



### services and community benefits

Our customers are people whose homes are on the market, people between homes, and people who need an extra closet or who'd like to reclaim their garage for its intended use. We service students, sales reps, merchants of all types, and businesses storing records. Storing at The Lock Up is like storing in a spare bedroom — a secure, well lit, comfortable atmosphere.



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### secure

Quality self storage  
in quality communities



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## Quality self storage



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## company overview

### Family Owned – Family Managed

BRB Development, LLC is a family owned and operated company that has been in the self storage business since 1976. Continuing to be one of the most active and well-respected private companies in the industry, The Lock Up was started by Robert Soudan Sr. and Charles Sample Sr. who built his first facility in Glenview, Illinois. With the help of his son and son-in-law, Bob Soudan Jr. and Rick Hielscher, Mr. Soudan has significantly increased both the number and quality of facilities.

Currently, The Lock Up is in seven states. We own and manage over 2 million square feet of self storage. Additionally, we have recently partnered with a major pension fund that controls tens of billions of dollars.

### Industry Leaders

We take pride in being leaders in our industry. The Lock Up has been cited as industry leaders and innovators in *The Wall Street Journal*, *Urban Land Institute*, and *Business 2.0*.

Lock Up's President, Bob Soudan Sr., is a past National President of the Self Storage Association (SSA). Bob Soudan, Jr. has served as a National Director of the SSA as well as Regional President. Additionally, all of the Lock Up principals have spoken as experts at SSA national conventions and seminars.



## our product

### Target Market and Location

The upscale design of our facilities cater to established, high end communities that demand the highest quality of building design, aesthetics, amenities, and services. The communities in which we build tend to be established, dense, high-income areas with high barriers to entry. Our upscale product is designed to attract customers who are looking for the best product, at competitive prices.

Our product has an extremely low impact on the communities in which we build. We generate less traffic per square foot than almost any other use. For example: We draw only six percent of the traffic of a similarly sized retail development. Additionally, we do not generate noise or pollution. Our burden on community services and infrastructure is as low as a single family home.

Because of our low impact and tasteful design, we have been able to build in many different zoning classifications. These include Commercial, Retail, Business, Industrial, and even Office Research. Because our use is so new and different, we work very closely with both the appropriate staff and zoning authority to familiarize them with our unique product and its effects on the community.

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## our product

*Continued from the far left panel*

### Building Design

Architecturally, Lock Up facilities differ from traditional facilities. They are designed to have a retail or hotel-like appearance. Amenities include:

- Concrete, architectural block, pre-cast or EIFS exterior.
- Full climate control.
- Most units interior accessed.
- Large glass offices.
- 24-hour video surveillance system.
- Fully enclosed climate controlled drive-in unloading areas.
- Lighting triggered by motion detectors.
- Carpeted hallways and storage units.
- Large passenger elevators.

Our facilities are designed to be very bright with extra lighting throughout. Signage is always tastefully done to blend with the community. The typical Lock Up differs from a traditional storage facility in that almost all of the units are accessible only from the inside of the facility through a large, heated unloading area. From here customers unload their goods onto carts before proceeding to their unit.

The unloading areas are generally designed to accommodate two to three vehicles at one time through large overhead doors. Cars, pickups, vans, and rental trucks will fit easily inside the unloading areas. Doors are then closed for complete weather protection.

### Security – Strong Yet Customer Friendly

We take pride in making our facilities safe for our customers, their goods, and the community. The Lock Up maintains a tenant/landlord relationship with our customers, much like that of an apartment or office building. Hazardous and explosive materials are not permitted under any circumstances. We even maintain the right to enter a customer's unit for inspection or maintenance purposes. Each door is equipped with a unique tamper-proof locking system.



For more information on how a Lock Up Storage Center can provide needed benefits in your community, please contact our headquarters:

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