



**Annual Membership Meeting
October 10, 2019
DoubleTree Hotel
3203 Quebec St., Denver**

7:30am	Registration and Breakfast Buffet
8:30 am	Welcome and Introductions <i>Jackson White, President</i>
8:45 – 9:00 am	Legal and Legislative Update <i>Todd Mackintosh, COSSA Legal Counsel</i>
9:00 – 9:45am	State of the State of Colorado Self Storage Update <i>Adam Schlosser, Marcus & Millichap</i>
9:45 – 10:15am	Technology Trends – “Cloud Storage” <i>Scott Henke, Onsite Consulting</i>
10:15 – 11:00	Trade Show Expo, Refreshments and Break
11:00 – 12:20pm	Round Tables Discussions - Variety of Topics <i>Scott Henke – Technology/Cloud Storage</i> <i>Jeff Kinder – Pricing in Crisis, Protecting Your Value Over the Long Term</i> <i>Todd Mackintosh – Ask the Attorney</i> <i>Barrett Palombo – Self Storage Auctions</i> <i>Tom Razo – Additional Supply & Competition</i> <i>Dale Stewart – Self Storage Financing</i> <i>Ben Vestal – Investment in Self Storage</i>
12:30pm	Closing Comments <i>Jackson White, President</i>
Immediately Following Meeting	Lien Law Seminar, <i>Barrett Palombo, Storage Auction Kings</i>
1:00pm	Trade Show Closes