPS & JOINT VENTURES

We help individuals, trusts and companies realize the dream of financial freedom through self-storage ownership.



LAND & PROJECT ACQUISITION

Our experienced network of agents and brokers can assist in buying/selling all types of commercial real estate, including land.



DEVELOPMENT CONSULTING

Our expertise in development is vital in increasing revenue, lowering costs, and improving construction time.

Interested in more information?
Contact us today!

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EXPERIENCED LEADERSHIP



PRESIDENT Burke Bradshaw

**President, Utah
Self-Storage Association
2003-2006**

**Board Member, Utah
Self-Storage Association
2007 - Present**

**Former Utah Real
Estate Agent**

**National & Local Self-
Storage Educator &
Presenter**

Burke Bradshaw has spent over two decades in the self-storage industry, beginning as a regional manager for one of the largest self-storage operators in the country. He managed company activities in the northeastern U.S., where he and the development team opened 19 new projects. Additionally, he implemented and refined a new property management computer system, while researching and assessing the feasibility of new projects.

In 2002, Mr. Bradshaw brought a wealth of experience to Towne Storage, where he now serves as President. He plays a key role in overseeing all aspects of the business, driving operational excellence, and fostering sustainable growth.

Mr. Bradshaw is a sought-after educator within the self-storage industry. Mr. Bradshaw served as president of the Utah Self-Storage Association. During his time as president of the UT SSA, he taught courses on revenue management, finance, and customer satisfaction. He has organized numerous activities and events to help educate self-storage owners and managers on how to run their facilities more efficiently and elevate public

opinion of the industry through improved customer service and satisfaction.

He has also spoken at other events, including National Self Storage Conferences.

As an expert in the industry, Mr. Bradshaw has provided direction and opinion on legislation and has served as an expert witness in legal cases. He was instrumental in updating the self-storage lien law in Utah and helping to pass legislation to improve how customer insurance is sold to storage customers.

Before working in the self-storage industry, Mr. Bradshaw was an owner and principal in two companies in the fitness industry. The first company worked with domestic and foreign fitness equipment and jogging stroller manufacturers as their international representation and established distributorships across the globe. The jogging strollers were designed in house and imported for sale to the US market.

The second company focused on manufacturer representation in the bicycle industry. He established key relationships with bike shops, which resulted in the stock and selling of the items in their stores.

Both companies provided experience and lessons that translated well to the self-storage industry.

Burke and his wife, Tara, have six children and live in Draper, Utah. They love the outdoors. Burke is an avid mountain biker and has worked coaching youth in the largest and most successful high school and junior high mountain bike programs in the country for a decade. He and his wife Tara are heavily involved in the charitable community, organizing events, and working with local refugees. One of their favorite organizations is Mentors International.



Towne Storage Union Park (Salt Lake City, UT)

Mrs. Bradshaw's journey is marked by both distinguished academic and professional achievements, along with her unwavering commitment to social causes. Her academic journey began at Brigham Young University, paving the way for a successful early career as a financial advisor at Prudential. Presently, she leads the charge as the Draper City Community Engagement Committee Chair, demonstrating her dedication to fostering a community of welcoming and belonging.

Beyond her professional endeavors, Mrs. Bradshaw's commitment to humanitarian efforts is evident in her past role as an Executive Board member with AMAR International, where she has been instrumental in raising funds to support Internally Displaced Persons (IDPs) in the Middle East. For over a decade, she has passionately served as the Gala Chair or as an Advisory Committee Member with Mentors International, an organization dedicated to empowering individuals through education and business mentorship.

Her dedication extends to helping children in foster care find forever homes through her work with Raise the Future, an organization close to her heart. The Bradshaws, embodying their beliefs in their family life, have welcomed two of their six children through adoption.

In addition to her professional and social contributions, Mrs. Bradshaw cherishes quality time with her family and friends, engaging in a variety of leisure activities. Whether it's hiking, biking, dancing, acting, singing, running, or boating, she embraces every opportunity to enjoy life's simple pleasures.

Through her multifaceted career and her profound impact on social causes, Mrs. Bradshaw exemplifies leadership, compassion, and an enduring commitment to making the world a better place.

CO-OWNER Tara Bradshaw

**Chair Draper City
Community Engagement**
2020 - Present

Daper Arts Council
2024 - Present

**Chair and Advisory
Member**
Mentors International
2014 - Present

**Raise the Future
Advisory Council**
2019-Present





OPERATIONS MANAGER **Lynette Lindhardt**

Operations Manager
Towne Storage
2016- Present

Collections Manager
Towne Storage
2013- 2016

Property Manager
Towne Storage
2003-2013

Assistant Manager
Towne Storage
2003

Lynette has been working at Towne Storage since 2003, after beginning her career as a paralegal. Over the years, she has held every available position within Towne Storage, providing her with a comprehensive perspective and exceptional ability to support her team.

Currently, Lynette oversees daily administrative and operational functions across Towne Storage. She directly manages many of our Northern Utah properties, supports their operation, sales, and revenue goals, and offers leadership and guidance to their site managers for personal development.



ACCOUNTING MANAGER **Jennifer McCintire**

Jennifer has managed Towne Storage's accounting department for 11 years. She arrived with 26 years of accounting experience and 23 years of payroll experience. Outside of Towne Storage, Jennifer likes to walk her dog (the love of her life), read and travel.

HUMAN RESOURCES **Ashley Miyazaki**

Ashley has 10 years of experience in HR and specializes in recruitment and building connections. She earned her degree in Human Communication from DSU. Outside of work, she enjoys tennis, golf, and spending time with her husband and two dogs.



DISTRICT MANAGER **Kerri Johnson**

Kerri Johnson is a District Manager at Towne Storage, overseeing all of our Nevada and Southern Utah properties. She focuses on team development, customer service, sales, and revenue growth. Her goal is to support and motivate her team to perform their best.

DISTRICT MANAGER **Tiffany Baker**

Tiffany recently joined Towne Storage as the Second Northern District Manager. She has over 11 years of management experience, leading teams and improving operations in different settings. She uses her expertise managing many of our properties in Utah and Arizona.





Towne Storage Clinton (Utah)
**Convenient locations across Utah, Nevada, and
Arizona.**

TOWNE STORAGE GROWTH

Towne Storage continues to pursue growth opportunities as demand for self-storage remains strong. Self-storage has grown 5.7% (CAGR)* since the end of 2020, with an average of 6.1 sq ft per person in the United States. Population increases in Utah, Arizona, and Nevada average a little higher at 8.3 sq ft per person.** Demand for storage in these states is higher than ever.



FACILITIES IN OPERATION

36



TOTAL SQUARE FEET

2,229,539



FACILITIES IN DEVELOPMENT

2

CURRENT AND FUTURE LOCATIONS

Northern Utah Locations

Bluffdale
Clearfield
Clinton
Cottonwood Heights
Heber
Herriman
North Salt Lake
Orem
Riverton (4)
Salt Lake City (4)
Saratoga Springs
South Jordan
West Haven
West Jordan
West Valley (2)

Southern Utah Locations

St. George
Washington

Nevada Locations

Enterprise
Henderson
Las Vegas (2)
North Las Vegas (2)
Spring Valley (3)

Arizona Locations

Mesa
Phoenix
Surprise

Under Development

Arizona:

Gilbert
Tolleson

FACILITY FEATURES



PROFESSIONAL

Highly skilled, personable managers ensure a positive experience. Customers save time, money and headaches.



SECURE

Modern security features and vigilant managers. Frequent lock checks, daily patrols, including after-hours, security cameras, and individual alarms.



SAFE

Facilities built of concrete block and steel. To safeguard against fire, we do not supply power to customers.



CONVENIENT

Located near freeway or major highway access. Drive-up units available, as well as indoor and climate-controlled. On-site packing supplies.



CLEAN

Trash-free environment, inside and out. Frequent lot pick up. Professional weed and pest control.

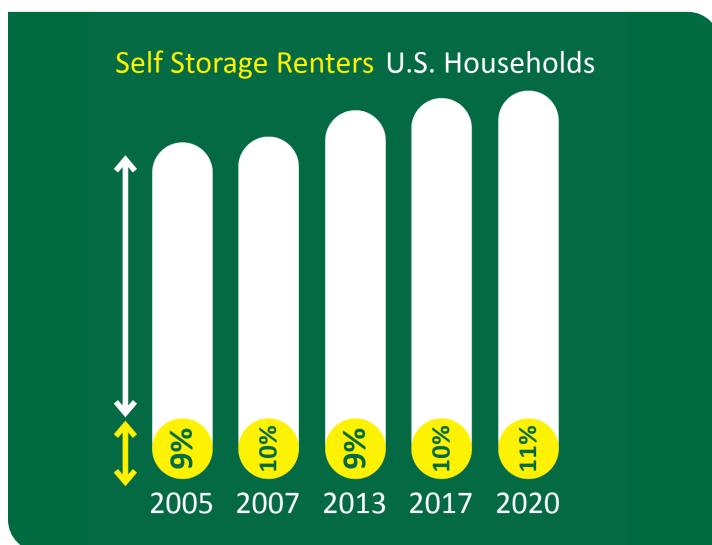
Towne Storage Offers

- Variety of Unit Sizes Based on Area Demographics
- Indoor and Drive Up Units
- Climate-Control/AC+ Heat Units
- RV and Boat Storage
- Clean and Professional
- State-of-the-Art Security and Surveillance Systems
- Boxes and Packing Supplies
- High Security Access
- Professional Managers
- Extended Access Hours Upon Request and Approval
- Truck Rentals Available



INDUSTRY SNAPSHOT

Determining the location to build a facility is based on multiple factors. These include supply and demand, population, percentage of renters, average household size, and average household income. In addition, Towne Storage makes an in-depth analysis of current and future competition; taking into account the age of surrounding facilities and ever-changing city regulations. Our building designs stand out from the competition and our reputation is rooted within the communities that we serve.



Often called "Recession Proof," The self-storage industry has remained stable through economic downturns. Unlike industries driven by national branding or price wars, self-storage demand is based on proximity, visibility, and convenience. This reduces market saturation risks, stabilizes occupancy rates, and allows well-managed locations to thrive even in downturns. By leveraging expertise and data-driven insights, Towne Storage Management can help identify high-demand and underserved markets.



**ANNUAL
INDUSTRY REVENUE**
\$35.8 Billion



**TOTAL RENTABLE
SELF-STORAGE**
2 Billion Sq Ft



**RENTAL SPACE
PER PERSON (USA)**
6.1 Sq Ft



**PERCENTAGE
HOUSEHOLDS
THAT USE SELF STORAGE**
10.6%

**Interested in more information?
Contact us today!**

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*2023 Self-Storage Almanac

A low-angle photograph of a Towne Storage building. The building has a dark brick facade. The word "Towne" is mounted in large, teal, 3D block letters with yellow outlines. Below it, the word "Storage" is mounted in large, white, 3D block letters with teal outlines. A small, rectangular, illuminated light fixture is mounted on the brick wall to the right of the "Storage" sign. On the left side of the image, there is a large window with a white frame. The sky is blue with scattered white clouds. A security camera is visible on the bottom left corner of the building.

Towne Storage

Towne Storage Southern (Phoenix AZ)
Beautifully designed and well-maintained offices
and facilities are key focuses in our business.



TowneStorageManagement.com
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