



PAUL DARDEN COMPANY
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PAUL DARDEN - President

Paul W. Darden is the President of the Paul Darden Company, which specializes in the brokering, marketing, feasibility studies, and developing of self-storage. Mr. Darden has been actively involved in real estate brokerage and development for twenty-five years in the Texas, Oklahoma, and Arizona markets. In his brokerage capacity, Mr. Darden has personally brokered over 130 self-storage facilities throughout the southwest to both national and regional self-storage operators. His clients have included U-Haul, Sovran, Shurgard, U-Store-It, Securcare, Assured Self Storage, Storage Trust and many others. In 1997 Paul Darden was the largest self-storage broker in the United States in terms of the number of facilities sold.

In April 2005 Paul opened his AA Storage @ Fair Park in Little Rock, Arkansas. The 43,000 NRA facility leased to 90% occupancy in 7 months. A second phase of an additional 20,400 NRA was opened on April 10 2006. To see this project go to <http://www.storagespacenow.com> and take the virtual tour of the Little Rock project. With his unique style and many innovations, you will see why this project has been so successful. You might even notice that the golf cart drives directly into the office. Mr. Darden was responsible for the design and construction of A-Absolute Self Storage on Inwood Road in Dallas, Texas, and the remodel of the I-35 Self Storage in Denton, Texas, and the expansion of Friendly Self Storage in Grand Prairie, Texas.

He has consulted upon the design and construction of over fourteen other self-storage projects. Storage Facilities LLC, a Paul Darden corporation, owned, managed and sold A-1 Mini Storage in Dallas, Texas. Mr. Darden also formed the Deer Creek Mini Storage Ltd. Partnership in September 1999, and purchased a 306 unit self-storage facility in Crowley, TX.. Paul is looking for joint ventures with land owners, and other development opportunities.

Mr. Darden is an active member of both the Texas Self Storage Association and the national Self Storage Association. Paul Darden has been a guest speaker at many Texas and national self-storage conventions, and he has written several articles for various self-storage publications. Mr. Darden has also testified for both plaintiffs and defendants as an expert witness in three lawsuits involving self-storage, in both the state and federal district courts.



TOM HOLMAN – Brokerage & Advisory Services

Tom Holman has been an associate with Paul Darden Company since April, 1997, and is a licensed Texas real estate broker. In addition to brokerage responsibilities at Paul Darden Company, Tom utilizes his past appraisal experience performing feasibility studies, income and expense analyses, and advisory services for our clients. Over the past five years, Tom has focused primarily in the brokerage end of the business. During this time, he has successfully brokered over \$90 million in storage properties located in Texas, Oklahoma, Louisiana, Alabama, Tennessee and Kansas. Most recently, Tom closed one of the largest single facilities in Texas having over 1,300 units and nearly 300,000 square feet.

Prior to joining Paul Darden Company, Tom spent 11 years as a commercial real estate appraiser with Crosson Dannis, Inc, Laventhol & Horwath, Cushman & Wakefield and his own appraisal and advisory company. He appraised most types of commercial real estate in various markets around the country. Tom is a graduate of The University of Texas with a BS in Business Administration. He is married with a step daughter, two daughters and four dogs and lives in Dallas.



JERRY RHODES

Jerry Rhodes has been an associate with Paul Darden Company since September, 2000 and is a licensed Texas real estate broker. He has brokered several properties in the Houston and East Texas markets. He concentrates on the Houston, Austin, San Antonio, and East Texas areas of Texas. He is a skilled negotiator and an experienced analyzer of business operations including marketing, expense and income analysis, and the effect of economic trends on the self storage industry.

Prior to joining Paul Darden Company on a full time basis, Jerry was with International Harvester Company/Truck Division (now Navistar International Corp.) and later, SBC Communications (now AT&T). He held various management positions with International Harvester ranging from truck regional zone manager to general manager of three different company owned heavy truck dealerships located in Houston, Austin, and Tulsa. Jerry left International Harvester for a position with SBC Communications and after a successful 23 year career in the Southwestern Bell Yellow Pages subsidiary he accepted a retirement package in order to pursue his interest in real estate brokerage. He is a native of Tyler, Texas and a graduate of The University of Texas at Austin with a BBA in finance and economics. He has three grown children, is a member of Northwest Bible Church, and currently lives in Dallas.

