

BKB PROPERTIES

Self Storage Consulting

MISSION STATEMENT

BKB Properties provides high value, comprehensive consulting services to self storage owners and developers. Our company philosophy is to do good business with good people. We strive to provide a personal touch to every client, while adding to the success of their business. We want our clients to see us as an ongoing member of their team.

Pre-Development Due Diligence

Whether you are a seasoned developer or just getting started, a development project demands that you do your homework before investing the time and money required to build a new self storage business. At BKB Properties, we investigate the specific dynamics that will impact your project's success. From defining and investigating the primary market to modeling lease-up and financial viability, we provide you with the type of in-depth research that you need to build the best project. Competitive Analysis, Market Stability, Growth Projections, Pro-Forma Modeling & Forecasting and Site Strengths & Weaknesses are included in the comprehensive final report.

This product was developed specifically to meet the requests of self storage lenders and developers, and can be easily customized according to the specific needs of your development team.

Purchase Due Diligence

When purchasing an existing self storage business, the typical due-diligence period in the contract phase allows time to inspect the physical, market and historical financial performance of the business. Information provided in this report allows your investor team to move a contract forward with confidence.

BKB Properties specializes in this type of due diligence. With a physical condition inspection, interviews of the existing management team, and competitive & market analysis, we provide you with conclusions and recommendations that define the current state of the business and help you plan for a profitable future.

Business & Financial Consulting

BKB Properties has the experience necessary to help you develop the roadmap that leads to your business' fullest potential. We help you develop and implement a strong business plan, marketing plan, sales protocol or growth strategy to get the most out of your storage business. We work with our customers at their place of business, adding convenience to match your schedule.

BKB PROPERTIES, LLC
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Benjamin K. Burkhart

About Ben Burkhart

Ben Burkhart is the owner of BKB Properties and personally performs or oversees all consulting services. Ben lives in central Virginia, outside of Richmond. He brings a wealth of knowledge and experience to the table. Prior to opening his own consulting firm, Ben worked as a lender with Wells Fargo, specializing in self-storage transactions. He often participates as a speaker at regional and national self storage conventions and seminars and regularly is asked to contribute articles to trade magazines *MiniStorage Messenger* and *Inside Self Storage*. Ben is also part-owner and primary developer of a 70,000 s.f. self-storage project outside of Richmond, Virginia. When not working in the self-storage industry, he enjoys songwriting, guitars, hunting and fishing, participating in his local Church, and especially time with his young family.

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