



SSA Las Vegas 2018: Self Storage Market Fundamentals & Forecast

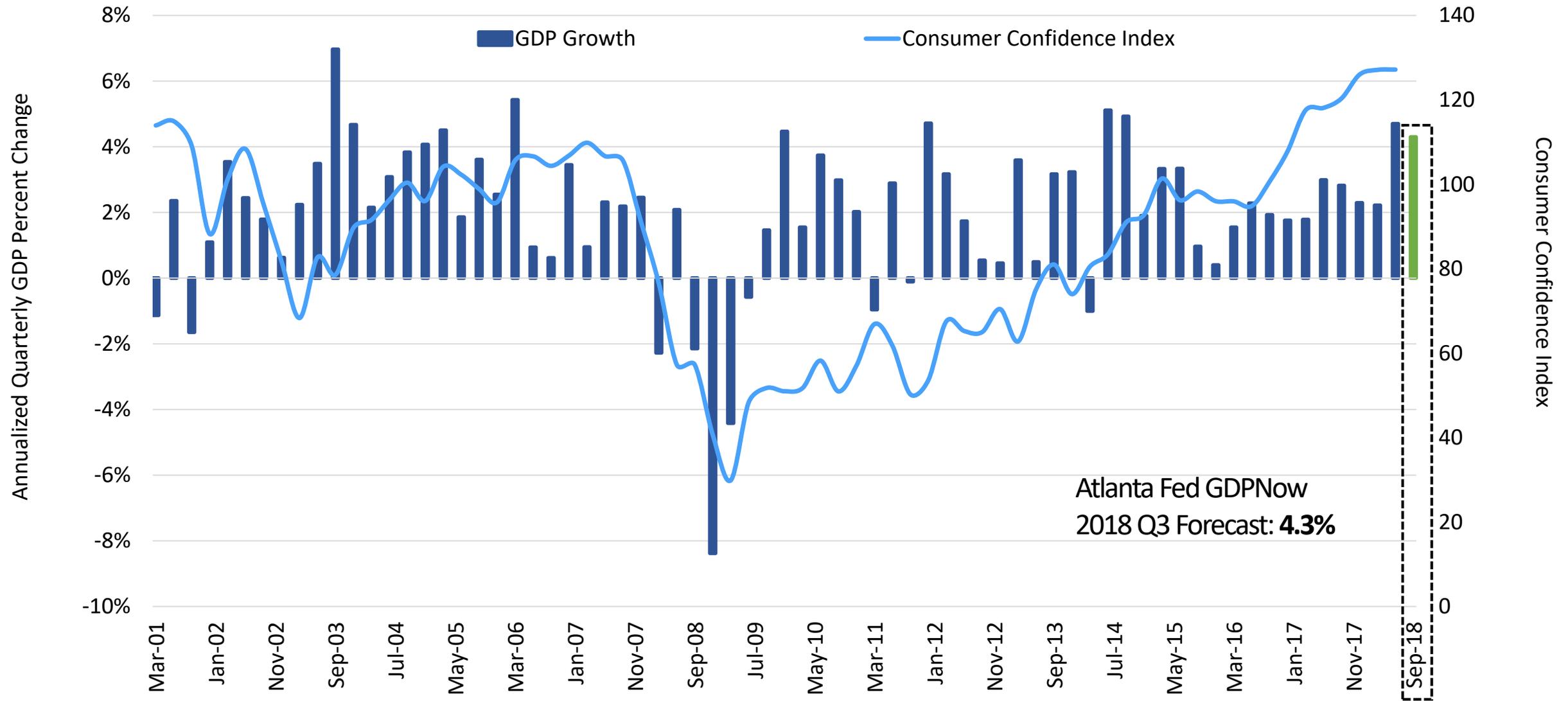
Jeff Adler

Vice President, Yardi® Matrix

An aerial, top-down view of a city grid. The buildings are represented as 3D models of varying heights and shapes, creating a textured, isometric appearance. The perspective is from a high angle, looking down on the city blocks. The buildings are rendered in shades of gray and white, with some taller structures standing out more prominently. The overall effect is a dense, geometric representation of an urban environment.

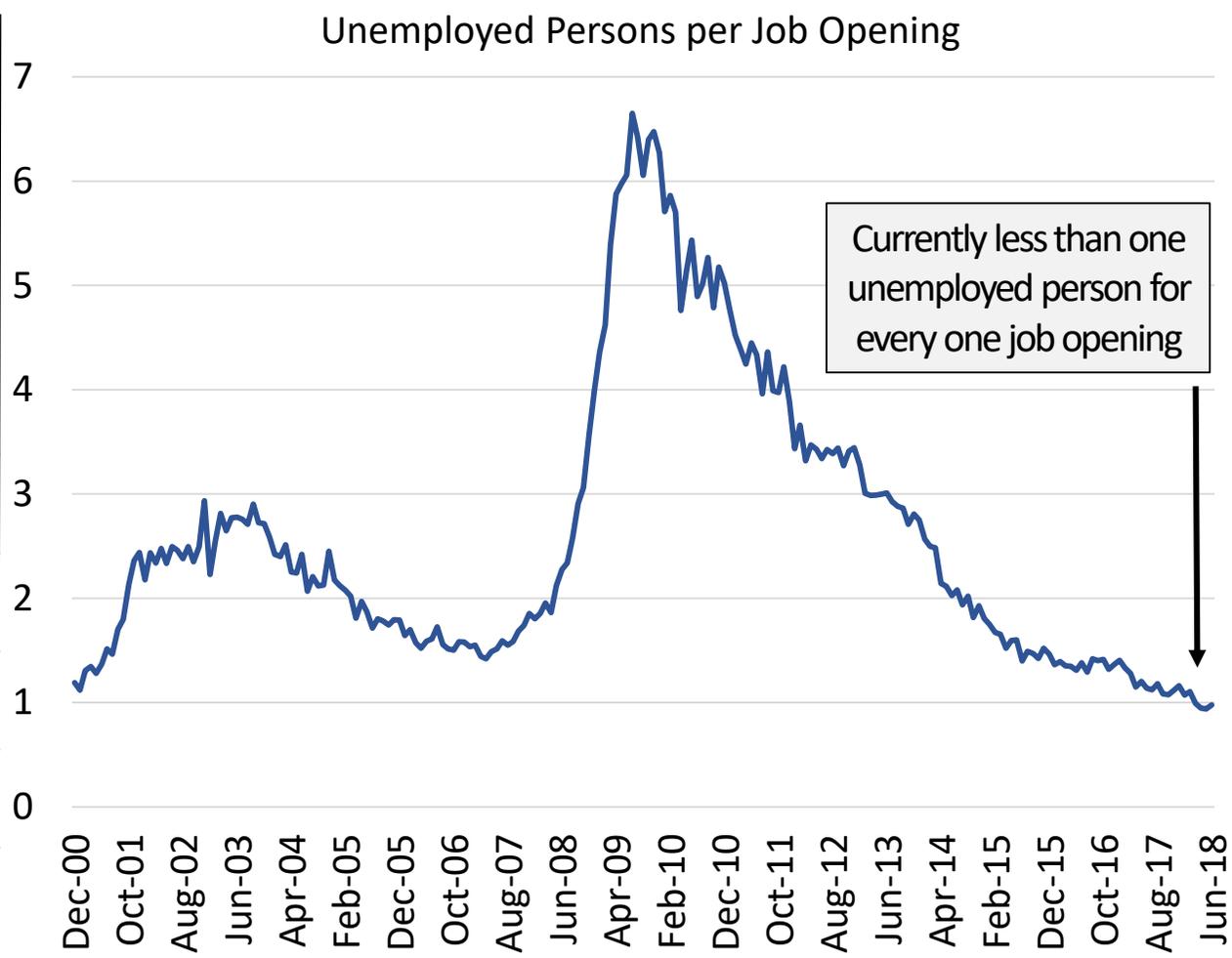
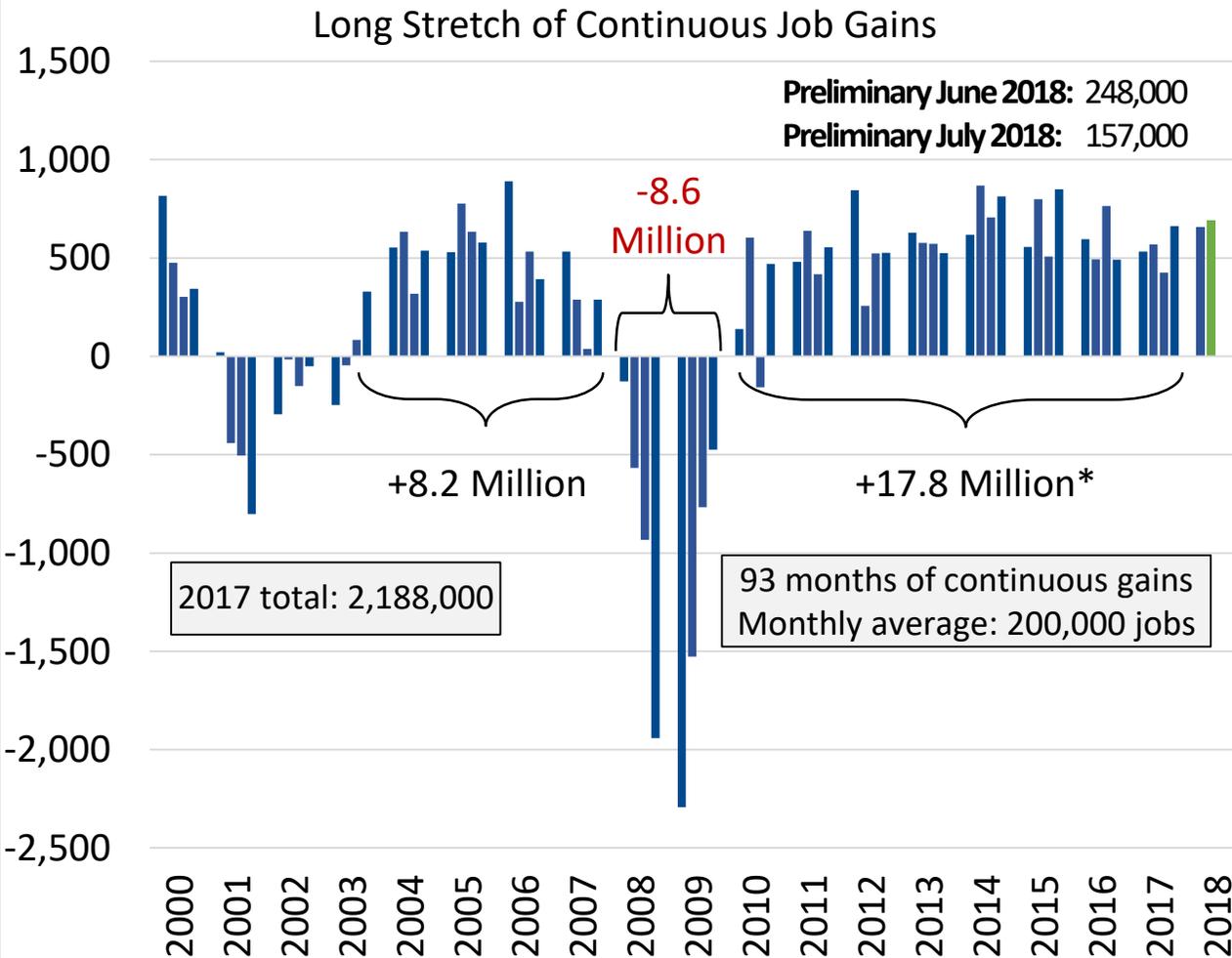
Macroeconomic Outlook

U.S. Economic Growth is Pretty Good



Tight Labor Market, Pulling People off the Sidelines

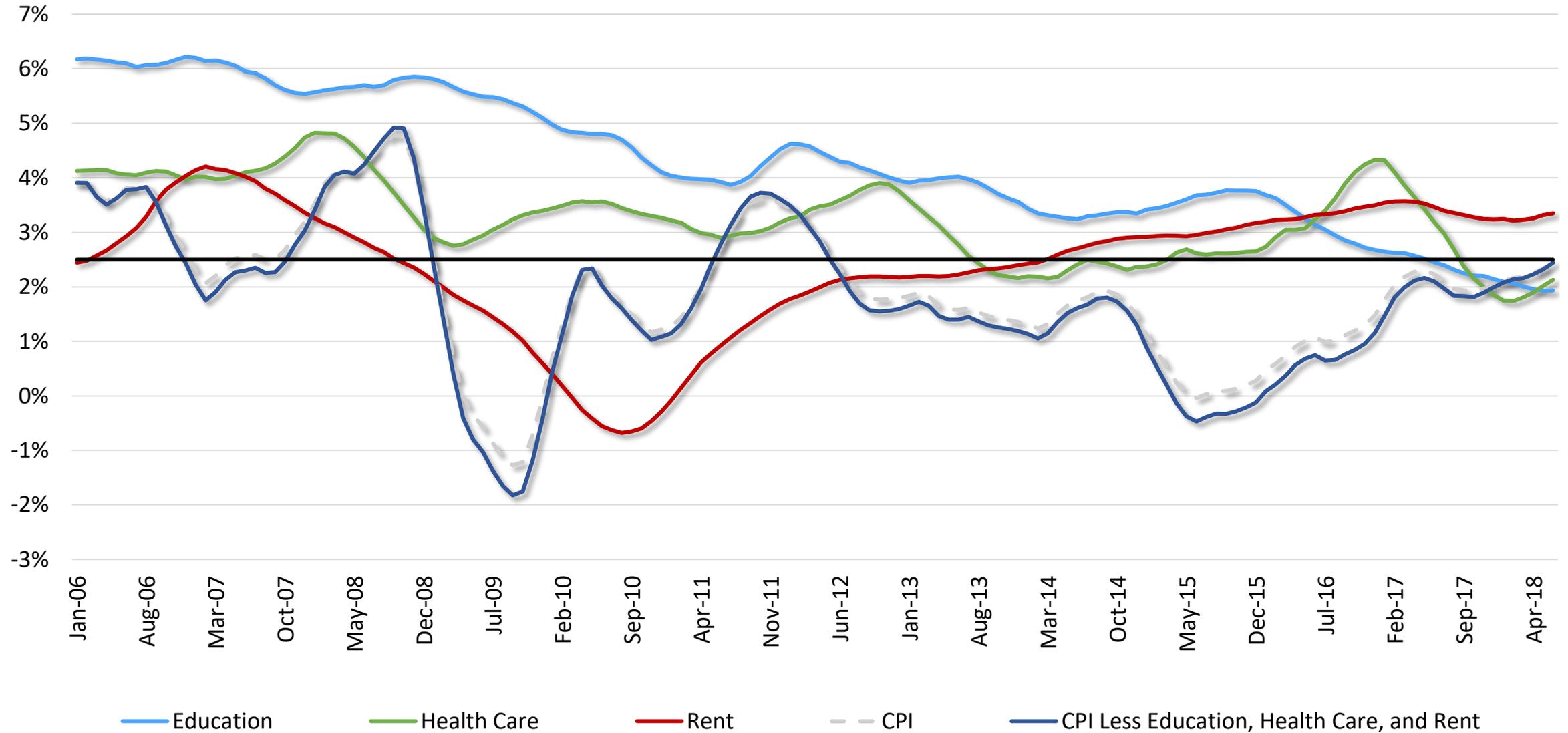
It is difficult to find labor at the right *price*, with the right *skills*, in the right *city*



*Through December 2017
Source: Moody's Analytics; Bureau of Labor Statistics (BLS); The Conference Board



Inflation Rising, But Unlikely to Break Out >2.5%



*YOY 6 month moving avgs. CPI Less Health Care, Education and Rent is an estimate using BLS document "Math calculations to better utilize CPI data"

Source: Moody's Analytics; Bureau of Labor Statistics (BLS)

U.S. Federal Policy Mix is Mildly Pro-Growth

Pro-Growth

- Tax Reform
- Regulatory Relief
- Executive Orders
 - Energy
 - Finance
 - Labor Costs



Generally Positive Progress

Pro-Growth but Slow

- Infrastructure
- Education Reform
 - German Model
- Healthcare Reform



Progress in Tone,
but Not Yet Substantive

Anti-Growth

- Immigration Control
- Trade Renegotiation
 - President Trump announced U.S. will impose tariffs on steel and aluminum imports



Recent Tariff Move a Potential Drag on Growth



Profile of Current Supply and Demand

Job Growth is Happening in Secondary Cities

At this stage in the economy, companies are relocating and expanding in markets where their money will get them further

Charles Schwab

- Relocated jobs from San Francisco to lower-cost states like Texas and Colorado
- Consolidated Denver-area employees and newly relocated employees into a \$230 million campus in Lone Tree, CO
- Light rail currently being extended in part to accommodate employees and other residents drawn to the area

KPMG

- Developing \$400 million, 55-acre learning, development and innovation campus in Lake Nona outside of Orlando
- Create 330 new jobs and 800,000 sq. ft. for meeting, classroom, residential and dining facilities

Market	2016-2017 Emp. Growth	Trend	Market	2016-2017 Emp. Growth	Trend
Reno	5.0%	Accelerating	San Diego	2.0%	Decelerating
Boise	4.1%	Accelerating	Fort Lauderdale	2.0%	Decelerating
Nashville	3.2%	Decelerating	Denver	2.0%	Decelerating
Orlando	3.2%	Decelerating	West Palm Beach	1.9%	Decelerating
Austin	3.2%	Decelerating	Columbus	1.9%	Decelerating
Charlotte	2.9%	Decelerating	New York	1.8%	Decelerating
Las Vegas	2.9%	Decelerating	Boston	1.7%	Decelerating
Dallas	2.8%	Decelerating	Washington DC	1.6%	Stable
Phoenix	2.8%	Decelerating	Minneapolis	1.6%	Stable
Seattle	2.7%	Decelerating	Kansas City	1.6%	Decelerating
Raleigh	2.6%	Decelerating	Detroit	1.6%	Decelerating
Portland	2.5%	Decelerating	Philadelphia	1.5%	Stable
South Bay Area	2.5%	Decelerating	Miami	1.4%	Decelerating
Charleston	2.3%	Decelerating	Indianapolis	1.4%	Decelerating
Salt Lake City	2.3%	Decelerating	Los Angeles	1.2%	Decelerating
East Bay Area	2.3%	Decelerating	Newark	1.2%	Stable
Atlanta	2.3%	Decelerating	Pittsburgh	1.1%	Accelerating
San Francisco	2.3%	Decelerating	St. Louis	1.0%	Decelerating
Sacramento	2.1%	Decelerating	Houston	0.9%	Decelerating
Tampa	2.1%	Decelerating	Chicago	0.9%	Decelerating
Orange County	2.1%	Decelerating	Milwaukee	0.3%	Decelerating

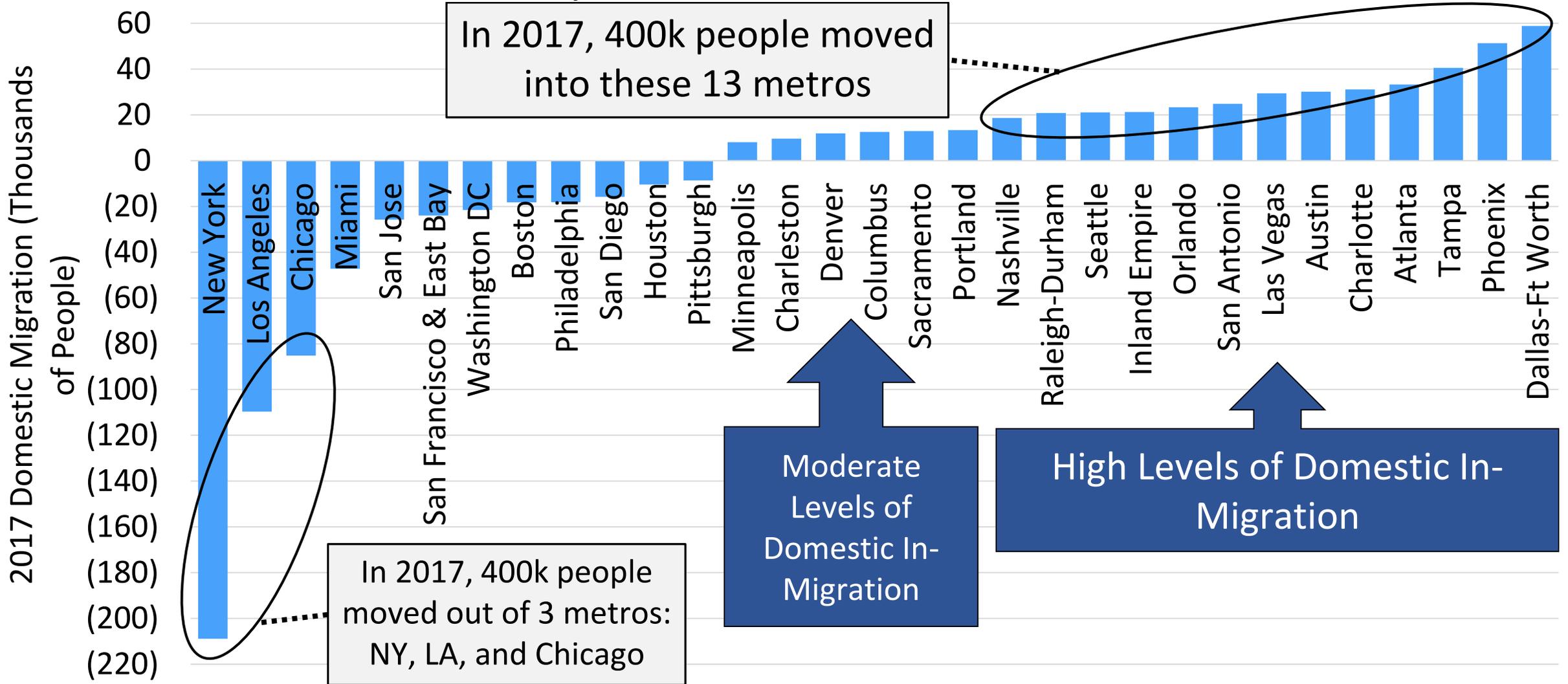
Population Growth is in Secondary Markets

With the exception of Washington DC, secondary and tertiary markets are the only ones seeing stable or rising population growth since 2015

Market	2015 Pop. Growth	2016 Pop. Growth	2017 Pop. Growth	Overall Trend	Market	2015 Pop. Growth	2016 Pop. Growth	2017 Pop. Growth	Overall Trend
New York	0.6%	0.4%	0.2%	Decelerating	Denver	2.1%	1.6%	1.3%	Decelerating
Los Angeles	0.5%	0.3%	0.1%	Decelerating	Miami	1.2%	1.1%	0.6%	Decelerating
Chicago	0.0%	-0.1%	-0.1%	Falling	Newark	0.2%	0.3%	0.4%	Rising
Houston	2.6%	2.0%	1.4%	Decelerating	Orlando	2.7%	2.6%	2.3%	Decelerating
Washington DC	1.0%	1.0%	1.1%	Stable	Portland	1.7%	1.7%	1.2%	Decelerating
Philadelphia	0.2%	0.2%	0.3%	Stable	Pittsburgh	-0.3%	-0.3%	-0.3%	Steady/Negative
Atlanta	1.7%	1.6%	1.5%	Decelerating	Austin	3.0%	3.0%	2.7%	Decelerating
Dallas	2.2%	2.2%	2.1%	Decelerating	Columbus	1.2%	1.2%	1.6%	Rising
Boston	0.7%	0.6%	0.6%	Decelerating	Indianapolis	0.8%	0.9%	1.1%	Rising
Phoenix	2.0%	2.0%	1.9%	Decelerating	Nashville	2.1%	2.2%	1.8%	Decelerating
San Francisco	1.3%	0.9%	0.6%	Decelerating	Raleigh	2.4%	2.5%	2.3%	Decelerating
Tampa	2.0%	2.1%	1.8%	Decelerating	Salt Lake City	1.2%	1.6%	1.4%	Decelerating
Seattle	1.7%	1.9%	1.6%	Decelerating					

Although population is falling in Pittsburgh, the greater downtown's population expanded by 22% between 2010 and 2016

Domestic Migration Trend is Out of Gateway Metros and Into Secondary Cities



There is a Playbook Describing How Cities Reach Take-Off Velocity as a Tech Hub

All existing tech markets have these characteristics to some degree

Public and Private Partnerships

Business Friendly Environment

Community and Amenities that Retain and Draw in Talent

Educated Workforce

Columbus, OH

Public and Private Partnerships

- Many public and private entities partnered for massive development along both sides of the Scioto River
 - Columbus Downtown Development Corporation (CDDC), Columbus Center of Science and Industry (COSI), State of Ohio, civic and community leaders
- Public and private entities are also teaming to revitalize the previously struggling Milo-Grogan area

Community and Amenities that Retain and Draw in Talent

- Open parks, walkways and bike paths, restaurants, museums, a band shell, fountain, carousel, etc. along both sides of the Scioto River
- Development of an 18-hour mixed-use district, with 1,700 residential units, 800,000 sq. ft. of office, 150,000 sq. ft. of restaurant and retail space, and a 150-room boutique hotel

Business Friendly Environment

STATE RANK – #14

- State and city tax credits and incentive packages encouraging retention and expansion of companies in the Columbus area, including Koorsen Fire & Security (25 jobs), Matic Insurance Services (50 jobs), Accenture plc (200 jobs)

Educated Workforce

University	Approx. Enrollment 2017
Ohio State University	66,444
Ohio University	29,712
Miami University	19,452
Kent State University	28,972
University of Dayton	10,803

What's Going on in Columbus?

- Accenture Plc named Columbus one of 14 U.S. innovation hubs for the global IT consulting firm
 - Adding 200 jobs by end of 2020
- Koorsen Fire & Security
 - Adding 14,000 sq. ft., 25 jobs, and \$1 million to payroll
 - Ohio Tax Credit Authority approved a 0.991%, five-year tax credit
- Matic Insurance Services Inc.
 - \$400,000 expansion of call center into administrative office – 50 new jobs by 2020
 - Utilizing state and city incentive packages
- JP Morgan Chase, Honda, Huntington Bank – large employers
- Milo-Grogan area near downtown is emerging thanks manufacturing hub
 - Public-private partnership transforming the neighborhood
 - New housing, improved infrastructure and neighborhood, job training and employment resources
- Development along the Scioto River
 - Accessible urban amenity for Downtown's residents, professionals and visitors
 - Center of Science and Industry and National Veterans Memorial and Museum
 - Scioto Peninsula Park and Garage – 6.5-acre park and 600-space underground parking garage
 - 18-Hour Mixed-Use District
 - Planned 1,700 residential units, 800,000 sq. ft. of office, 150,000 sq. ft. of restaurant and retail, hotel
 - Franklinton – multimillion-dollar housing, retail and office developments in the works
 - Scioto Mile
 - Reconnected downtown to the Scioto River with parks, boulevards, bikeways, and pedestrian paths
 - John W. Galbreath Bicentennial Park – 15,000 sq. ft. fountain, band shell, restaurants
 - Scioto Greenways – 33 acres of new urban greenspace
 - Columbus Commons – 6 acre park: gardens, performance stage, carousel, outdoor reading room, NEOS play system, Bocce ball courts, two cafes

Average Rent Compared to Nearest Gateway Cities

Market	Avg. Rent - Dec 2017
Columbus	\$919
Chicago	\$1,429
Washington DC	\$1,734



7,576,592 passengers flew in and out of John Glenn Columbus International Airport in 2017

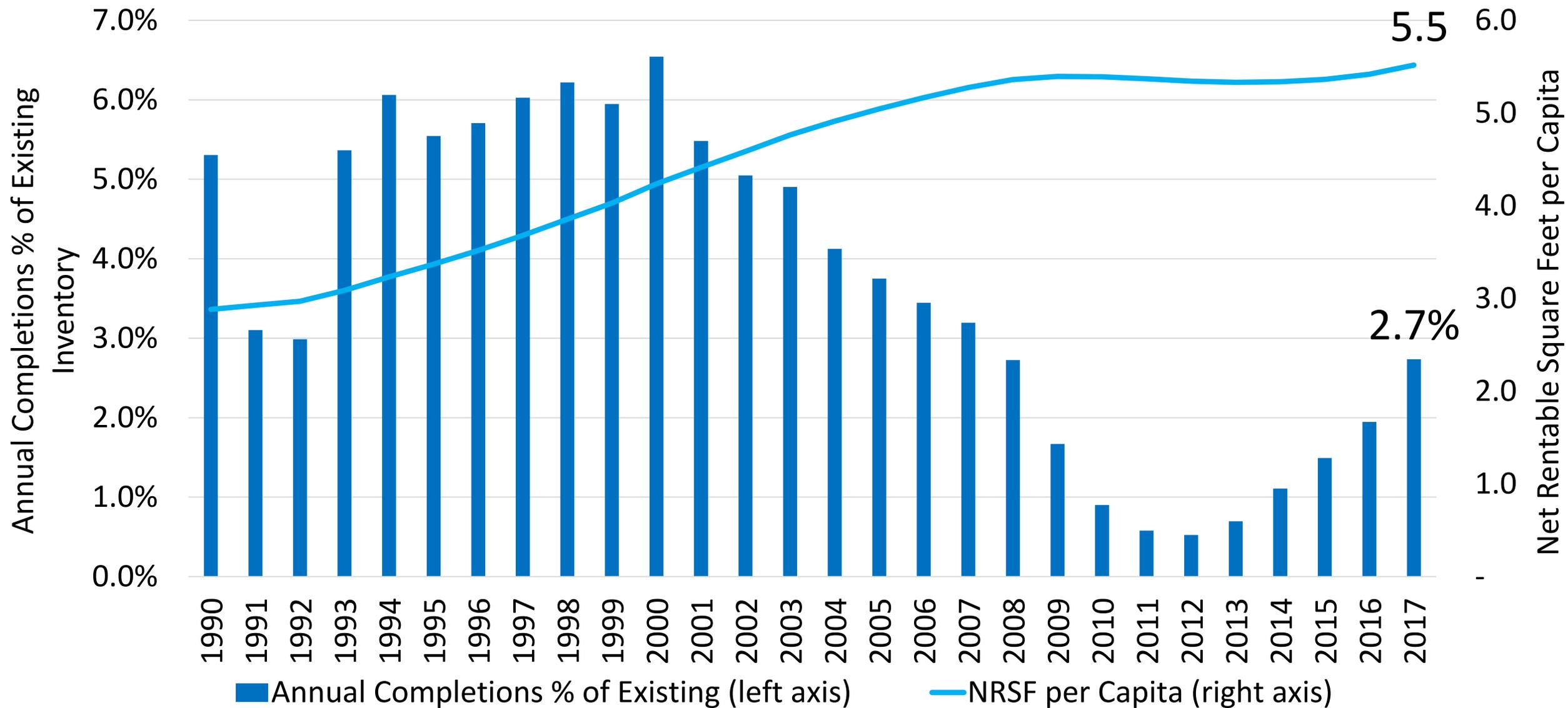
79,828,183 passengers flew in and out of O'Hare International Airport in 2017

23,928,248 passengers flew in and out of Ronald Reagan Washington National Airport in 2017

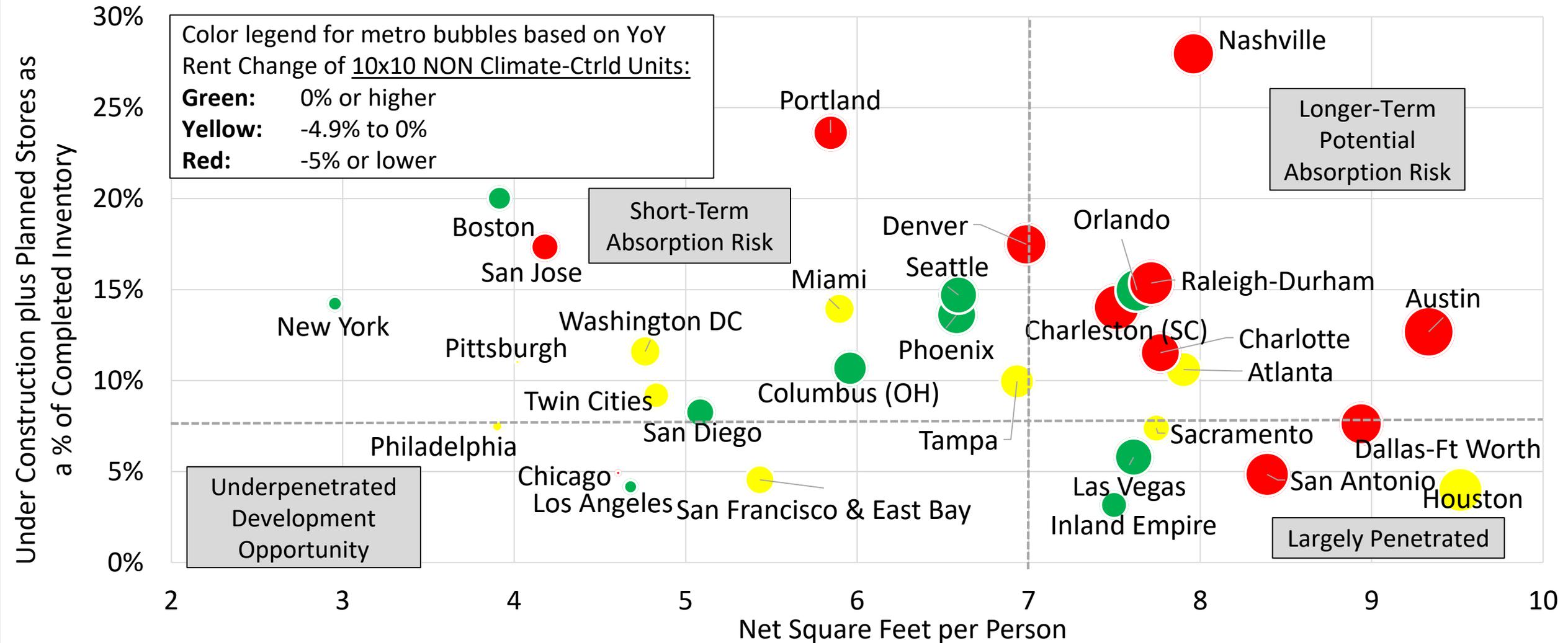
35 multi-family transactions valued at \$393 million in 2017



Total US Self Storage Deliveries: 1990 to 2017



New Supply Pipeline and Completed Inventory per Capita



*Bubble size reflects 2016 population growth rate
 Source: Yardi® Matrix; U.S. Census Bureau (BOC)



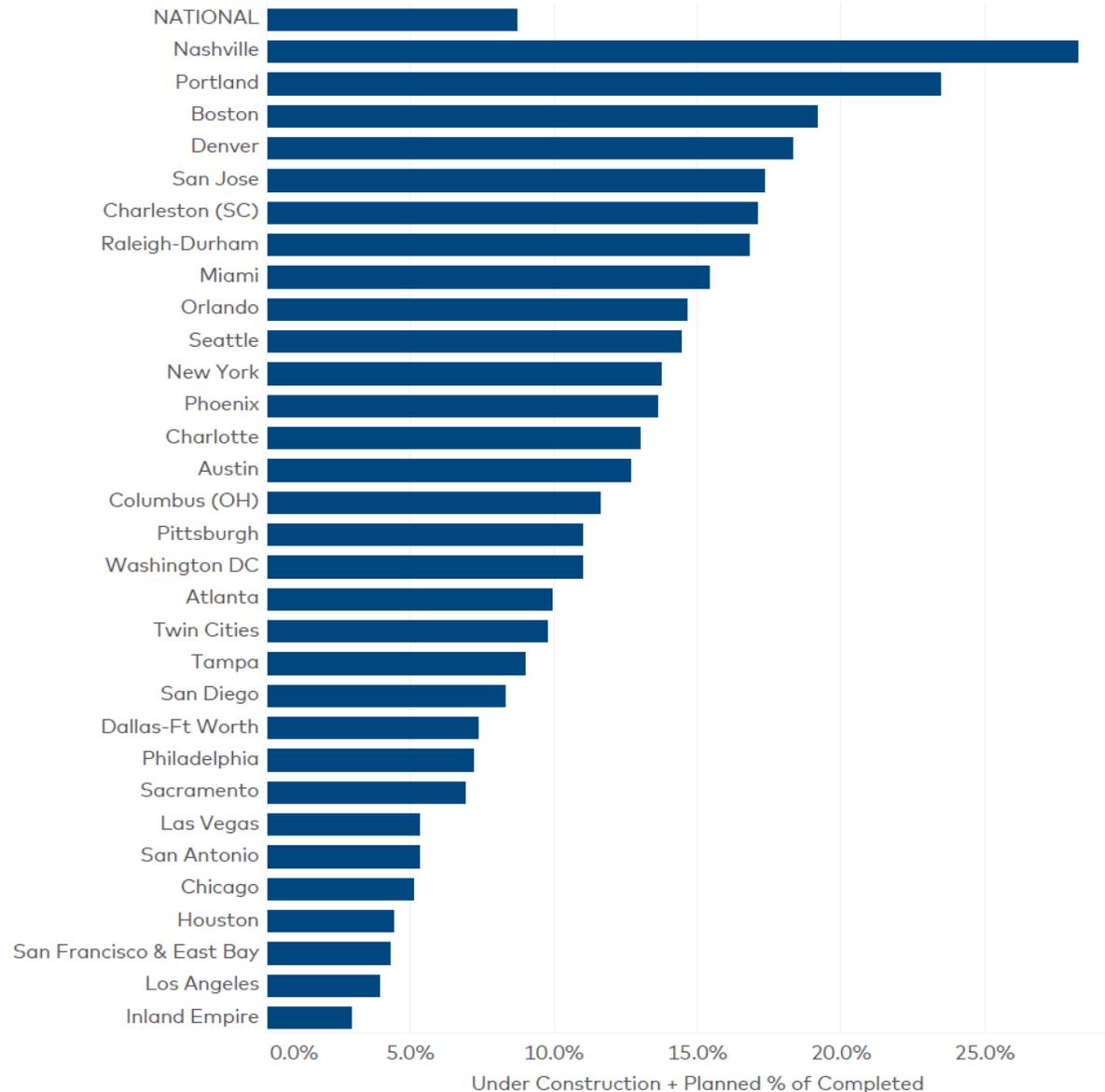
Year-Over-Year Street Rate Summary for Primary Unit Types

Metro	Avg Metro Rent 10'x10' (non cc)	10'x10' (non cc)	10'x10' (cc)
NATIONAL	\$118	-3%	-2%
Las Vegas	\$100	11%	8%
Phoenix	\$104	5%	-1%
New York	\$174	4%	1%
Inland Empire	\$109	3%	7%
Seattle	\$155	2%	-5%
San Diego	\$158	1%	1%
Boston	\$150	1%	3%
Los Angeles	\$182	1%	-1%
Columbus (OH)	\$86	0%	-4%
Orlando	\$105	0%	-2%
Pittsburgh	\$119	-1%	-5%
Tampa	\$115	-1%	0%
Atlanta	\$101	-1%	0%
San Francisco & East Bay	\$193	-2%	2%
Philadelphia	\$121	-2%	1%

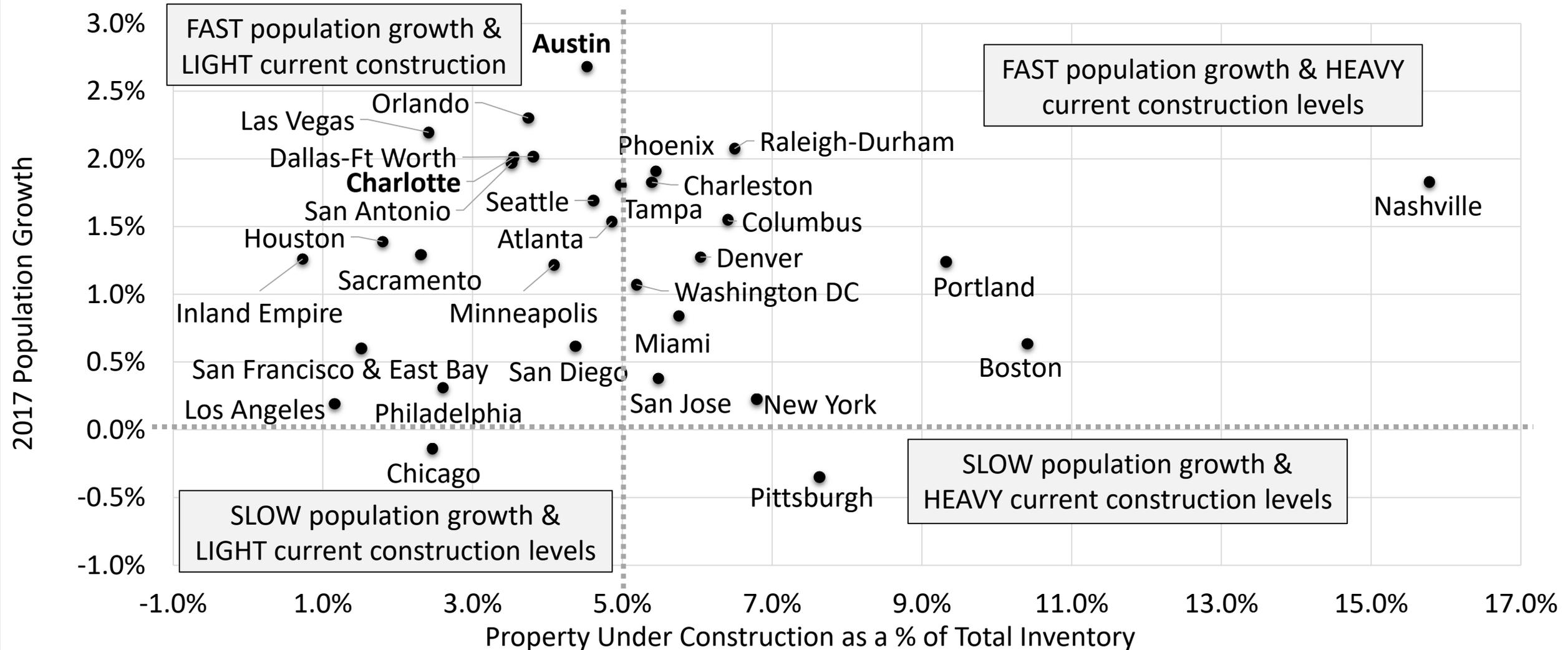
Metro	Avg Metro Rent 10'x10' (non cc)	10'x10' (non cc)	10'x10' (cc)
Miami	\$139	-2%	-4%
Sacramento	\$134	-3%	4%
Washington DC	\$147	-4%	2%
Minneapolis	\$118	-4%	0%
Houston	\$89	-4%	-3%
Chicago	\$102	-6%	-2%
Nashville	\$114	-6%	-2%
Charleston (SC)	\$108	-6%	-9%
Austin	\$101	-6%	-7%
Dallas - Ft Worth	\$99	-7%	-4%
Portland	\$152	-7%	-6%
San Antonio	\$100	-7%	-3%
Raleigh - Durham	\$95	-8%	-12%
Charlotte	\$89	-8%	-3%
San Jose	\$186	-8%	-4%
Denver	\$128	-9%	-6%

New Supply Heaviest in Domestic Migration Favorites

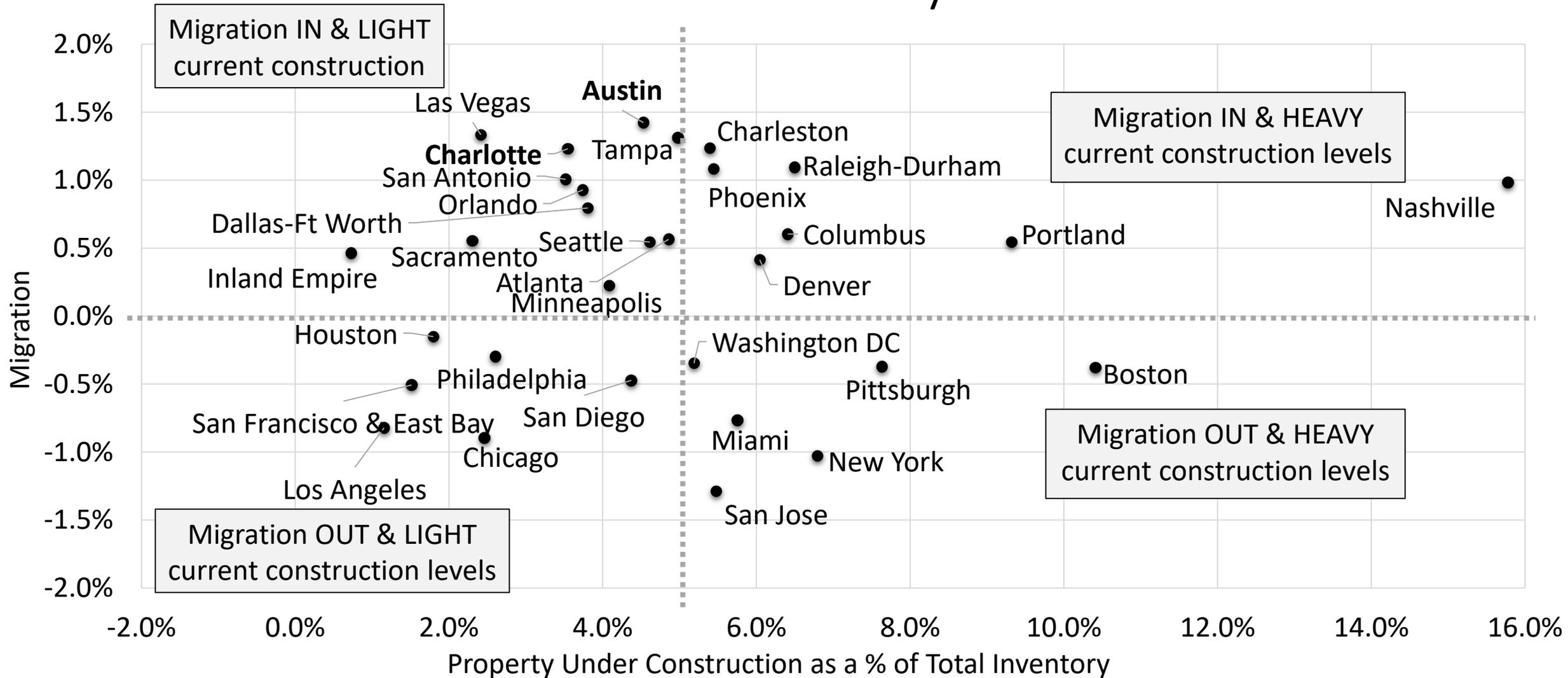
NATIONAL	8.7%
Nashville	28.3%
Portland	23.5%
Boston	19.1%
Denver	18.3%
San Jose	17.3%
Charleston (SC)	17.1%
Raleigh-Durham	16.8%
Miami	15.4%
Orlando	14.7%
Seattle	14.4%
New York	13.7%
Phoenix	13.6%
Charlotte	13.0%
Austin	12.7%
Columbus (OH)	11.6%
Pittsburgh	11.0%
Washington DC	11.0%
Atlanta	10.0%
Twin Cities	9.8%
Tampa	9.0%
San Diego	8.3%
Dallas-Ft Worth	7.4%
Philadelphia	7.2%
Sacramento	6.9%
Las Vegas	5.3%
San Antonio	5.3%
Chicago	5.1%
Houston	4.4%
San Francisco & East Bay	4.3%
Los Angeles	4.0%
Inland Empire	2.9%



2017 Population Growth vs. Under Construction % of Total Inventory



2017 Domestic Migration Growth vs. Under Construction % of Total Inventory



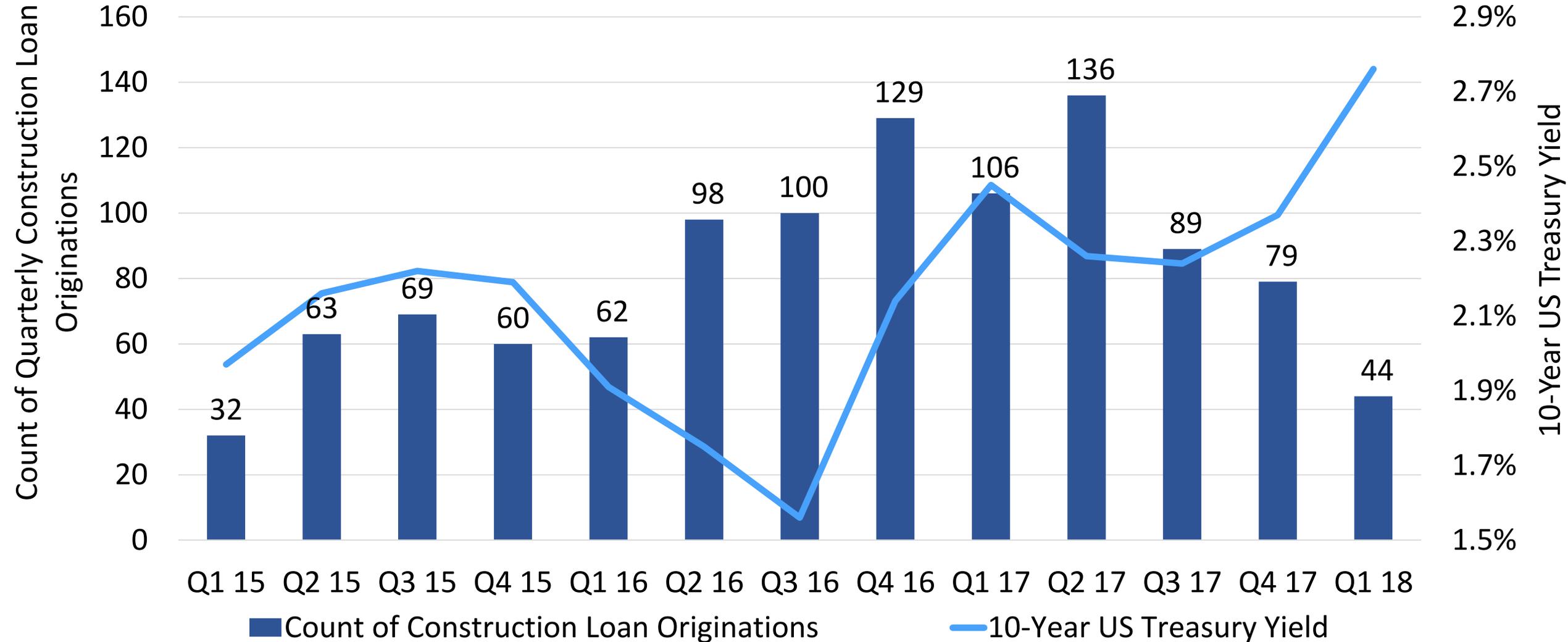
Today's Most Attractive Metros & Current Self Storage Drivers

- The most attractive self storage metros currently are:
 1. Las Vegas (2017 tax changes are moving Californians to Nevada in accelerating numbers)
 2. Tampa
 3. Phoenix
 4. Orlando
 5. Columbus
- Domestic migration is accelerating out of New York, California, and Chicago toward secondary cities in the West and South (2017 tax law changes are driving domestic migration)



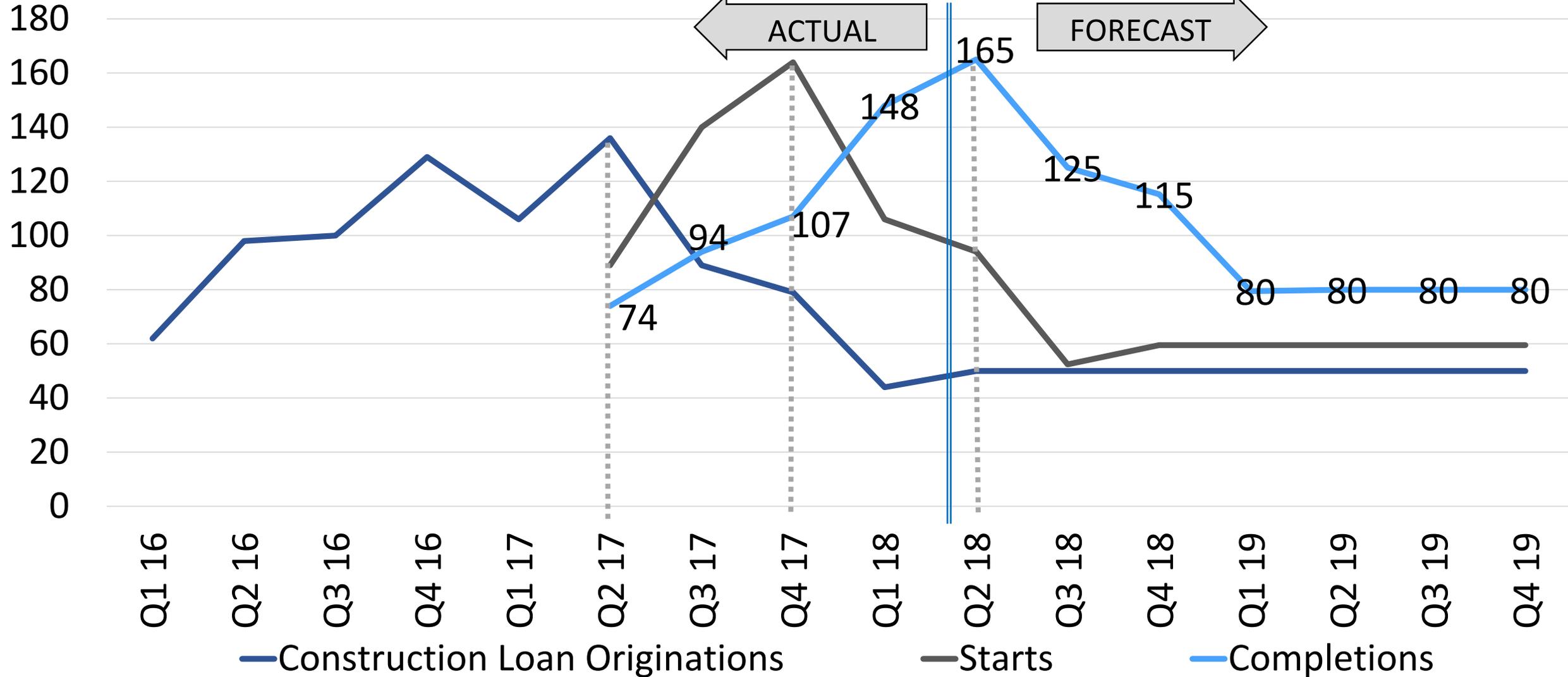
How Will New Supply Levels Impact U.S. Cities?

New Loans Peaked in Q2 2017 as Interest Rates Increased

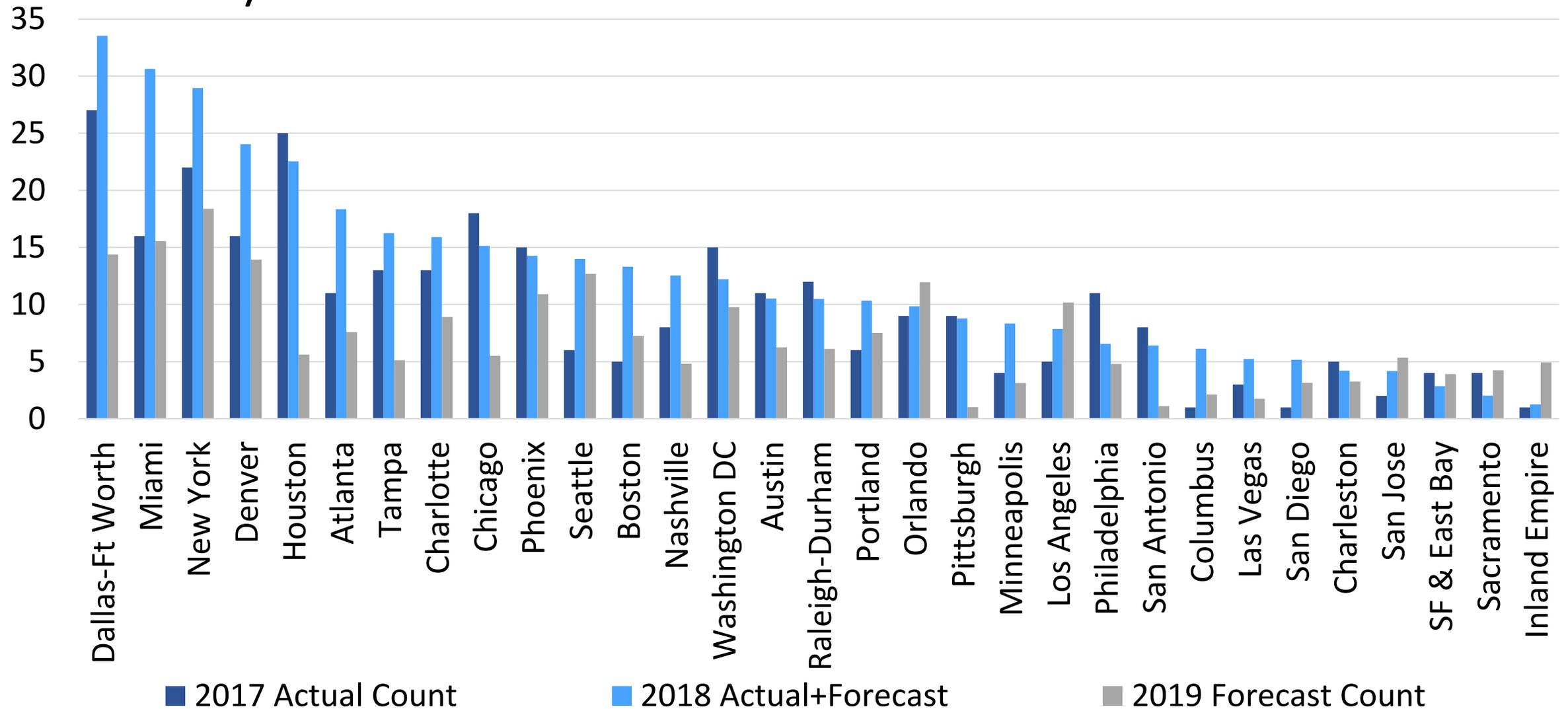


Self Storage Investment Cycle

Construction Loan Originations Forecast Starts; Starts Forecast Completions



2019 Store Completions Forecasted to Decrease Notably in Texas Metros

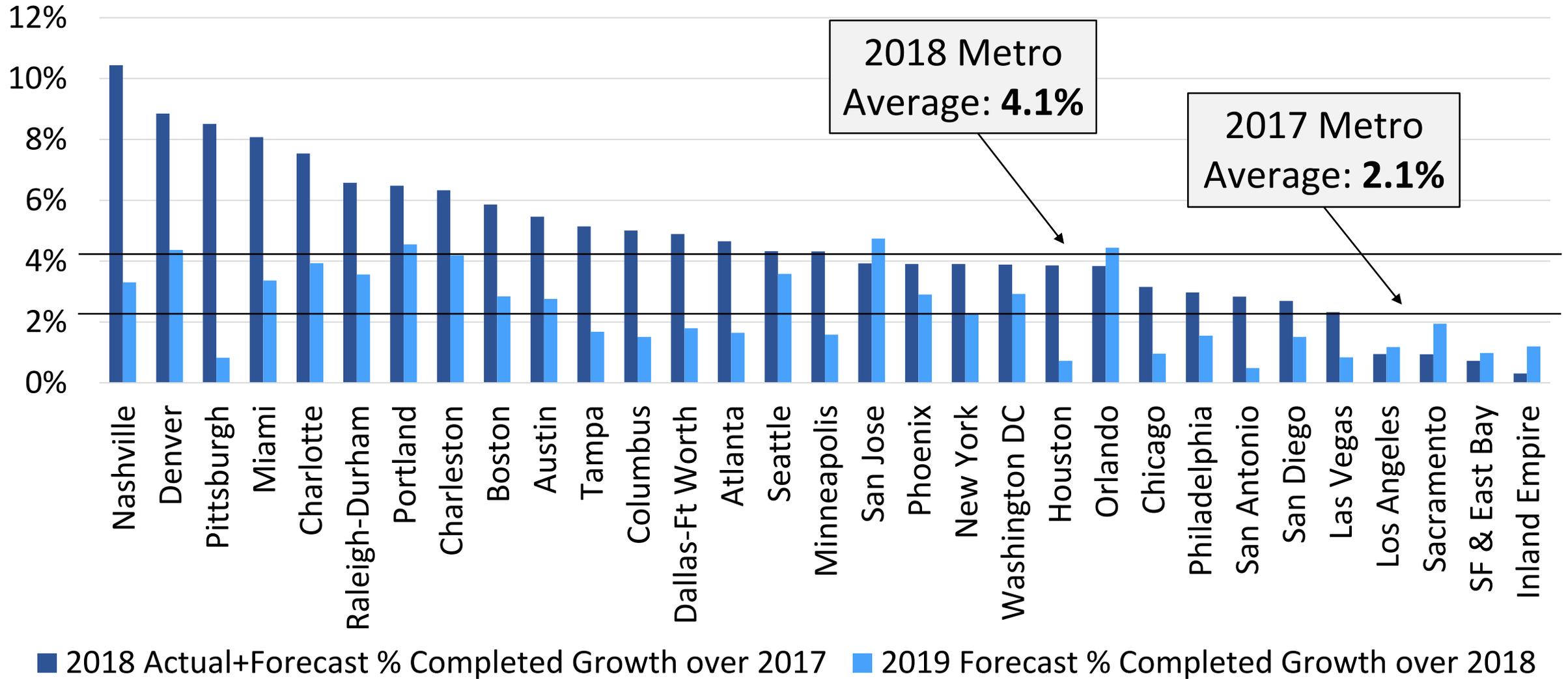


*Sorted by 2018 Actual + Forecast Completions

Source: Yardi® Matrix



Completion Growth % Forecasted to Decrease from 2018 to 2019

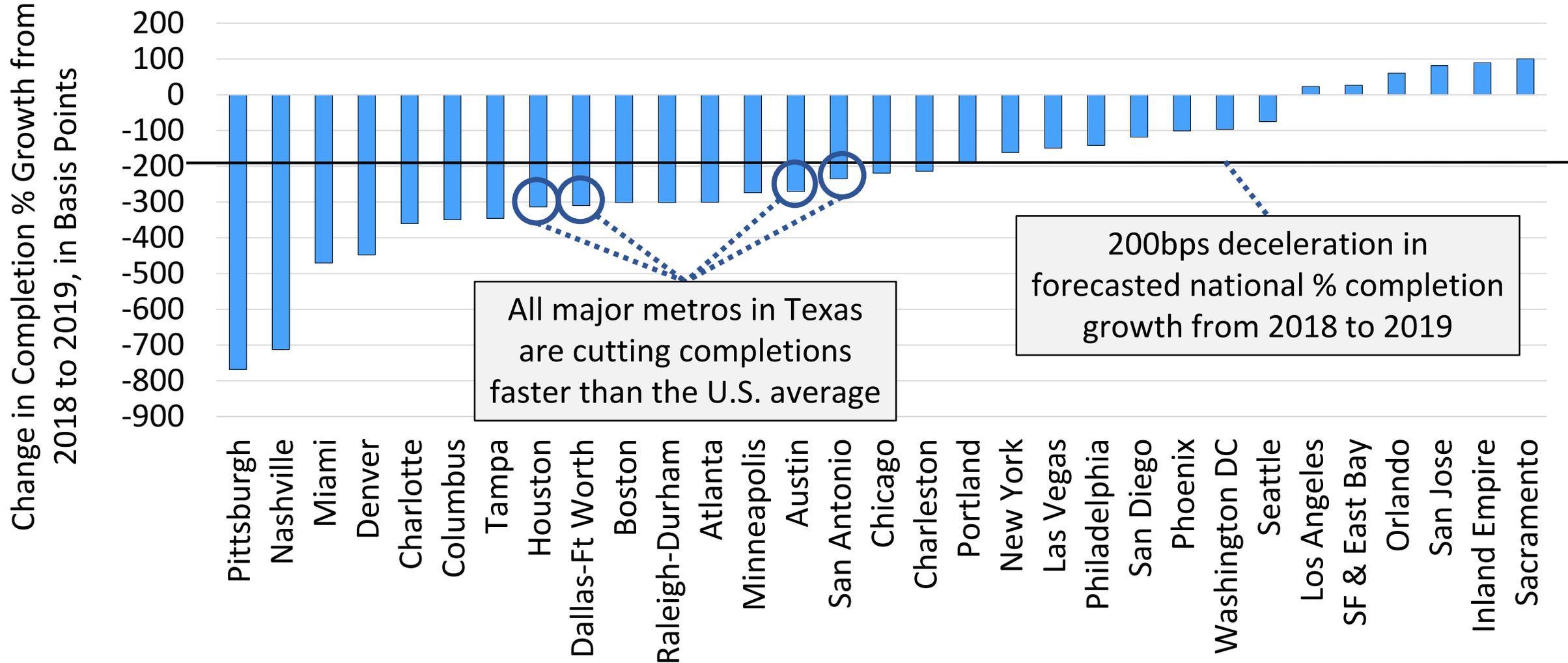


*Sorted by 2018 completion growth over 2017

Source: Yardi® Matrix

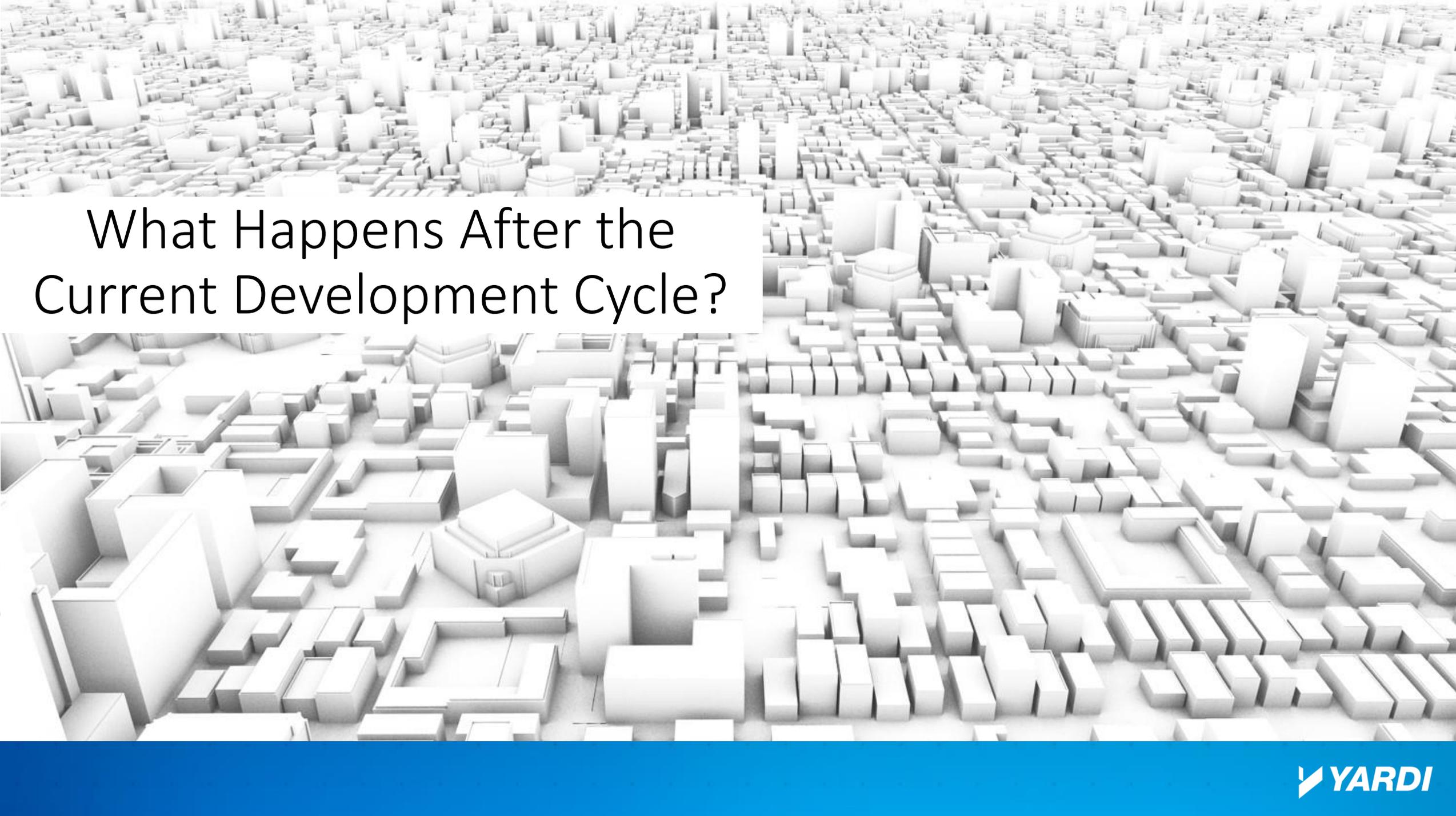


Completion Growth as a % of Existing Inventory Decelerates from 4.1% in 2018 to 2.1% in 2019



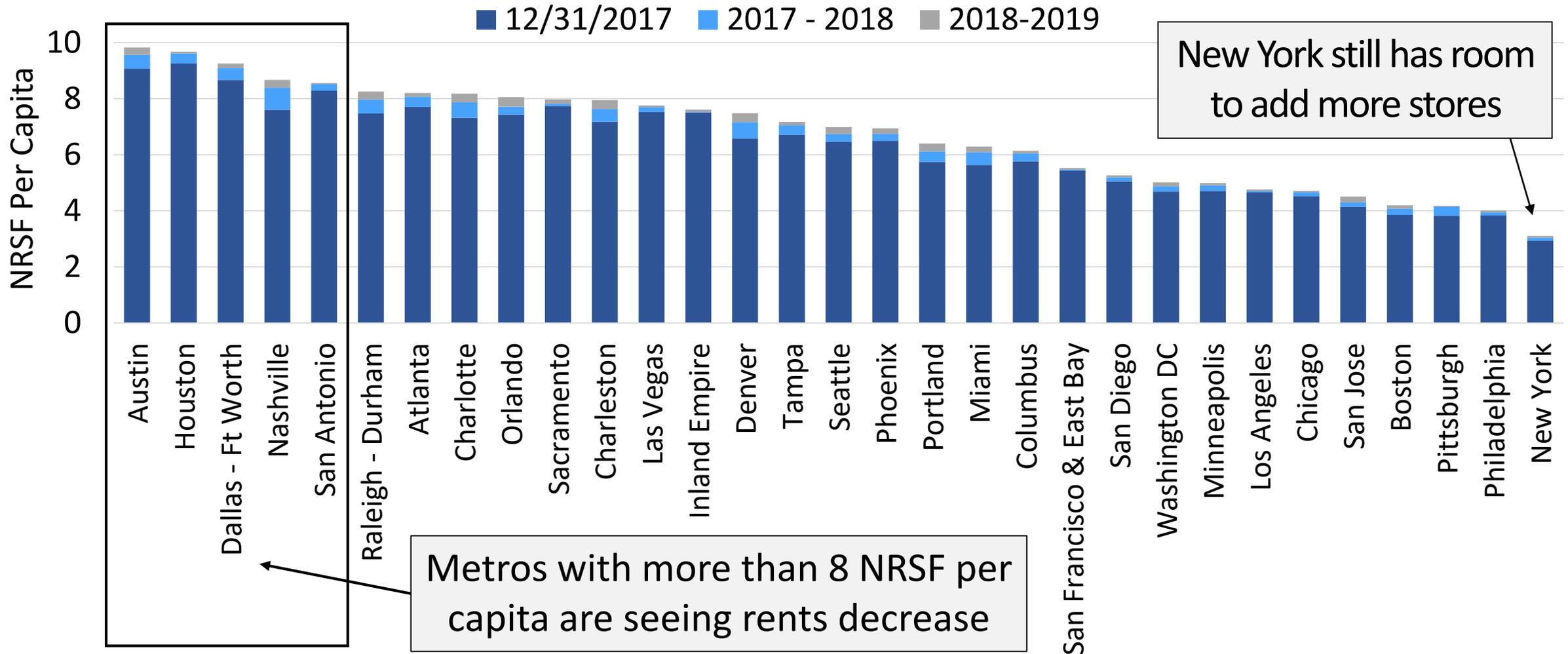
New Store Deliveries are Currently Peaking and Will Decrease by Late 2019

- Construction Loans and Starts Are Past Peak:
 - The number of construction loan originations in self storage peaked during Summer 2017 (for reference, multifamily construction loan originations peaked in Fall 2016)
 - Storage construction starts peaked in Fall 2017
 - Storage completions are currently peaking and will decrease notably between now and the end of 2019
- Metros have already started reducing the number of new Planned stores:
 - Miami and Pittsburgh are cancelling new projects because domestic out-migration is accelerating
 - Texas, Nashville, and Denver are reducing future projects because of heavy current deliveries and fully-penetrated storage statistics



What Happens After the Current Development Cycle?

Where Do We Go From Here? Forecast of NRSF per Capita at Year-End 2017, 2018 & 2019

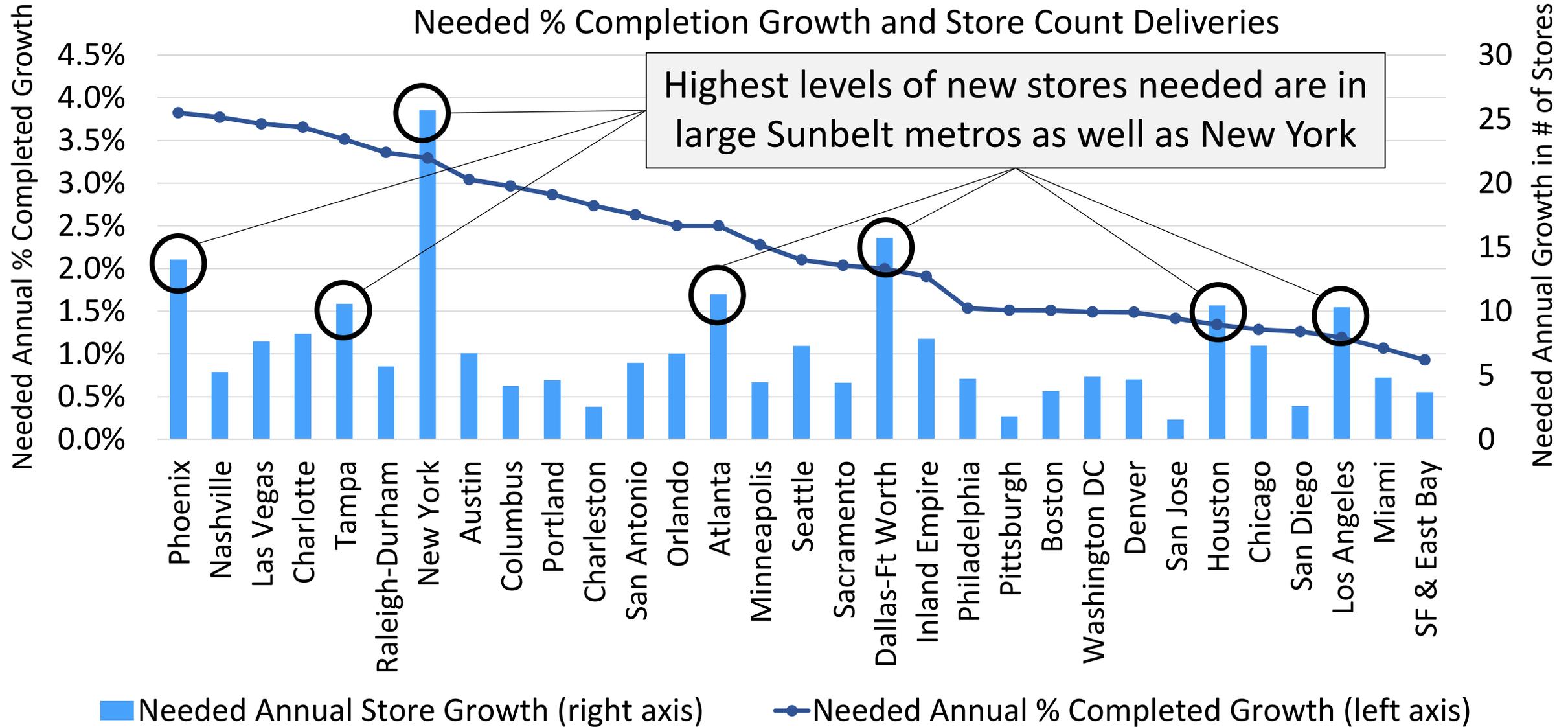


Estimating Average Demand based on Metro Population and Domestic Migration

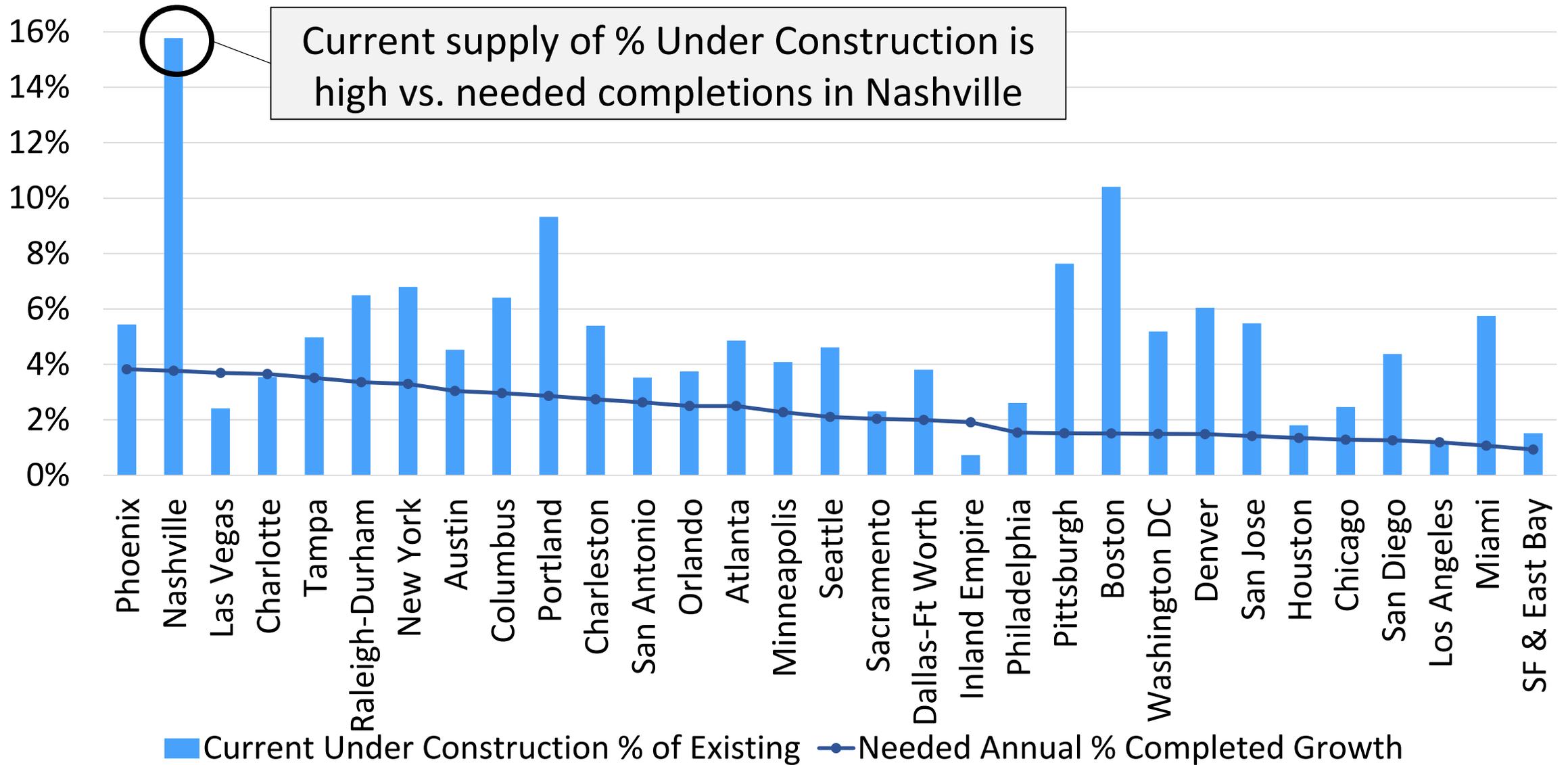
- Approximately half of storage customers are in the process of moving while the other half are longer-term users
 - Approximately 5,000 new movers to an area will necessitate the building of one new storage facility per year to meet demand from domestic migration
 - Total metro population of 1.0 to 1.5 million will necessitate the building of one new store per year to meet needs for replacement and upgrade of older existing inventory
- Austin is a simple example needing around 7 new stores per year
 - 2 million in metro population need about 2 new replacement stores per year
 - Austin is averaging about 25,000 domestic migrants per year, which will require 5 additional new stores annually to meet demand from movers

Long-Run Annual New Store Demand – First Cut

Needed % Completion Growth and Store Count Deliveries



Long-Run Annual % Demand vs. % Under Construction



Self Storage Investment Outlook in One Slide:

- New supply levels are currently at peak completions for this cycle. New store deliveries will peak in 2018 or early 2019 and decrease notably by late 2019
- Heavy new supply pressure is causing owners to discount street rates in order to meet occupancy targets
- Metros in Texas, North Carolina, and Tennessee are reducing the number of future stores for delivery due to rent discounting and slow lease-up—but after the current development wave ends these metros could see rents improve due to demand from strong domestic in-migration
- The most attractive metros currently tend to be retirement destinations in the Desert Southwest (e.g., Las Vegas), coastal areas of Florida and the Southeast (e.g. Tampa to Daytona), and smaller mountain metros in the Appalachians and Rockies (e.g., Boise)

Next Steps with Yardi® Matrix

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APPENDIX



Storage Research Snapshot

Yardi® Matrix Self Storage Coverage Statistics



133 US Markets
Covered (top ~100 US
metros)

> 85% of US pop.

> 26k stores



26,600 properties total

24,500 completed
stores

2,100 facilities tracked
through development
process



1.5 billion net square
feet

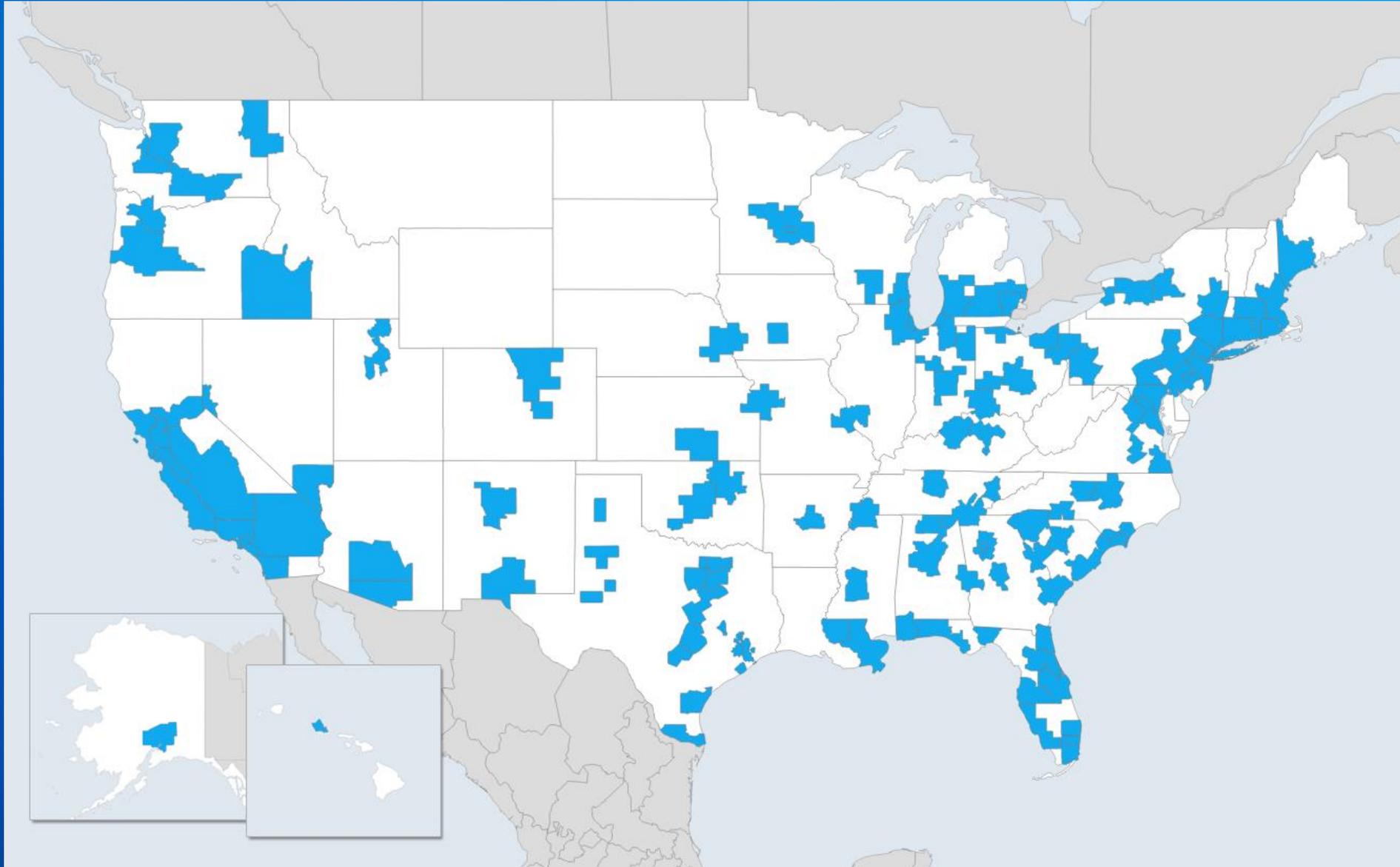
Completed inventory of
1.3 billion net square
feet and 160 million
square feet under
construction, planned
and prospective



Institutional Research

~45 full-time staff
dedicated to surveying,
analyzing and
publishing on self
storage

Yardi® Matrix Self Storage Covers 133 Urban Markets

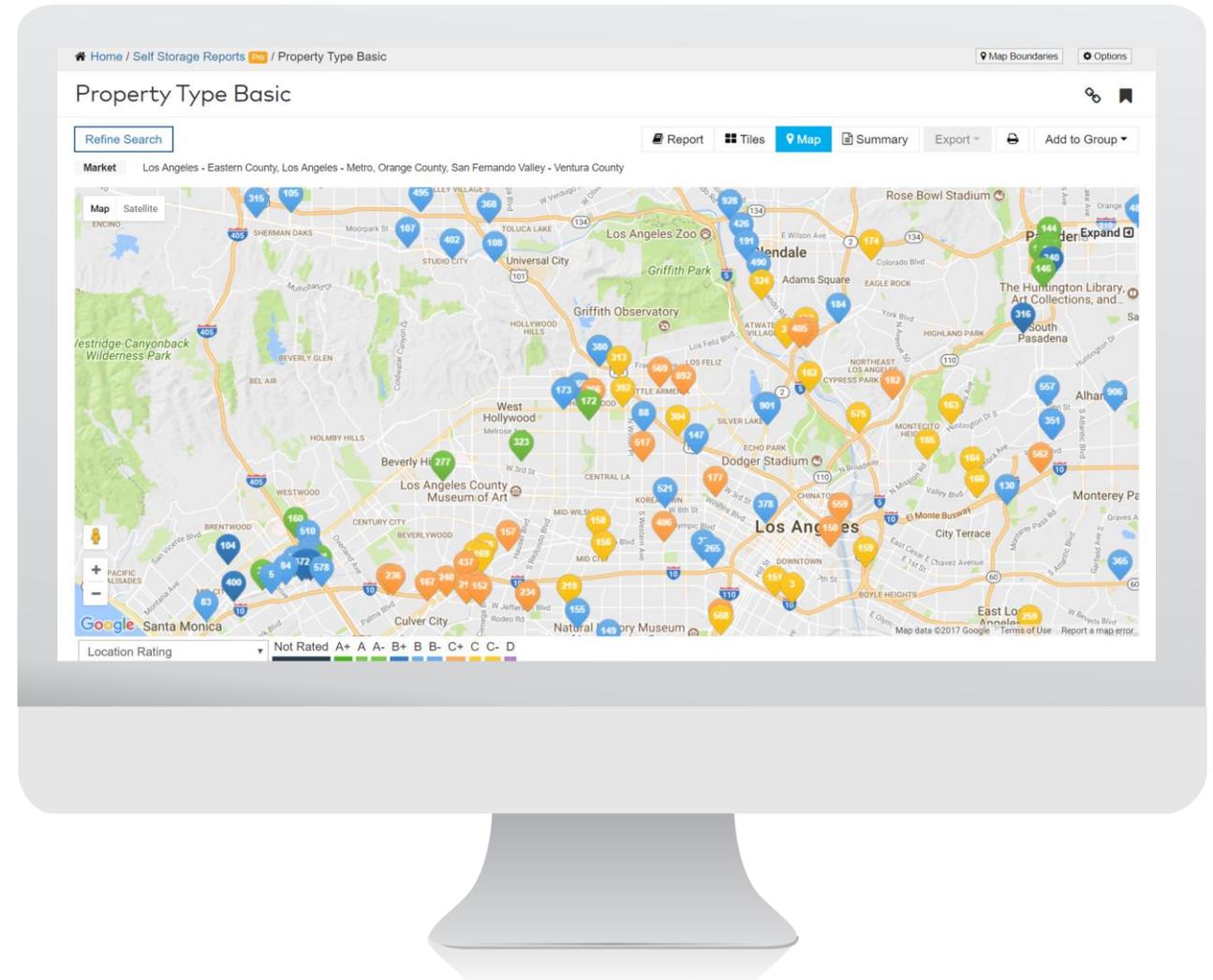


Yardi® Matrix Self Storage: Bringing Big Data to You

Visit us at: www.YardiMatrix.com/Property-Types/Self-Storage

Complete survey of US self storage

- True ownership and contact information
- New supply tracking of under construction, planned and prospective stores
- Rent comps and sales transaction data
- In-place loans, maturity dates, lender and originator
- Total finished inventory >25,000 sq. ft.
- Demographic data in 1, 3 & 5 mile radii
- Fully interactive search functionality and reporting capabilities



Typical Property Record (Partial)

Compass Self Storage

Property Details Parcel Data ^{beta} Notes Related Reports Competitive Environment Download Brochure

Add to Property Group

[Storage Unit Breakdown](#) [Property Characteristics](#) [Property Sales](#) [Area Information](#) [Area Map](#)



Total SqFt	67,160
Estimated Rentable SqFt ^[1]	57,086
Address	2825 Saint Johns Bluff Road South Jacksonville, FL 32246
Phone	(904) 515-4855
Improvements Rating	B
Location Rating	C+
Completion Date	January, 2002
Use Type	Self Storage

Owner [Groups](#)
Amsdell Companies
Steve Hryszko
(216) 458-0670
1 International Place #220
Cleveland, OH 44135

Manager [Groups](#)
Amsdell Companies
Steve Hryszko
(216) 458-0670
1 International Place #220
Cleveland, OH 44135

Submarket Demographics: Complete and Interactive

Area Information

1 Mile | 3 Miles | 5 Miles

Demographics

66,784
Total Population

76,951
Population Projection in 5 years

28,094
Total Housing

\$45,233
Median Household Income

2,683
Population Density
People per Sq Mile

32
Population Median Age
in Years

2.77
Average People per Household

32,692
Employed Population

Area Characteristics

- 14 Storage Facilities in Area
- 946,543 Net Rentable SqFt in Area
- 14.17 Net Rentable SqFt per Capita

Demographic Cohorts

Age	Population	Percentage
Under 15	12,986	19.4%
15 to 24	11,702	17.5%
25 to 44	22,473	33.7%
45 to 64	14,432	21.6%
Over 65	5,191	7.8%

Asset Benchmark Rates

- \$1.28** Self Storage Average Rent/SqFt
10x10 Climate Controlled
- \$962** Apartment Average Rent
One Bedroom
- \$1.32** Apartment Average Rent/SqFt
One Bedroom

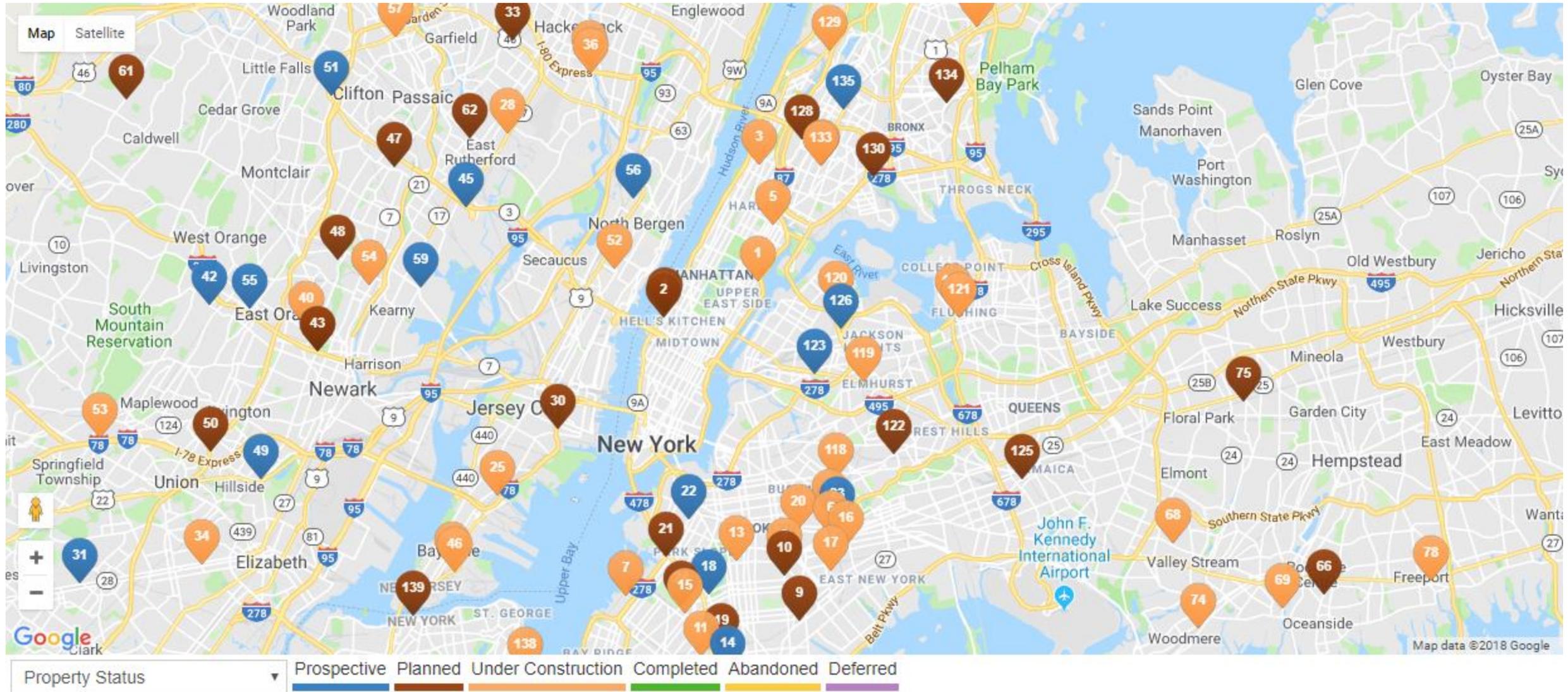
Average Improvements Rating: **B+**

Average Location Rating: **B-**

Population Projections

Year	Population	Change (%)
2015	66,784	-
2016	68,253	2.2%
2017	69,763	4.5%
2018	71,247	6.7%
2019	72,847	9.1%
2020	74,537	11.6%
2021	75,412	12.9%
2022	76,951	15.2%

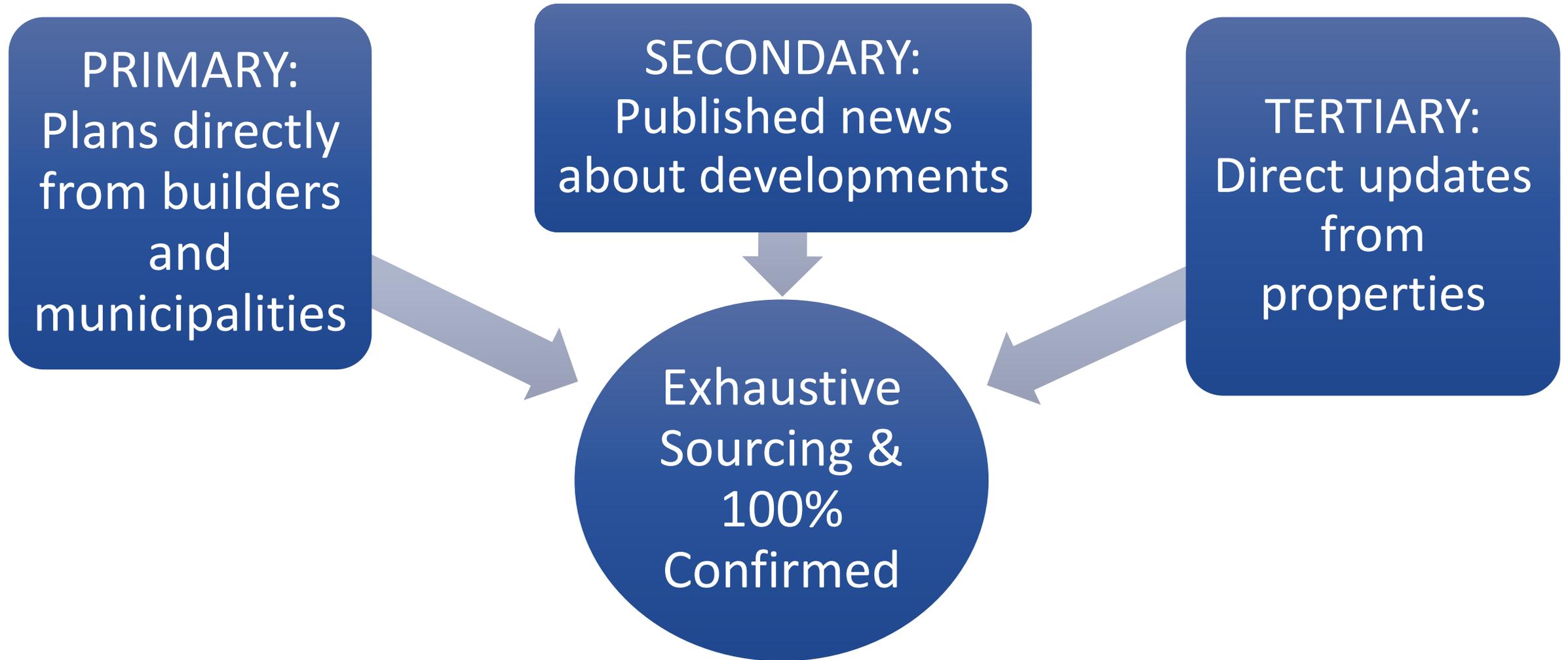
New York Metro: Current New Supply Pipeline





Methodology: Comprehensive Data Collection and Curation

Where Do We Get Our Data? Original Research Sources and Methods: 100% of Stores Confirmed



Generating Leads - Primary Sources



Dashboard > Project Search Results > Project Details

Export to PDF Actions

☆ 603 Storage Self Storage / Salem

Project ID # 1004551562

Apartment, Rental Warehouses

Street Address: 10 Hampshire Rd., Salem, NH 03079
 County: Rockingham
 Architect: Dennis Mires, P.A. The Architects
 Documents Available: Not Available

Last Updated: 11/08/2017 Project Details or Scope was Added/Updated
 View All Updates

Notes

Scope
 Demolition, site work and new construction of a mixed-use development in Salem, New Hampshire. Construction includes demolition and out building and new construction of a climate control self-storage facility. As of November 8, 2017, should be completed by the spring of 2018.

Notes
 Development include(s): Demolition, New Construction, Site Work Municipal Meeting: 10/24/2017 07:00

Project Events

Event	Date
End Date	04/30/2018
Municipal Meeting	09/26/2017
Municipal Meeting	10/24/2017
Start Date	12/31/2017

Additional Details

Listed On: 11/8/2017

Stage Comments 1:
 Stage Comments 2:

Single Trade Project: None
 Parent Project ID: None
 Work Type: New
 Owner Type: Private
 Commence Date: 12/31/2017
 Site Area:
 Units:

Project Participants

Company Role	Company Name	Contact Name
General Contractor	Fulcrum Associates	

Filters

More Filters >>

Updated Within: Last 12 Months

Listed Within: Bidding Within: Project Value: Stage: Category: Filter by status: Project Location: Postal Code Radius: # of Floors: Floor Area: Work Type: Bid Type: Owner Type: Documents: Document OSI Division: Company Type: Company Location:

Map: 35, 53, Kelly Rd, 1175, 1185, 1195, 1205, 1215, 1225, 1235, 1245, 1255, 1265, 1275, 1285, 1295, 1305, 1315, 1325, 1335, 1345, 1355, 1365, 1375, 1385, 1395, 1405, 1415, 1425, 1435, 1445, 1455, 1465, 1475, 1485, 1495, 1505, 1515, 1525, 1535, 1545, 1555, 1565, 1575, 1585, 1595, 1605, 1615, 1625, 1635, 1645, 1655, 1665, 1675, 1685, 1695, 1705, 1715, 1725, 1735, 1745, 1755, 1765, 1775, 1785, 1795, 1805, 1815, 1825, 1835, 1845, 1855, 1865, 1875, 1885, 1895, 1905, 1915, 1925, 1935, 1945, 1955, 1965, 1975, 1985, 1995, 2005, 2015, 2025, 2035, 2045, 2055, 2065, 2075, 2085, 2095, 2105, 2115, 2125, 2135, 2145, 2155, 2165, 2175, 2185, 2195, 2205, 2215, 2225, 2235, 2245, 2255, 2265, 2275, 2285, 2295, 2305, 2315, 2325, 2335, 2345, 2355, 2365, 2375, 2385, 2395, 2405, 2415, 2425, 2435, 2445, 2455, 2465, 2475, 2485, 2495, 2505, 2515, 2525, 2535, 2545, 2555, 2565, 2575, 2585, 2595, 2605, 2615, 2625, 2635, 2645, 2655, 2665, 2675, 2685, 2695, 2705, 2715, 2725, 2735, 2745, 2755, 2765, 2775, 2785, 2795, 2805, 2815, 2825, 2835, 2845, 2855, 2865, 2875, 2885, 2895, 2905, 2915, 2925, 2935, 2945, 2955, 2965, 2975, 2985, 2995, 3005, 3015, 3025, 3035, 3045, 3055, 3065, 3075, 3085, 3095, 3105, 3115, 3125, 3135, 3145, 3155, 3165, 3175, 3185, 3195, 3205, 3215, 3225, 3235, 3245, 3255, 3265, 3275, 3285, 3295, 3305, 3315, 3325, 3335, 3345, 3355, 3365, 3375, 3385, 3395, 3405, 3415, 3425, 3435, 3445, 3455, 3465, 3475, 3485, 3495, 3505, 3515, 3525, 3535, 3545, 3555, 3565, 3575, 3585, 3595, 3605, 3615, 3625, 3635, 3645, 3655, 3665, 3675, 3685, 3695, 3705, 3715, 3725, 3735, 3745, 3755, 3765, 3775, 3785, 3795, 3805, 3815, 3825, 3835, 3845, 3855, 3865, 3875, 3885, 3895, 3905, 3915, 3925, 3935, 3945, 3955, 3965, 3975, 3985, 3995, 4005, 4015, 4025, 4035, 4045, 4055, 4065, 4075, 4085, 4095, 4105, 4115, 4125, 4135, 4145, 4155, 4165, 4175, 4185, 4195, 4205, 4215, 4225, 4235, 4245, 4255, 4265, 4275, 4285, 4295, 4305, 4315, 4325, 4335, 4345, 4355, 4365, 4375, 4385, 4395, 4405, 4415, 4425, 4435, 4445, 4455, 4465, 4475, 4485, 4495, 4505, 4515, 4525, 4535, 4545, 4555, 4565, 4575, 4585, 4595, 4605, 4615, 4625, 4635, 4645, 4655, 4665, 4675, 4685, 4695, 4705, 4715, 4725, 4735, 4745, 4755, 4765, 4775, 4785, 4795, 4805, 4815, 4825, 4835, 4845, 4855, 4865, 4875, 4885, 4895, 4905, 4915, 4925, 4935, 4945, 4955, 4965, 4975, 4985, 4995, 5005, 5015, 5025, 5035, 5045, 5055, 5065, 5075, 5085, 5095, 5105, 5115, 5125, 5135, 5145, 5155, 5165, 5175, 5185, 5195, 5205, 5215, 5225, 5235, 5245, 5255, 5265, 5275, 5285, 5295, 5305, 5315, 5325, 5335, 5345, 5355, 5365, 5375, 5385, 5395, 5405, 5415, 5425, 5435, 5445, 5455, 5465, 5475, 5485, 5495, 5505, 5515, 5525, 5535, 5545, 5555, 5565, 5575, 5585, 5595, 5605, 5615, 5625, 5635, 5645, 5655, 5665, 5675, 5685, 5695, 5705, 5715, 5725, 5735, 5745, 5755, 5765, 5775, 5785, 5795, 5805, 5815, 5825, 5835, 5845, 5855, 5865, 5875, 5885, 5895, 5905, 5915, 5925, 5935, 5945, 5955, 5965, 5975, 5985, 5995, 6005, 6015, 6025, 6035, 6045, 6055, 6065, 6075, 6085, 6095, 6105, 6115, 6125, 6135, 6145, 6155, 6165, 6175, 6185, 6195, 6205, 6215, 6225, 6235, 6245, 6255, 6265, 6275, 6285, 6295, 6305, 6315, 6325, 6335, 6345, 6355, 6365, 6375, 6385, 6395, 6405, 6415, 6425, 6435, 6445, 6455, 6465, 6475, 6485, 6495, 6505, 6515, 6525, 6535, 6545, 6555, 6565, 6575, 6585, 6595, 6605, 6615, 6625, 6635, 6645, 6655, 6665, 6675, 6685, 6695, 6705, 6715, 6725, 6735, 6745, 6755, 6765, 6775, 6785, 6795, 6805, 6815, 6825, 6835, 6845, 6855, 6865, 6875, 6885, 6895, 6905, 6915, 6925, 6935, 6945, 6955, 6965, 6975, 6985, 6995, 7005, 7015, 7025, 7035, 7045, 7055, 7065, 7075, 7085, 7095, 7105, 7115, 7125, 7135, 7145, 7155, 7165, 7175, 7185, 7195, 7205, 7215, 7225, 7235, 7245, 7255, 7265, 7275, 7285, 7295, 7305, 7315, 7325, 7335, 7345, 7355, 7365, 7375, 7385, 7395, 7405, 7415, 7425, 7435, 7445, 7455, 7465, 7475, 7485, 7495, 7505, 7515, 7525, 7535, 7545, 7555, 7565, 7575, 7585, 7595, 7605, 7615, 7625, 7635, 7645, 7655, 7665, 7675, 7685, 7695, 7705, 7715, 7725, 7735, 7745, 7755, 7765, 7775, 7785, 7795, 7805, 7815, 7825, 7835, 7845, 7855, 7865, 7875, 7885, 7895, 7905, 7915, 7925, 7935, 7945, 7955, 7965, 7975, 7985, 7995, 8005, 8015, 8025, 8035, 8045, 8055, 8065, 8075, 8085, 8095, 8105, 8115, 8125, 8135, 8145, 8155, 8165, 8175, 8185, 8195, 8205, 8215, 8225, 8235, 8245, 8255, 8265, 8275, 8285, 8295, 8305, 8315, 8325, 8335, 8345, 8355, 8365, 8375, 8385, 8395, 8405, 8415, 8425, 8435, 8445, 8455, 8465, 8475, 8485, 8495, 8505, 8515, 8525, 8535, 8545, 8555, 8565, 8575, 8585, 8595, 8605, 8615, 8625, 8635, 8645, 8655, 8665, 8675, 8685, 8695, 8705, 8715, 8725, 8735, 8745, 8755, 8765, 8775, 8785, 8795, 8805, 8815, 8825, 8835, 8845, 8855, 8865, 8875, 8885, 8895, 8905, 8915, 8925, 8935, 8945, 8955, 8965, 8975, 8985, 8995, 9005, 9015, 9025, 9035, 9045, 9055, 9065, 9075, 9085, 9095, 9105, 9115, 9125, 9135, 9145, 9155, 9165, 9175, 9185, 9195, 9205, 9215, 9225, 9235, 9245, 9255, 9265, 9275, 9285, 9295, 9305, 9315, 9325, 9335, 9345, 9355, 9365, 9375, 9385, 9395, 9405, 9415, 9425, 9435, 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13815, 13825, 13835, 13845, 13855, 13865, 13875, 13885, 13895, 13905, 13915, 13925, 13935, 13945, 13955, 13965, 13975, 13985, 13995, 14005, 14015, 14025, 14035, 14045, 14055, 14065, 14075, 14085, 14095, 14105, 14115, 14125, 14135, 14145, 14155, 14165, 14175, 14185, 14195, 14205, 14215, 14225, 14235, 14245, 14255, 14265, 14275, 14285, 14295, 14305, 14315, 14325, 14335, 14345, 14355, 14365, 14375, 14385, 14395, 14405, 14415, 14425, 14435, 14445, 14455, 14465, 14475, 14485, 14495, 14505, 14515, 14525, 14535, 14545, 14555, 14565, 14575, 14585, 14595, 14605, 14615, 14625, 14635, 14645, 14655, 14665, 14675, 14685, 14695, 14705, 14715, 14725, 14735, 14745, 14755, 14765, 14775, 14785, 14795, 14805, 14815, 14825, 14835, 14845, 14855, 14865, 14875, 14885, 14895, 14905, 14915, 14925, 14935, 14945, 14955, 14965, 14975, 14985, 14995, 15005, 15015, 15025, 15035, 15045, 15055, 15065, 15075, 15085, 15095, 15105, 15115, 15125, 15135, 15145, 15155, 15165, 15175, 15185, 15195, 15205, 15215, 15225, 15235, 15245, 15255, 15265, 15275, 15285, 15295, 15305, 15315, 15325, 15335, 15345, 15355, 15365, 15375, 15385, 15395, 15405, 15415, 15425, 15435, 15445, 15455, 15465, 15475, 15485, 15495, 15505, 15515, 15525, 15535, 15545, 15555, 15565, 15575, 15585, 15595, 15605, 15615, 15625, 15635, 15645, 15655, 15665, 15675, 15685, 15695, 15705, 15715, 15725, 15735, 15745, 15755, 15765, 15775, 15785, 15795, 15805, 15815, 15825, 15835, 15845, 15855, 15865, 15875, 15885, 15895, 15905, 15915, 15925, 15935, 15945, 15955, 15965, 15975, 15985, 15995, 16005, 16015, 16025, 16035, 16045, 16055, 16065, 16075, 16085, 16095, 16105, 16115, 16125, 16135, 16145, 16155, 16165, 16175, 16185, 16195, 16205, 16215, 16225, 16235, 16245, 16255, 16265, 16275, 16285, 16295, 16305, 16315, 16325, 16335, 16345, 16355, 16365, 16375, 16385, 16395, 16405, 16415, 16425, 16435, 16445, 16455, 16465, 16475, 16485, 16495, 16505, 16515, 16525, 16535, 16545, 16555, 16565, 16575, 16585, 16595, 16605, 16615, 16625, 16635, 16645, 16655, 16665, 16675, 16685, 16695, 16705, 16715, 16725, 16735, 16745, 16755, 16765, 16775, 16785, 16795, 16805, 16815, 16825, 16835, 16845, 16855, 16865, 16875, 16885, 16895, 16905, 16915, 16925, 16935, 16945, 16955, 16965, 16975, 16985, 16995, 17005, 17015, 17025, 17035, 17045, 17055, 17065, 17075, 17085, 17095, 17105, 17115, 17125, 17135, 17145, 17155, 17165, 17175, 17185, 17195, 17205, 17215, 17225, 17235, 17245, 17255, 17265, 17275, 17285, 17295, 17305, 17315, 17325, 17335, 17345, 17355, 17365, 17375, 17385, 17395, 17405, 17415, 17425, 17435, 17445, 17455, 17465, 17475, 17485, 17495, 17505, 17515, 17525, 17535, 17545, 17555, 17565, 17575, 17585, 17595, 17605, 17615, 17625, 17635, 17645, 17655, 17665, 17675, 17685, 17695, 17705, 17715, 17725, 17735, 17745, 17755, 17765, 17775, 17785, 17795, 17805, 17815, 17825, 17835, 17845, 17855, 17865, 17875, 17885, 17895, 17905, 17915, 17925, 17935, 17945, 17955, 17965, 17975, 17985, 17995, 18005, 18015, 18025, 18035, 18045, 18055, 18065, 18075, 18085, 18095, 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1-25 of 69

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Storage Building - New Construction Work
 20131 Schiel Rd | Lot 1, CYPRESS, TX 77433 (HARRIS)
Action Stage: Start
Project Type: Warehouse
Status: Permit Issued 10/16/2017

Tiger Self Storage Building (Alteration)
 20124 Canterbury Rd | Lot D 1, PORTER, TX 77365 (MONTGOMERY)
Action Stage: Start
Project Type: Warehouse
Status: Permit Issued 10/30/2017

Storage Building (Alteration)
 14280 Industrial Pkwy | Lot E, MARYSVILLE, OH 43040 (UNION)
Action Stage: Start
Project Type: Warehouse
Status: Permit Issued 10/25/2017

Storage Building (Addition/Alteration)
 650 Dekalb Industrial Wy | Lot 1, DECATUR, GA 30033 (DE KALB)
Action Stage: Start
Project Type: Warehouse
Status: Permit Issued 10/23/2017

Project Results > Project

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Project | Firms | Planholders/Bidders | Plans | Specs | Addenda | Notes

Franklin Self Storage Facility 201700834901 v5

4412 Franklin South Court
FRANKLIN, TN 37064 USA
TN(WILLIAMSON)

- Action stage:** Start
- Bid date:** 11/21/2017 @ 02:00 PM CST
- Valuation:** 1 (3M to <5M)
- Project delivery system:** Design-Bid-Build
- Target start date:** 12/01/2017
- Owner type:** Private

Project Overview

Project type: Warehouse
Report type: Project
Sub project count: 0
First publish date: 11/10/2017
Prior publish date: 11/21/2017
Publisher: Dodge Data & Analytics
Type of Work: New Project
Status: Reporting GC - Possible c
Status project delivery system: Design-Bid-Build
Publish date: 11/27/2017

Key Contacts and Bid Documents

Submit bids to: Owner (Private)
b3 STUDIO, PAUL B. BASI
 1104 West M. TN
 37064 (USA)
 Phone: 615-448-1104
 E-mail: paul@b3studio.com

M2 Group, LLC
 Matt Bryant
 (Project Engi
 256 SEABOARD
 TN
 37067-2893 (USA)
 Phone: 615-448-1104
 E-mail: matt@m2group.com
 Email ID : m2group

IDesign Ser
 Matthew Doz
 (Elec Engr
 703 BERRY R.
 TN
 37204-2803 (USA)
 Phone: 615-2-2803
 E-mail: mdoz@idesignser.com

Southland C
 Russell Graha
 (Estimator
 1587 MALLORY LN
 TN
 37027-2895 (USA)

Project | Firms | Planholders/Bidders | Plans | Specs | Addenda | Notes

Franklin Self Storage Facility 201700834901 v5

4412 Franklin South Court
FRANKLIN, TN 37064 USA
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- Target start date:** 12/01/2017
- Owner type:** Private

Show: All

Planholders

General Contractor

Southland Constructors LLC
Russell Graham
 1587 MALLORY LN STE 100, BRENTWOOD, TN 37027 (WILLIAMSON)
Website: <http://www.southlandconstructors.com>

Phone: 615-309-0365
Fax: 615-309-0475
Email: rgraham@southlandconstructors.com

WellSpring Builders, Inc.
 3803 Central Pike, HERMITAGE, TN 37076 (DAVIDSON)

Phone: 615-834-7373
Fax: 615-834-7375

Generating Leads - Primary Sources

City & County Planning Departments

The image displays two website screenshots side-by-side. The left screenshot is the City of Los Angeles Department of City Planning website, featuring the city seal, navigation menu, and social media icons. The right screenshot is the Cambridge CDD@344 website, showing a map of Cambridge with various zoning districts (e.g., C-1, C-2, BA, BB, OS) and text describing the department's mission and services. Below the map, there are sections for 'The Community Development Department is the planning agency for the City of Cambridge', 'News and Announcements', and 'Quick Links'. A sidebar on the right of the Cambridge website lists meeting dates and topics.

MINUTES OF PUBLIC HEARING and REGULAR MEETING September 25, 2017 MONTGOMERY PLANNING AND ZONING COMMISSION

CALL TO ORDER

Chairman Nelson Cox declared a quorum was present, and called the meeting to order at 6:00 p.m.

Present: Nelson Cox, William Simpson, Jeffrey Waddell and Carol Langley

Absent: Arnette Easley

Also Present: Susan Hensley, City Secretary
Ed Shackelford, City Engineer

VISITOR/CITIZENS FORUM

Any citizen with business not scheduled on the agenda may speak to the Commission. Prior to speaking, each speaker must be recognized by the Chairman. Commission may not discuss or take any action on any item, but may place the issue on a future agenda. The number of speakers, along with the time allowed per speaker may be limited.

There were no citizen's comments made.

1. Consideration/take action regarding August 28, 2017 minutes

Jeff Waddell moved to approve the minutes as presented. William Simpson seconded the motion, the motion carried unanimously. (4-0)

2. Public Hearing on Rezoning a 0.28 acre tract of land situated in the John Corner Survey, Abstract No. 8, Montgomery County, Texas otherwise described as approximately 150 feet south of Flagship Boulevard - Andrew Bay

Commitment to Constant Curation: Cycling the Updates



Cycling Timelines:

Under Construction	30 Days
Planned	60 Days
Prospective	90 Days
Deferred	As Needed
Pending	As Needed

Quality Assurance Cross-Checks:

- 1) Validate status with Stakeholder
- 2) Validate supporting documents
- 3) Visual validation (e.g., maps)