



GO STORE IT LOUISVILLE DST

Self-Storage Investment Opportunity

Delaware Statutory Trust (“DST”)

Location:	Louisville, KY	Minimum Investment:	\$25,000
Acquisition Cost:	\$5,300,000	Investment Term:	7 Years
Offering Size:	\$5,300,000	Loan Amount:	No leverage, All Cash

The Opportunity

- An investment in a stabilized self-storage property totaling 41,350 square feet located in Louisville, KY
- Currently 90% occupied
- In place rents 10-15% below market, providing upside potential for new leases and renewals
- Located in a high end suburb of Louisville, close to high end retail, major interstate, and high end single family neighborhoods

The offering (the “Offering”) of interests (the “Interests”) of Go Store It Wilmington (the “DST”) will not be registered under the Securities Act of 1933 (the “Securities Act”) or the securities laws of any state and are being offered and sold in reliance on exemptions from the registration requirements of the Securities Act and such laws. Certain disclosure requirements which would have been applicable if the Interests were registered are not required to be met. Neither the Securities and Exchange Commission nor any other federal or state agency has passed upon the merits of or given their approval to the Interests, the terms of the Offering or the accuracy or completeness of this “Memorandum”.

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These properties are not part of the offering.

Asset Overview

Go Store It Louisville DST consists of 8 single story storage buildings located directly off of Aiken Road and I-265, which is the main loop in Louisville. The property offers flexible storage spaces and a variety of sizes as well as outdoor parking.

The property has undergone significant upgrades over the last year.

- New roofs
- Updated exterior lighting
- Upgraded security cameras
- New paint on buildings and doors
- New access gate

Address:	13100 Aiken Rd, Louisville, KY 40223
Square Feet:	41,350 Sf
Number Of Buildings:	8
Occupancy:	90%

The information contained herein is qualified in its entirety by additional information included in this Memorandum. The offering is being made by means of this Memorandum only to qualified investors who meet minimum accreditation requirements, as well as suitability standards as determined by a qualified broker-dealer. All potential investors must read the entire Memorandum before investing." Consider the Risk Factors Before Investing.

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Market Overview

With a growing population, rich collection of diverse employers, central location and desirable live, work and play balance, Louisville is a rapidly growing destination for world-class companies and employees.

Louisville, the state's largest metropolitan area, is a vibrant riverfront city with a rapidly growing population, diversification of employment and attractive multifamily supply/demand balance. Louisville is home to 13 Fortune 500 companies, three of which are headquartered in the city. The metro is a nationally recognized regional distribution and warehousing hub serving major operations including Amazon.com, UPS, Ford Motor Company and General Electric, among many others. Leading this remarkable transformation from a city known mostly for horse racing, to a logistics giant is the development and expansion of UPS Worldport, the corporation's main global air hub for its distribution business across the US.

As a compliment to Louisville's economic expansion, the leading healthcare companies, Humana and Kindred Healthcare—both of which are Fortune 500 companies headquartered in Louisville—hire a steady stream of information technology and healthcare professionals in high paying jobs. Yum! Brands (Fortune 500), one of the world's largest restaurant holding companies, is also headquartered in Louisville.

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Growth & Development

Louisville is in the midst of an economic renaissance with \$13B in new capital investment since 2014. Louisville Forward, the city's organization for economic development, focuses on making Louisville a premier destination through business attraction, retention and expansion.

Completed in late 2016, the Ohio River Bridges Project dramatically transformed transportation between Kentucky and Indiana. The \$2.5B project consisted of reconstructing the Kennedy Interchange (locally known as "Spaghetti Junction"), building two new Ohio River bridges and reconstructing the ramps on Interstate 65.

Louisville Rankings

**#1 City for
Manufacturing
Job Growth**

Forbes, 2017

**Louisville named
as a "Place of Free-
Wheeling Innovation
and Growth"**

TIME, 2017

**Louisville ranked in "Top
10 for Homeownership"**

Bankrate, 2017

**"9th Best City for Job
Seekers"**

ZipRecruiter, 2018

**Louisville ranked 10th
on the list of the
"25 Best Cities for
Jobs in 2018"**

Glassdoor

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Healthcare

With 20 employers in the healthcare sector, Louisville is at the forefront of the nation's healthcare trends. Nationally-recognized Fortune 500 companies, Humana and Kindred Healthcare, are headquartered in Louisville. Moreover, employment in the office and medical-related occupations in Jefferson County (which are the backbone of Louisville's east-end economy) are projected to grow by 18.2% county wide from 2010 to 2020 (Kentuckiana Occupational Outlook). Median annual pay for these occupations is 30% higher than the average median annual pay for the county as a whole, which will positively impact renter demographics and income profiles.



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The Storage Opportunity

While multifamily and retail properties remain popular based in part on people's familiarity with these property types, Self-Storage has the potential to provide stable income and returns. Historically, self-storage has exhibited strong fundamentals and performed well in a variety of economic conditions. We believe this is because self-storage as an asset class has several unique characteristics that differentiate it from other types of commercial real estate and make self-storage a welcome diversifier in a real estate portfolio.

- Self-Storage is a real estate asset class that has historically low capital expenditure requirements.
- The self-storage industry has been one of the fastest-growing sectors in the U.S. commercial real estate industry over the last 40 years. ⁽¹⁾
- Drivers of self-storage usage are:
 - Change in marital status
 - Birth
 - Inheritance
 - Military duty
 - Job relocation
 - Business expansion or contraction
 - Micro business
 - Baby boomers

1) 2018 Self Storage Almanac

WHO WE ARE



These properties are not part of the offering.

Ryan Hanks

Chief Executive Officer/Chief Investment Officer

Ryan is the founder and CEO of Madison Capital Group, LLC, which is the sole owner of Go Store It and Go Store It Management, LLC. Ryan started MCG in 2009 with the purpose of creating an opportunistic real estate venture that would seek opportunistic returns in the Mid-Atlantic and Southeast region. Mr. Hanks resides in Charlotte, NC and has been married for 15 years to Erica and they have 3 children. He attended Liberty University to study Business Administration.

Joe Teague

President/Chief Operating Officer

Joe Teague has 20 years' experience in commercial real estate and related tax planning and business analysis. Joe has expertise in complicated financial structures as well as like-kind exchanges. As an attorney and business consultant, he has managed cumulative business transactions for companies in excess of \$1.0 billion. Since leaving public accounting in 1998, Joe has worked at several premier law firms in the Charlotte, North Carolina area, working with real estate developers, high net worth family offices and private equity firms.

He is a member of the North Carolina Bar Association and the North Carolina Association of Certified Public Accountants. Joe is a graduate of Lenoir-Rhyne University, where he played varsity baseball and a graduate of the University of North Carolina School of Law. He has been a CPA for 25 years and a licensed attorney for 20 years. When not at work, Joe enjoys coaching Little League baseball and softball and spending time with his four children.

WHO WE ARE

Steve Makepeace

Director of Operations

Steve Makepeace is an 18 year veteran in the storage industry. After graduating from Kent State University with a degree in Hospitality Business Management, he relocated to South Carolina and spent 10 years in the food & beverage industry overseeing restaurant groups throughout the Southeast US. He started in the storage industry in 1999, when he was recruited by Public Storage to manage multiple locations in SC and NC. After a successful tenure learning the business and honing his skills in multi-unit management, Steve moved on to work with a handful of other storage leaders. He was successful in helping these companies grow their brands, by focusing his efforts on existing store expansion, new store acquisition, and site development. Steve joined the Go Store It Management team in January of 2017, as Director of Operations. He oversees the operation of our new and innovative storage platform. He and his team have combined their cumulative years of experience, with state of the art technology, and bold new strategies to create a fresh approach to storage. Steve and his family live in beautiful Charleston, South Carolina.

Robert Cole

Director of Financial Operations

Robert serves as the director of financial management. Robert has over 20 years' experience in the real estate industry with a focus on the growth of the self-storage industry. Prior to joining Go Store It Management LLC, Robert was a Director of operations for Strategic Storage Trust DBA Smartstop Self Storage, where he implemented and supported several practices to increase growth through acquisitions.

In this year, Robert increased NOI by 11.2% and continued to show year over year double-digit increases in operating revenue. He was involved in the acquisition and implementation of standards of 46 new assets. He managed a diverse portfolio of assets from Canada down the east coast of the U.S. Previous to this, Robert held various positions at the District and multi-site level of operations in the multi-family housing industry before moving to the self-storage industry. Robert holds a Master of Business Administration degree in Human Resources, with a Bachelor of Science degree in Human Resources and Finance.

Neil Dyer

VP of Acquisitions

Neil oversees Go Store It's acquisitions and is responsible for sourcing storage opportunities in our target markets. Neil was recently with CBRE where he was in charge of all storage investment sales in the Southeast region. Through this experience, Neil got to know several owners and operators of storage assets throughout the United States. Before that Neil was a VP with Spectrum Properties responsible for the development and leasing of office projects in the Nashville market. Neil received his BA in Economics from Sewanee: University of the South.

Evan Stephens

Senior Analyst/Asset Manager

Evan serves as the senior analyst for Madison Capital Group and Go Store It. Evan helps to analyze acquisitions, developments, and expansion opportunities. Evan previously worked with Jefferies Investment Banking in the Real Estate, Gaming, and Lodging group where he assisted in the evaluation and execution of strategic alternatives for public and private real estate companies, including mergers and acquisitions and capital markets issuance. To this point in his career, Evan has worked on over \$2.0 billion of real estate transactions, including over \$1.0 billion in the storage sector. Evan graduated from Wake Forest University with an MS in Accountancy and a BS in Finance.

WHO WE ARE

Timothy E. Snodgrass

Managing Director, Go Store It, Capital Markets Group

Timothy E. Snodgrass is the Managing Director of Capital markets for Go Store It, a self-storage real estate investment company. Senior Vice President of Business Development at Arete Wealth Management a full service Registered Investment Advisor, and Broker/Dealer, and Founding Partner of Axxcess Capital, LLC, and its Affiliates, Axxcess Capital Partners, LLC is a boutique investment banking, and advisory firm focused on the Real Estate, Energy and Healthcare sectors. He was the Executive Vice President and founding partner of AC Self Storage, a self-storage real estate investment firm. The firm Axxcess Capital Partner, LLC has raised capital for specific managers and has invested alongside the managers and investors on various projects and companies.

Prior to forming Axxcess, Mr. Snodgrass was the President of Argus Realty Investors LP, a real estate investment firm that acquired over 1.6 billion in commercial real estate over 8 years. Mr. Snodgrass is a founder and former president of the Alternative Direct Investment Securities Association (ADISA), formerly known as Real Estate Investment and Securities Association (formerly the Tenant-in-Common Association (TICA), of which he served as President for the first three years (2003-2006). Mr. Snodgrass is also a founding member of the Certified Exchange Specialist® designation and past member of the Certification Council. From 1998 to 2001, Mr. Snodgrass has also held a position with the 1031 Division of Fidelity Title and managed a strategic alliance with CB Richard Ellis. He has lectured extensively throughout the United States on Code Section 1031. He received a Bachelor of Arts Degree from San Diego State University in 1991 and a Juris Doctorate from Thomas Jefferson School of Law in 1998, and his LLM International Taxation and Financial Services from Thomas Jefferson in 2018. Mr. Snodgrass holds Series 22 and 63 securities licenses and is a registered representative with Arete Wealth Management, LLC, member FINRA/SIPC.

Michael Crimmins

Chief Executive Officer, CM Pacific Capital

Mike Crimmins is the Chief Executive Officer of CM Pacific Capital the distribution entity for Go Store It, Capital Markets Group. From October 2009 to May 2015, Mr. Crimmins was with KBS Capital Markets Group, LLC ("KBS Capital"), the broker-dealer for KBS, a large non-traded REIT sponsor. He initially served as KBS Capital's National Sales Manager and then as its Chief Executive Officer. During his tenure at KBS, he oversaw a sales and marketing organization that raised approximately \$6 billion for several offerings. Prior to KBS, Mr. Crimmins was the Western Division Sales Manager at AXA Distributors, LLC, in St. Louis, where he consistently ranked among the top five marketing professionals in annuity sales. Prior to AXA Distributors, he served as an Executive Sales Consultant for The Guardian Life Insurance Company in St. Louis, achieving the top individual 401k sales ranking in six of nine years. He served as a board member of the Investment Program Association ("the IPA") from 2011 to 2015. The IPA is a leading industry association advocating Direct Investments through education and public awareness. Mr. Crimmins earned a BS in Business Administration and Finance from the University of Missouri. He holds the Series 7, Series 24 and Series 63 securities licenses and is a registered representative with Emerson Equity LLC, member FINRA/SIPC.

*CM Pacific Capital serves as the Capital Markets Group for Go Store It and /or Madison Capital.

SUMMARY RISK FACTORS



The Memorandum contains more complete information regarding the investment including the following risk factors:

- There will be no public market for the Interests.
- There will be restrictions on transfers imposed by the holder of the mortgage.
- There is no specified time that the investment will be liquidated.
- Delaware statutory trusts are a relatively new vehicle for real estate investment and are inflexible vehicles to own real property.
- Investors will have no voting rights and will have no control over management of the Trust or the Project.
- An investment in the Interests is speculative, illiquid and involves a high degree of risk. There is no guarantee that investors will receive any return.
- Distributions may be derived from sources other than earnings.
- The Project will be subject to a Master Lease with an Affiliate of the sponsor. The Master Lease will not terminate up on the sale of the Project by the Trust.
- The Master Tenant is newly formed, has no experience leasing or operating industrial properties and has limited net worth.
- The projects will be subject to the risks generally associated with the acquisition, ownership and operation of real estate including, without limitation, environmental concerns, competition, occupancy, easements and restrictions and other real estate-related risks.
- The Trust will only own the Project and will not be diversified with respect to the assets it owns.
- The Manager, the Master Tenant and their Affiliates will receive substantial compensation in connection with the Offering and in connection with the ongoing management and operation of the Project.
- The Trust Manager, the Master Tenant and their Affiliates are newly formed entities with no history of operations, no experience managing or operating Delaware Statutory Trusts, and have limited capital.
- The Manager, the Trust, the Master Tenant and their Affiliates will be subject to certain conflicts of interest.
- An investment in the Interests involves certain tax risks.

Offering Disclosure

The contents of this communication: (i) do not constitute an offer of securities or a solicitation of an offer to buy securities, (ii) offers can be made only by the confidential Private Placement Memorandum (the “PPM”) which is available upon request, (iii) do not and cannot replace the PPM and is qualified in its entirety by the PPM, and (iv) may not be relied upon in making an investment decision related to any investment offering by the respective issuer, or any affiliate, or partner thereof (“Issuer”). All potential investors must read the PPM and no person may invest without acknowledging receipt and complete review of the PPM. With respect to the “targeted” goals and performance levels outlined herein, these do not constitute a promise of performance, nor is there any assurance that the investment objectives of any program will be attained. These “targeted” factors are based upon reasonable assumptions more fully outlined in the Offering Documents/ PPM. Consult the PPM for investment conditions, risk factors, minimum requirements, fees and expenses and other pertinent information with respect to any investment. These investment opportunities have not been registered under the Securities Act of 1933 and are being offered pursuant to an exemption therefrom and from applicable state securities laws. Past performance are no guarantee of future results. All information is subject to change. You should always consult a tax professional prior to investing. Investment offerings and investment decisions may only be made on the basis of a confidential private placement memorandum issued by Issuer, or one of its partner/issuers. Issuer does not warrant the accuracy or completeness of the information contained herein. Thank you for your cooperation.

Securities offered through Emerson Equity LLC Member: FINRA/SIPC. Only available in states where Emerson Equity LLC is registered. Emerson Equity LLC is not affiliated with any other entities identified in this communication.

1031 Risk Disclosure:

- There is no guarantee that any strategy will be successful or achieve investment objectives;
- Potential for property value loss – All real estate investments have the potential to lose value during the life of the investments;
- Change of tax status – The income stream and depreciation schedule for any investment property may affect the property owner’s income bracket and/or tax status. An unfavorable tax ruling may cancel deferral of capital gains and result in immediate tax liabilities;
- Potential for foreclosure – All financed real estate investments have potential for foreclosure;
- Illiquidity – Because 1031 exchanges are commonly offered through private placement offerings and are illiquid securities. There is no secondary market for these investments.
- Reduction or Elimination of Monthly Cash Flow Distributions – Like any investment in real estate, if a property unexpectedly loses tenants or sustains substantial damage, there is potential for suspension of cash flow distributions;
- Impact of fees/expenses – Costs associated with the transaction may impact investors’ returns and may outweigh the tax benefits

