

# UNRIVALED EXPERTISE

Pursuing Growth in the Self Storage Industry



**STORAGE POST** IS A FULLY-INTEGRATED PROPRIETARY MANAGEMENT ENTERPRISE THAT COMBINES SELF STORAGE ADMINISTRATION, ADVANCED TECHNOLOGY AND A COMPREHENSIVE MARKETING PROGRAM TO DELIVER EXCELLENT CUSTOMER SERVICE AND POSITIVE PERFORMANCE RETURNS FOR OUR INVESTORS AND PARTNERS. WE ARE SEEKING GROWTH OPPORTUNITIES BY ACTIVELY PURSUING PROPERTY ACQUISITIONS.

## UNRIVALED EXPERTISE

Storage Post is led by experienced self storage business leader Bruce Roch, Jr. As CEO, Bruce has brought industry experts together with marketing and storage operations veterans to construct a company infrastructure uniquely tailored to become the preeminent self storage provider.

Storage Post's professional real estate experience, and the combined 55 years of self storage expertise within the leadership team, give the company superior insights into the industry. Each member of the executive team has substantial experience within their specific departments and fields. As a privately-owned company, this level of executive proficiency allows Storage Post to expand and deliver unmatched customer service and products in this commodity-driven business.

## STRATEGIC PARTNERSHIPS

Storage Post is well capitalized with strong institutional partners, including Acadia Realty Trust, one of the most respected publicly traded Real Estate Investment Trusts (REIT) in the retail sector (NYSE: AKR). Headquartered in White Plains, New York, Acadia is a top-performing shopping center REIT.

Storage Post's strengths, combined with Acadia's real estate and retail expertise, enable Storage Post to commit to aggressive growth by pursuing portfolio acquisition and facility management.



THE COMBINED 55 YEARS OF SELF STORAGE EXPERTISE WITHIN STORAGE POST'S LEADERSHIP TEAM GIVES THE COMPANY SUPERIOR INSIGHTS INTO THE INDUSTRY.

## DYNAMIC GROWTH

Storage Post's dynamic growth is credited to the leadership's singular focus on enhancing the value of its properties, paired with an emphasis on local market knowledge and self storage industry experience.

Storage Post plans to substantially increase its current industry reach through the procurement of self storage facilities in real estate markets characterized by high barriers-to-entry, dense populations and a constrained supply. The company is particularly searching for properties in need of a strong management focus and targets both single property and portfolio transactions.

## ACQUISITIONS

Weak consumer demand and a slow return from the recession have severely impacted managers of commercial property owners. If you need an exit strategy, and are looking to sell your self storage facilities, Storage Post is a qualified buyer with extensive knowledge of self storage real estate.

Storage Post is willing to structure deals with consideration to the needs of the seller and will make offers to maximize profits, control cost and create value. The Storage Post acquisitions team delivers competitive pricing and can offer a quick close. For more information, contact the Storage Post acquisitions department at 1-877-674-6777 or [acquisitions@storagepost.com](mailto:acquisitions@storagepost.com), or visit [www.storagepost.com/acquisitions](http://www.storagepost.com/acquisitions).

## ACQUISITIONS PROPERTY CRITERIA

We pursue a dual investment strategy, focusing on both opportunistic/ value-add and core/stabilized asset acquisitions. Storage Post employs an experienced acquisitions team and is searching for real estate opportunities nationwide. In particular, Storage Post is best complemented by properties that possess the following features and can benefit from the listed transaction qualities:

- Class A Facilities
- Properties over 35,000 sq. ft.
- Dense Submarkets
- Undersupplied Markets
- All Cash or Assume Existing Financing
- \$5 Million+ Transaction Size
- Close Within 45 Days
- Open to 1031 Tax Exchange



# ACQUISITIONS TEAM



## DYLAN DELAUNE

Chief Investment Officer  
ddelaune@storagepost.com

Dylan performs and directs all activities in site selection, negotiation, purchase and entitlement of multi-story, climate-controlled self storage facilities to enhance Storage Post's growth plan and expand its business opportunities. He formulates detailed feasibility analysis of each project for review by the corporate investment team and financial partners.



## JACK GIANNOLA

Director of Acquisitions  
jgiannola@storagepost.com

Jack operates as a regional commercial real estate representative in the northeastern United States. His duties include actively pursuing self storage real estate for sale, providing property valuation of potential sale properties in addition to working with each seller's individual needs. Jack will work toward Storage Post's goal of dynamic growth in the self storage industry.



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