



It's All in the Coordination! Your Guide to Seamless Self-Storage Construction

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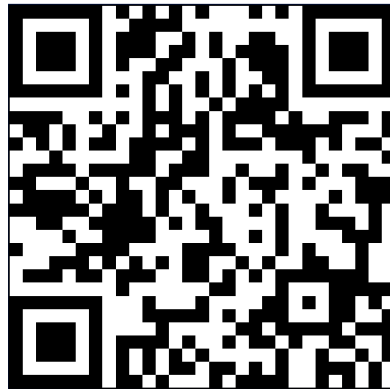


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Early-Stage Decisions That Determine Success

Proper due diligence before you commit capital:

- Cursory overview initial assessment of land, location and viability
- Competition study analyzing climate-controlled vs. non-climate-controlled unit mix in your market
- **Feasibility study:** Invest ~\$5K to validate the market with professional analysis
- **Investment strategy:** Define your hold period (long-term vs. flip in three to five years)

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Early-Stage Decisions That Determine Success

Look for “nos” early.

Find reasons a project won't work before you invest significant time and capital. Projects that fail often got their "nos" after the money was spent, not before.

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Coordination Timelines That Prevent Cascade Delays

Scheduling strategies so trades work in parallel, not in sequence

- **Kick-off meetings:** Gather all trade professionals at project start.
- **Civil engineering first:** Drainage, easements and site conditions drive everything.
- **MEPs and technology infrastructure:** Electrical, HVAC, WiFi, security, keyless entry together
- **Hardware and software alignment:** Door specs and smart-lock systems coordinate early

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Coordination Timelines That Prevent Cascade Delays

Scheduling strategies so trades work in parallel, not in sequence

- **Density optimization:** Floodplain, easements and drainage affect unit count.
- **Value engineering:** Review specs together to optimize cost and function.
- **Per plan vs. build to suit:** Know your approach before construction begins.
- **Build-in contingencies:** Schedule and budget buffers prevent cascade failures.

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Real-Time Problem Solving: Budget and Timeline

Practical protocols for managing disruptions and keeping projects moving

What goes wrong:

- **Scheduling conflicts:** Subs don't show, materials aren't ready
- **Budget overruns:** Price increases, unexpected costs
- **Unanswered RFIs:** Field questions stall progress for weeks

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Real-Time Problem Solving: Budget and Timeline

How to stay on track:

- **Onsite supervision:** Eyes on the project daily
- **Buy materials early:** Lock pricing, secure lead times
- **3-week look-ahead:** Confirm, reconfirm, then confirm again
- **Project-management tool:** Procore, Excel, Google Sheets
- **Talk to the right people:** Superintendent, not accounting
- **Architect coordination:** RFIs answered within three days

Remember: Cheaper isn't best. Budget properly from the start.

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Vendor Partnerships That Drive Project Success

Selecting trade partners who prioritize collaboration over finger-pointing ... Who is going to have your back when things go sideways?

Three pillars for potential partners:

- **Track record:** You don't stay in the industry for decades without delivering results. Look for experience and longevity.
- **Get references:** The best judge of character is other people. Ask questions. Evaluate their reputation with peers.
- **Busy is good:** Vendors who are busy have earned that demand. Others want to work with them for good reason.

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Project Photos



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