



TENNESSEE

SELF STORAGE ASSOCIATION

Application to the Board of Directors

Name: Trey Kirby		
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I've been a member of the TNSSA for 2 years. During the 2015 year I helped Sherry Cole with Legislative issues by facilitating round table discussions, and researching lien laws and parking taxation. I am a commercial real estate broker with a focus Self Storage investment properties. I will bring market and investment knowledge to the board. In addition, I also serve on the board for the Middle TN CCIM chapter which will allow me to share some of the best practices with TNSSA.

Please indicate your experience in the following areas.	very experienced	some experience	little or no experience
Strategic planning	X		
Fundraising		X	
Financial management and control (budgeting, accounting)		X	
Communication, public and media relations;			X
Public speaking		X	
Organizational development		X	
Information technology (website maintenance)			X
Writing, journalism (news letter)			X
Special events (planning and implementing)		X	
<i>[list other skills, knowledge needed by your board]:</i>			

Based on the assistance I provided to the Legislative chair, It would be my pleasure to lead this position for 2016

For the items you checked as “some experienced” or “very experience”, please provide details.

Strategic Planning: I have helped outline a 4 year strategic plan for the Middle TN CCIM Chapter. Membership has grown 25% and sponsorship has grown by 30%. Our efforts have also allowed the chapter to acquire reserves to cover all expenses for a year.

Fundraising: As a board member for Ultimate Goal Ministries I oversaw fundraising efforts totaling \$80,000 in 2012

Financial Management: As a commercial real estate broker each deal has a significant amount of financial and investment underwriting. I feel this part of my daily life will translate to good

stewardship for TNSSA.

Public Speaking: Although not my favorite thing to do, serving on multiple boards and pitching services to new clients requires public speaking. Over the years I have developed a comfort level with speaking to groups.

Organizational Development: In the commercial real estate industry each deal requires a significant amount of organizational development. Considering the average commercial real estate deal takes 120 days from start to finish, organizing all due diligence and financial contingencies from start to finish requires a level of organizational skills that will translate to help TNSSA.

Special Events: Serving on multiple boards and planning for each event is an important task. I have significant experience in planning different types of events including; conferences, fundraising events and social networking events

Please attach a brief biography that can be released with the slate of nominees and email with the completed application to info@tnssa.net .