

THE FOLLOWING IS THE AZSA BOARD OF DIRECTORS ELECTION BALLOT, WHICH WILL BE USED TO FILL SEATS THAT WILL BE VACATED OR NEWLY ADDED.

1. Ten (10) nominations were submitted and accepted by the Board of Directors. They are all on this ballot. You may vote for up to 10 of them.
2. Cumulative voting (e.g., casting all 10 votes for one person) is not permitted. In such cases, only one vote will be credited towards that nominee and the remaining votes will be forfeited.
3. Only one vote per designated member (not per facility) is allowed.
4. Member must add name, address and signature on back of completed ballot to be counted, and it must be received no later than May 9, 2019. Ballots received thereafter will not be counted.
5. Election results will be announced at the AZSA Annual Meeting on May 16, 8-10 a.m., at Vincent's Restaurant, 3930 E. Camelback Rd in Phoenix. Please join us (RSVP to [AZSA@AZSelfStorage.org](mailto:AZSA@AZSelfStorage.org)).

**Return completed ballots to AZSA:**

**Mail: AZSA, PO Box 44031, Phoenix, AZ 85064    Fax: 602-441-4706    Email: [AZSA@AZSelfStorage.org](mailto:AZSA@AZSelfStorage.org)**

- Bill Alter:** Bill is Managing Director of the Self-Storage Group at Rein & Grossoehme Commercial Real Estate with 33 years of experience in acquisition and disposition of self-storage investment properties. Bill has helped countless self-storage owners achieve their goals, including individuals, partnerships, public institutions, pension funds, and lenders. He provides consulting services, assisting clients with feasibility and buy/sell decisions. Bill is a founding member of the AZSA board and received AZSA's Pioneer Award in 2008 for his significant contributions to the association since its inception in 1996 and his continued dedication to the professionalism of the self-storage industry in Arizona. Associate (Vendor) member of AZSA, Bill currently serves on the Board of Directors and seeks re-election.
- Dave Brown:** Dave is Director of Self Storage for Wentworth Property Company, focusing on development and acquisitions. He is part of a team developing and acquiring properties in Arizona, California, Oregon, Texas, and Colorado. Prior to specializing in self-storage, he spent 7 years in Philadelphia working for a commercial real estate developer who specialized in adaptive re-use of historic properties. For several years, Dave has been on the AZSA Golf Committee and helped bring annual tournament to new heights, greatly benefitting both the association and its members. Owner/Operator member of AZSA, Dave seeks election to its Board of Directors.
- Diane Gibson:** Diane is the owner of Cox's Armored Mini Storage Management, Inc., which specializes in a multitude of areas in mini storage management. She currently manages 15 storage facilities in AZ and is part of the ownership interest in a few facilities around the state. Her professional experience includes over 30 years in property management and accounting and for the last 15 years has been listed as one of the 100 Top Operators by *Inside Self Storage* and *Mini-Storage Messenger*. Owner/Operator and Associate (Vendor) member of AZSA, Diane currently serves on the AZSA Board of Directors as Vice President and seeks re-election.
- Jeff Gorden:** Jeff has been a commercial real estate broker for over a decade and the top producer for Eagle Commercial Realty Services since 2010. He has extensive transactional experience in self-storage and retail properties. Jeff believes strongly in community stewardship and has served on the Board of Adjustment in Chandler, Arizona since 2008, most of that time as Chairman. Other service includes Chairman of the Chandler Leadership Institute and member of industry groups such as the National Association of Realtors and CCIM Institute. He owns and manages a number of properties including self-storage, apartments, and rental homes. Because of his own experience and relationships with many AZSA members, Jeff believes that AZSA plays a crucial role for the smaller owner and strongly believes in small facility representation on AZSA's board. Owner/Operator and Associate (Vendor) member of AZSA, Jeff currently serves on the Board of Directors as Secretary and seeks re-election.

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- Matthew Hall:** Matt is District Manager of Stadium Properties. He joined Desert Storage in 1998 and served as Operations Director from 2003 until their acquisition by Life Storage in 2017. An experienced property manager, sales leader, and business development expert, Matt demonstrates strong leadership skills in strategic planning, management, team building, customer relations, and operations, as he builds revenue and manages growth for enterprise level self-storage businesses with multi-site operations. Matt is a regular participant in AZSA activities and has served on the association's committees. Owner/Operator member of AZSA, Matt seeks election to its Board of Directors.
  
- Dave King:** Dave is Managing Director - Self Storage for Wentworth Property Company, focusing on acquisition of existing facilities, ground up development, conversions and joint ventures. With 15 years of experience in self-storage, he joined WPC in 2015 to help drive the company's desire to grow into self-storage. Previously, Dave was Vice President of Business Development at Westport Properties, self-storage owner/operator out of Irvine, CA. His overall background is in sales and business development, with a proven track record of generating new partnerships and closing multiple transactions nationwide. An Arizona native, Dave is a Life Member of Executive Council Charities, a non-profit providing grants to help the youth of Arizona reach their full potential as productive, caring, responsible citizens. Owner/Operator member of AZSA, Dave currently serves on the Board of Directors as President and seeks re-election.
  
- Martin Lorch:** Martin is the president and co-founder of BPI Capital Management, Inc., a real estate firm specializing in self-storage development, management and brokerage, amongst other types of real estate. He has been a real estate broker since 1982. He is co-owner of Arizona Storage Inns, a leading Arizona based self-storage group. He entered the self-storage industry in 1979. Owner/Operator member and past President of AZSA, Martin currently serves on the Board of Directors as Treasurer and seeks re-election.
  
- Ray McRae:** Ray started in self-storage with U-Haul in 1983, where his 15-year career included many positions: Store Manager, Area Field Manager, AFM Program Manager, and Marketing Company President of Chicago Metroplex. At U-Haul, Ray assisted in land purchases, self-storage acquisitions, due diligence, entitlements, coordination with contractors, and facility operations of company owned moving centers or 3<sup>rd</sup> party managed dealerships. Ray is the Designated Broker of record for Arizona Mini Storage Management Company / Storage Solutions, which he joined in 1998. Since then, the company doubled in size through various joint ventures, 3<sup>rd</sup> party property management and branding affiliations. In April of 2015, Storage Solutions became a PRO (Professional Regional Operator) for the NSA (National Storage Affiliates Trust), a self-storage Real Estate Investment Trust, which went public through an IPO (Initial Public Offering) in April 2015 on the New York Stock Exchange. Owner/Operator member of AZSA, Ray serves on the AZSA Board of Directors and seeks re-election.
  
- Belinda Rosthenhausler:** Belinda is a Commercial Sales Executive with Clear Title Agency of Arizona, focusing on marketing and new account acquisitions in self-storage and other sectors. She has more than 16 years of commercial real estate lending experience and 6 years in title/escrow services. Building relationships is one of Belinda's strong skills, which she has demonstrated as an active participant in AZSA, regularly attending, supporting, promoting, and sponsoring association activities. A native Arizonan born and raised in Tucson, Belinda also serves as vice president of the Central Arizona Chapter of CCIM, board member for Workshops for Youth & Families, and committee member with Valley Partnership. Associate (Vendor) member of AZSA, Belinda seeks election to the Board of Directors.
  
- Chris Rudel:** Chris has built, owned, and operated self-storage facilities in the Phoenix area for over 40 years. He has been involved in real estate development for 45 years in the Arizona and Nevada markets. Chris is a licensed general contractor and real estate broker. Owner/Operator member and past President of AZSA, Chris currently serves on the Board of Directors and seeks re-election.

Company Name: \_\_\_\_\_

Representative's Name: \_\_\_\_\_

Address: \_\_\_\_\_

Representative's Signature: \_\_\_\_\_

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