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## **ARCO Design/Build forms self-storage division**

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Boston, MA ARCO Design/Build, has formalized its self-storage division. The dedicated team focuses on delivering comprehensive solutions tailored to the unique needs of self-storage developers. With over 300 completed facilities nationwide totaling more than 30 million s/f, ARCO has long been a trusted partner in this rapidly growing sector.

The announcement comes as the U.S. self-storage market continues its expansion. The market was valued at \$44.20 billion in 2022 with projected annual growth of 5.3% throughout 2030, according to Research and Markets. Fueled by urbanization trends and increasing consumer demand for flexible storage solutions, this growth underscores the need for experienced partners who can deliver projects efficiently and cost-effectively.

“This division represents the formalization of our proven capabilities rather than a new venture,” said Eric Thompson, who will lead the new division as president. “Through our team’s experience delivering hundreds of successful self-storage projects nationwide, we’ve developed specialized knowledge that our clients value. They consistently seek partners who understand both the technical construction aspects and the business-specific requirements of self-storage development.”

Thompson will lead the self-storage division alongside Josh Warkentine, director of operations, with Adam Winters serving as director of business development. Together, they bring decades of experience specifically focused on self-storage design, development, and construction.

“Self-storage developments face unique challenges that require specialized expertise,” said Rob Steigerwald, CEO of ARCO Design/Build. “By establishing this dedicated division, we’re enhancing our ability to deliver consistent quality across all projects. We’re also implementing a unified approach to serving the industry’s evolving needs.”

The division offers comprehensive services, including predevelopment feasibility analysis, project planning, site development, and integrated design-build construction. By completing projects 25-40% faster than traditional construction methods, ARCO enables developers to generate revenue months earlier. This approach reduces carrying costs – key factors in ROI for self-storage operators.

This accelerated approach has been demonstrated in cornerstone projects such as SAFStor Kenner, a 117,000 s/f facility in Louisiana. ARCO’s design-build approach seamlessly coordinated complex engineering challenges, including flood mitigation, deep foundations, and phased

construction. All risks were transferred to ARCO during the proposal process to properly manage the design, permitting, and construction efforts.

Similarly, the Capitol Self Storage project in St. Charles, MO showcased ARCO's ability to overcome complex site challenges. The 105,000 s/f development required demolition, environmental remediation, and custom foundation solutions for unsuitable soil conditions. ARCO's integrated approach delivered cost savings through strategic design coordination while meeting strict local zoning requirements and maintaining positive community relations throughout construction.

"Our differentiator is giving clients unprecedented visibility and control throughout the development process," said Thompson. "This allows them to focus on their core business – operating and monetizing their facilities rather than managing construction complexities."

"We've developed innovative design and construction techniques tailored to the self-storage sector, which focus on maximizing land utilization and controlling cost," said Adam Winters, director of business development for the Self-Storage Division. "These advancements have led to an exceptional client retention rate among multi-project developers."

"Our blend of local market insight with national reach enables us to meet regional needs while leveraging our national purchasing power to deliver significant cost and time savings," Winters said.

The division is positioned for significant growth as ARCO continues to expand its presence in the self-storage sector, building on its portfolio of over 300 facilities nationwide.

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