



Case Study: Turning a Store Around

SAM began management services this store in January 2011.

Some issues SAM encountered included:

- Prior owners bankrupt, foreclosure deal
- All gates, paper, supplies, cameras removed
- Needed to re-brand completely
- No operation policies/procedures in place
- Units occupied with no lease, vehicles parked with no information
- Physical property, built/converted in 2005, in shambles
- Roof Leaks, HVAC units not working, Keypad not working, Holes in Walls, over 200 lights not working
- Facility was in filthy condition

In the first 12 months, SAM accomplished the following:

- Training management team
- Rented empty warehouse space (income added to property)
- New management software program installed
- Added security cameras and DVR
- Identified all vehicles in RV lot, got leases signed for all units
- All units rentable, access keypads repaired, added lighting
- Painted exterior of main building
- Marketing locally and online – creating brand awareness
- Added Penske Truck Rentals

After 2.5 years, owners sold to another client of ours for a \$4.5M profit.

SAM Management:	Jan 2011 to 2017
# of Units:	493
Rentable SF:	64,323
Potential Income:	\$43,894 (2011) - \$52,358 (2013)
Unit Occupancy:	64% (2011) - 94% (2013)