

2022 COMPANY PROFILE



20th YEAR Anniversary

Towne Storage



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WHAT WE DO

Towne Storage Management Co. 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 of **self-storage**.



PARTNERSHIPS & JOINT VENTURES

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



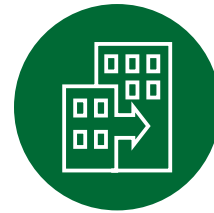
INVESTMENT OPPORTUNITIES

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



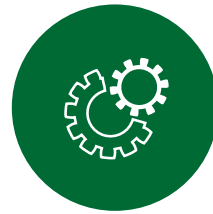
DEVELOPMENT CONSULTING

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



ACQUISITIONS & SALES

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



FACILITY MANAGEMENT

We stay on the cutting edge of the industry 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.

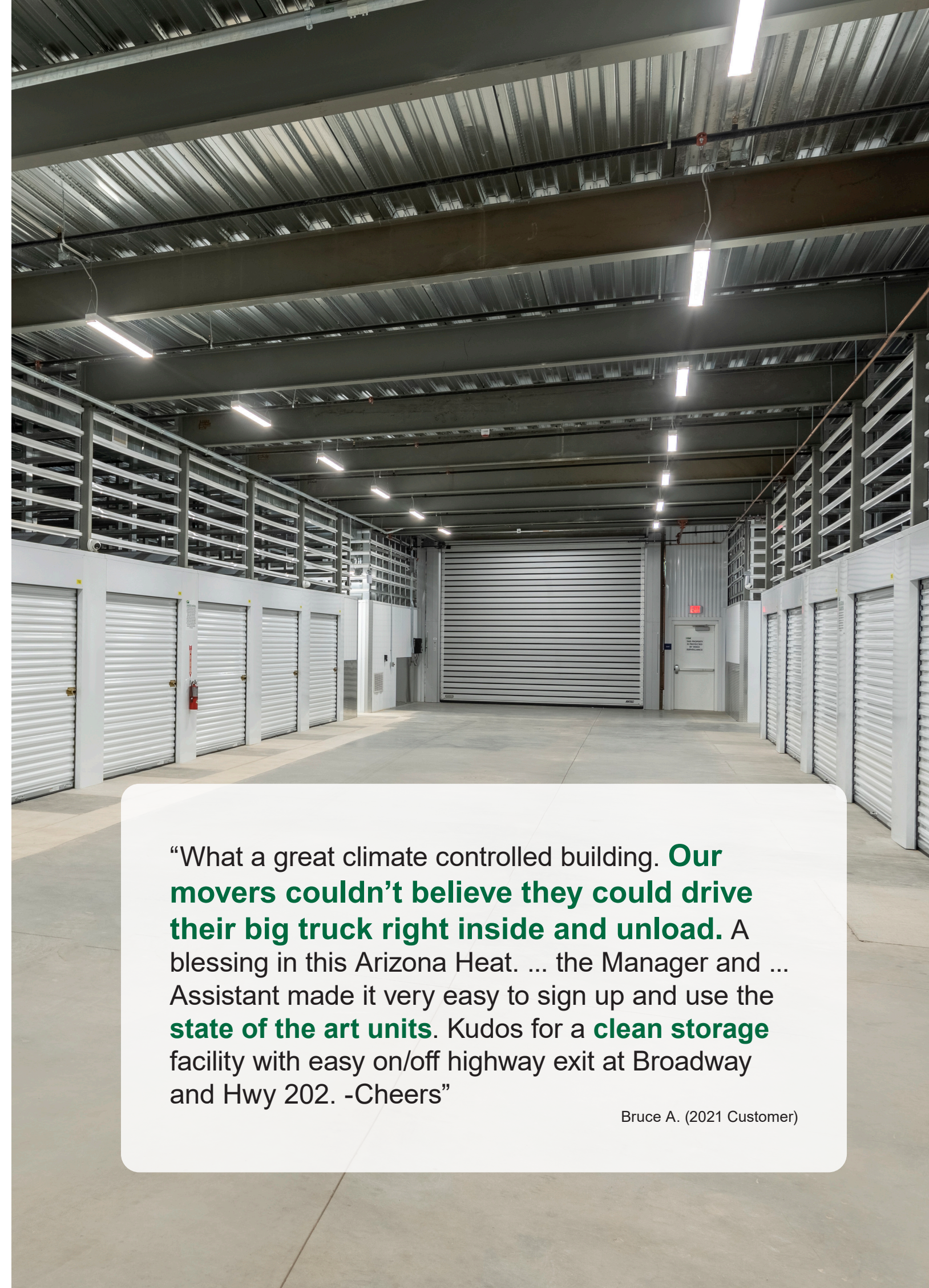


LAND & FACILITY PURCHASING

We pursue growth through the purchase of existing facilities and land suitable for development.

Interested in a new opportunity? Contact us today!

385-308-2011 | burkeb@townestorage.com



“What a great climate controlled building. **Our movers couldn’t believe they could drive their big truck right inside and unload.** A blessing in this Arizona Heat. ... the Manager and ... Assistant made it very easy to sign up and use the **state of the art units**. Kudos for a **clean storage** facility with easy on/off highway exit at Broadway and Hwy 202. -Cheers”

Bruce A. (2021 Customer)

EXPERIENCED LEADERSHIP



Gary R. Free
CEO

MAI and SRA designations,
Appraisal Institute (non-
practicing)

B.A., Business Management,
University of Utah

Past President, Utah
Chapter of the Self-Storage
Association

Past Vice-President and
Director, Salt Lake Chapter
of the Society of Real Estate
Appraisers

Past President, Utah Chapter
of the Appraisal Institute

Executive Committee
President, Utah AMAR
International Foundation

Board of Directors,
Mentors International

Beginning with a single self-storage facility in 1994, Gary Free launched what would become Towne Storage, a group of properties that now includes thirty locations - either in operation or in development - across Utah and Nevada. He later founded Towne Storage Management Company, which offers a comprehensive array of services within the industry, from feasibility studies to consulting to facility management.

After graduating from the University of Utah with a Bachelor of Arts degree in Business Management, Gary began a career as an appraiser with a commercial bank. In 1976 he founded Free and Associates - now Valbridge Property Advisors/Free and Associates - one of the largest appraisal firms in Utah today, with offices in Salt Lake City, St. George, and Utah County.

In 2013, Free was invited to be one of the organizing and founding members of Valbridge Property Advisors. Gary was instrumental in planning and facilitating the firm's nationwide launch in 2013. The company now has 67 offices across the country, and is the largest independent valuation firm in North America.

Mr. Free has been an active leader in the real estate and self-storage industries. He has served as president of the Utah Chapter of the Self-Storage Association, as vice-president and director of the Salt Lake Utah Chapter of the Society of Real Estate Appraisers, and as president of the Utah Chapter of the Appraisal Institute.

Outside of the industry, Gary is a passionate supporter of various charitable activities. In 2014, he helped to establish the Utah branch office of AMAR, an international foundation dedicated to rebuilding lives in Iraq. He and his wife, Kathy, are founding members of the AMAR Executive Committee, and they have traveled to Iraq to see first-hand the experience of those living in displacement camps. Mr. Free also works with Mentors International, helping to combat poverty through micro-financing.

Living in Draper, Utah, Gary and his wife, Kathy, have six children and 20 grandchildren. Gary loves skiing and automobile racing in a factory-built race car. He is a fully licensed race car driver in the NASA racing organization at the Motorsports Campus.

OPERATIONAL EXCELLENCE



Burke Bradshaw
COO

President, Utah Chapter of
the Self-Storage Association,
2003-2006

Board Member, Utah
Chapter of the Self-Storage
Association, 2007

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

In 2002, Mr. Bradshaw brought his extensive experience to Towne Storage, where he currently serves as COO. He is involved in all aspects of the business, from development to facility management.

Mr. Bradshaw is a sought-after educator within the self-storage industry. As president of the Utah Self-Storage Association, he taught courses on revenue management, finance, and customer satisfaction. He has organized numerous activities and events to help educate self-storage owners and management on how to better run their facilities and elevate public opinion of the industry through improved customer service and satisfaction.

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. In 2013, he was instrumental in updating the self-storage lien law, and helping to pass legislation to improve how customer insurance is sold to storage customers.

Burke and his wife, Tara, have six children and live in Draper, Utah. They are avid mountain bikers and are heavily involved in the charitable community, organizing events to support AMAR Utah and Mentors International.



FACILITIES

Towne Storage continues to pursue growth opportunities as demand for self-storage remains strong.

TOP 10 CITIES in High Demand for Self-Storage:

Rank	City, State
1	Las Vegas, NV
2	San Diego, CA
3	New York, NY
4	Houston, TX
5	Austin, TX
6	Phoenix, AZ
7	San Antonio, TX
8	Los Angeles, CA
9	Tucson, AZ
10	Colorado Spr, CO

Under Development

Utah:
Clinton

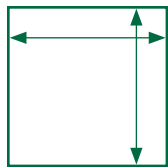
Nevada:
North Las Vegas
Las Vegas

Arizona:
Surprise



32

facilities currently in operation



1,900,000

square feet of self-storage real estate under ownership and/or management



5

new facilities currently under development

Current and Future Locations

Northern Utah Locations

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

Southern Utah Locations

St. George
Washington

Nevada Locations

Las Vegas (3)
North Las Vegas
Mountain's Edge
Henderson

Arizona Locations

Mesa
Phoenix

CONSUMER SERVICES

We take pride in offering our customers safe, secure, clean and convenient locations. Our friendly, professional staff helps customers find the perfect storage unit to fit their needs and budget.

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



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.



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.

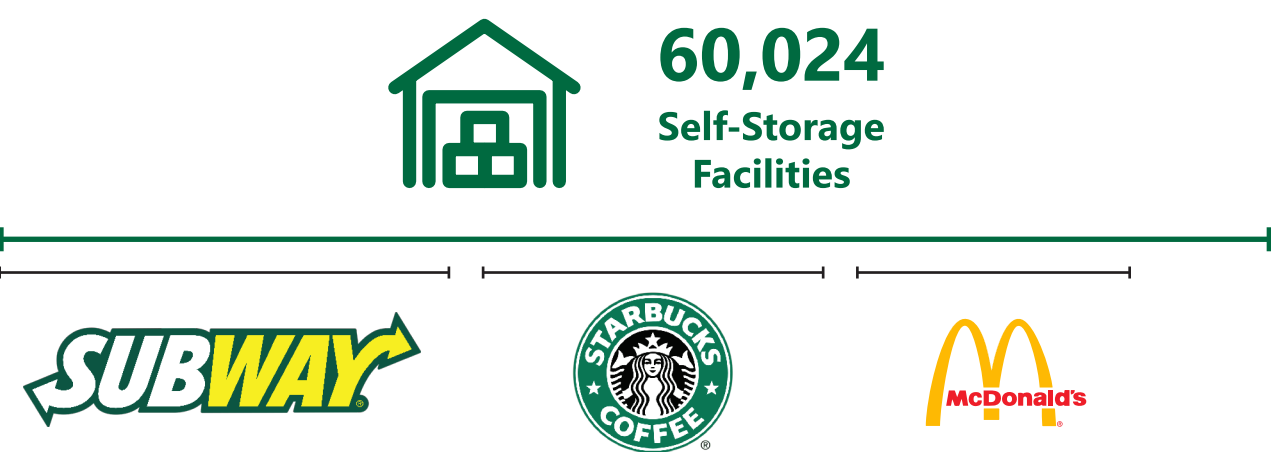


CLEAN

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

INDUSTRY SNAPSHOT

There are more self-storage facilities in the U.S. than the combined franchises of three of the country's largest fast food companies.



Interested in more information?
Contact us today!

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Annual Industry Revenue
\$39.5 Billion



Total Rentable Self-Storage
1.9 Billion Sq Ft



Rentable Space Per Person
in the United States
5.9 Sq Ft



Percentage of US Households
that Rent Storage Space
10.6%



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TowneStorageManagement.com

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