



Maximizing Return Through Self-Storage Finance

*An Audiocast Presentation Provided by
Inside Self-Storage and the Self-Storage Training Institute*



Introducing Our Presenters...

Jim Davies, a principal of Buchanan Storage Capital, has a 20-year background in commercial real estate finance as a direct lender, capital advisor and property-acquisitions specialist. He has specialized in self-storage finance for more than a decade, and was previously the leading national self-storage loan originator at FINOVA Realty Capital and its predecessor firm, Belgravia Capital. Jim has completed debt and equity financings in excess of \$1.5 billion during his finance career.

Eric Snyder, a principal of Buchanan Storage Capital, has a proven track record in the financing of self-storage facilities. His background includes the closing of more than \$1 billion in self-storage loans while employed with GE Real Estate, FINOVA Realty Capital and its predecessor firms, Belgravia Capital, ITT Commercial Finance and Bank of America. He was a director at GE Real Estate and originated self-storage loans for variable and fixed-rate programs. While a program manager at FINOVA/Belgravia, Eric oversaw the firm's self-storage lending throughout the United States.

For more information, visit www.buchananstoragecapital.com.

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> what to look for in your self-storage finance team. creativity. knowledge. teamwork.

OPTIMAL FINANCING STRUCTURES TO MAXIMIZE RETURN

JIM DAVIES & ERIC SNYDER
BUCHANAN STORAGE CAPITAL