



2019 PASSA Fall Conference

Schedule of Events

*Schedule of events are subject to change

Spooky Nook Sports

75 Champ Blvd

Manheim, PA 17545

October 8, 2019

4:00 pm – 6:00 pm **Welcome Cocktail Networking Reception, Motivate
Registration Open**

October 9, 2019

7:00 am **Registration, Motivate Foyer**

7:30 am – 8:30 am **Networking Breakfast, Motivate**

8:30 am – 8:45 am **Welcome & Introductions, Motivate**
Alysa Quill, Storage Asset Management

8:45 am – 9:45 am **Keynote Address – CubeSmart**

9:45 am – 10:30 am **Educational Session - Auditing**
Cynthia Ashby, Dynamic Self Storage Solutions

10:30 am – 11:15 am **Educational Session - Legal Issues in PA**
Joe Doherty, Self Storage Association

11:15 am – 11:45 am **Educational Session - Legislative Update**
Joe Doherty, Self Storage Association
Ted Mowatt, Wanner Associates, Inc.
Introduction of Representatives

11:45 am – 12:15 pm **Live Auction to Benefit the PAC and Legislative Funds**
Lonnie Bickford, Auctioneer, StorageAuctions.com and
Appletree Self Storage



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October 9, 2019 Continued

12:15 pm – 2:00 pm	Trade Show Food Stations
2:00 pm – 2:15 pm	PASSA Hall of Fame Inductees
2:15 pm – 3:00 pm	Educational Sessions - Self Storage Market Trends Barbara Denham, Moody's Analytics REIS Network
3:00 pm – 4:00 pm	Educational Sessions – Digital Marketing Christina Alvino, Fineview Marketing
4:00 pm – 5:00 pm	Roundtable Discussions
Company	Educational Topic
Automated Security	<i>Using Technology to Keep Your Facility Secure</i>
Capstan Tax Strategies	<i>Strategies for Self-Storage and the New Federal Tax Law - The Tax Cuts and Jobs Act</i>
Miller Buildings, Inc.	<i>Portable Storage Modules</i>
StoragePug	<i>5 Things You Didn't Know Your Software Could Do!</i>
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5:00 pm	Meeting Wrap-up