

ACROSS THE COUNTRY AROUND THE WORLD



Alabama



Greetings from the board of directors of the Alabama Self

Storage Association. We trust that everyone is seeing the fruit of a busy spring season for everyone associated with the self storage industry in the great state of Alabama. We would like to welcome the following new members to our association: Val Saravia of Skyvest Acquisitions in Austin, Texas and Jarrod Hart of Zippy Shell in Birmingham, Alabama.

As we anticipate proposing lien law changes in the 2013 legislative sessions, we will be beginning a capital campaign to raise funds for lobbying support. As a board, we feel that our best chance of seeing our proposed changes passed is through hiring a reputable local lobbyist. We have formed a legislative committee and the committee will be interviewing potential lobbyists in the coming months. Preliminary indications are that it will cost between \$30,000 and \$40,000. We realize that this seems like a significant amount. However if every member contributed \$200 this year we would be over half way to our goal. \$200 is not a significant amount and it is far less than the cost of the average auction.

If these changes are passed, the \$200 investment pays substantial dividends in the amount of money each facility saves under the new lien law if passed. Soon you will be receiving information in the mail further detailing the changes, along with information on how to contribute to this capital campaign.

We have several open spots for members to join the board of directors this year. If you are interested in becoming a board member, go to our website at WWW.ALABAMASSA.ORG and click on the members-only tab. After you have put in the current username and password there will be a link to download a document outlining eligibility requirements and a brief questionnaire that will need to be turned into Brent Fields for review and consideration from the full membership of the board of directors.

Our annual Spring Luncheon is next month. We will be returning to Mobile this year and you should be receiving in the mail a reminder that will contain vital registration information and other details. The

meeting will be held at Felix's Fish Camp Grill on Battleship Parkway. You can register on our website at WWW.ALABAMASSA.ORG.

As we continue to grow as an organization we would like to remind everyone that we value your input. We always look to our members to give us new ideas and to make recommendations and suggestions on how we can better assist and serve you. If you do have any comments, ideas, or suggestions please send them to Brent Fields at brent.fields@docupak.com. Your suggestions and comments will go directly to the Association board of directors for consideration.

If you have not joined the Alabama Self Storage Association we want you as a member of our team. Join today and take advantage of all of the wonderful benefits for our members including affordable membership, advocacy and keeping an ear to the ground in Montgomery, news and information, education programs, networking and informative meetings, communications and publications, national association relationship and much more! Join us today as membership in this organization can make a difference!

For more information contact us through our website at WWW.ALABAMASSA.ORG or Brent Fields at (205) 685-0244 or brent.fields@docupak.com.

Arizona



April 9 is the Early Bird registration deadline to attend the

14th Annual Arizona Self Storage Conference and Trade Show at the Phoenix Marriott in Mesa, May 7-9. Discounted rooms are available through April 12 on a space-available basis; the Golf registration deadline is April 19; and the regular price deadline for registration and exhibits is April 26. Save money and register now!

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The trade show will once again include a silent auction, with all proceeds going to our partner in cancer research, Kure It, founded by self storage owner/operator Barry Hoeven of Westport Properties.

In addition, a generous sponsor—thank you Mario Macaluso of the Small Business Owners Alliance Tenant Insurance—sweetened the pot for all attendees and Kure It by donating an iPad to raffle off. All proceeds from the raffle go to Kure It cancer research. The winner of the iPad will be announced after the roundtables at the end of the trade show at 5:00 P.M., May 9. And you *must* be present to win!

As in years past, the preamble to this year's Conference and Trade Show is the Annual Golf Tournament and Luncheon on Monday, May 7, at the beautiful Longbow Golf Course in Mesa.

Tuesday and Wednesday, May 8 and 9, are full of high-quality, fun training, networking, and business building opportunities for owners, managers, and vendors in the self storage industry. The Trade Show Preview and Cocktail Reception is Tuesday evening, and Roundtables and iPad raffle close up events on Wednesday. Other features in this year's *Back to Basics* conference are *Positioning Yourself for the Comeback in the Economy*—Advantage Consulting & Management's Brad North will help owner/operators prepare for the next step; *Taking your Self-Storage Operations to the Top*—Brad North's training for managers will help you maximize profitability through sales, marketing, and operational effectiveness; *Virtual Facility Tour*—Bringing you a glimpse of self storage beyond Arizona, we will showcase revenue enhancements, customer service, use of new technology, and other tactics our colleagues around the state and U.S. are using to improve operational effectiveness and the bottom line; *Facility Feud...The Self Storage Game*

Show—a novel way to review the conference's *Back to Basics* lessons.

AZSA extends its sincere thanks to our title sponsor, MiniCo Insurance Agency; promotional sponsor, *Mini-Storage Messenger*; and major sponsors BNC National Bank, Chateau Products, Deans & Homer, and U-Haul. Without their generous support, the largest gathering of self storage professionals in Arizona would not be possible.

In addition to the trade show, AZSA runs a year-long educational workshop series in locations throughout the state. This year's series focuses on AZSA resources to help you limit liabilities and improve your bottom line. In case you missed this year's workshop in your local area, we are having a statewide webinar on April 11, 1:00–2:30 P.M.

For details or conference registration information, contact Anne Mari DeCoster, AZSA executive director, at 602-374-7184, azsahq@gmail.com, or WWW.AZSELFSTORAGE.COM.

Arkansas



The Arkansas Self Storage Association Expo will be held September 26–27, 2012 at the Statehouse Convention Center in Little Rock. Please call the ASSA office for more information at (501)607-4775 or visit our website at WWW.ARSSA.ORG.

All member dues should be collected by now; for anyone that has not yet renewed, we hope you will reconsider. Without our supporting members and vendors, we could not continue to successfully change legislation to make our industry stronger. If you are currently not a member, and would like more information, please call our office. Take advantage of the benefits of being a member. Dues are very affordable, downloads with legal information are available on the website, and the resources of our board members who are willing to talk to you about industry questions.

California



The CSSA is gearing up for our 6th Annual Self Storage Owners Symposium taking place in Walnut Creek on April 17, 2012. This year's event will feature several of our popular "Need To Know" sessions focused on employment law, operations, market trends, facility auditing and more. You will not want to miss this conference. Registration has opened on our website and sponsor opportunities are still available. Contact our office today to discuss sponsor opportunities.

The CSSA is celebrating our 10th anniversary this year and we were recently voted Best State Trade Association by *Inside Self Storage*. We are commemorating this milestone by publishing a book of best practices—a book of know-how, knowledge and can do ideas from operators in California and industry vendors. The California Self Storage Association is blessed with some of the best operators, the most experienced property managers, the most knowledgeable experts in their fields; let's learn from each other! Call our office today to reserve your copy.

All of our events are on our website calendar. Be sure to review our schedule or you could miss out on one of our networking receptions, education events or coffee meetings. Our events offer high quality content and excellent networking opportunities.

Save the date! Our 8th Annual Self Storage Owners Summit returns to the Balboa Bay Club and resort July 19. A room block has already been set up and registration is open. This event will sell out! Register early to guarantee your seat!

Our 2012 education program will focus on three areas: legal, revenue management and Internet marketing strategies. We are very excited to bring new and fresh content to our members. Register today as we expect the classes to fill up.

Call us at 949-783-4130 or visit us at WWW.CALIFORNIASELFSTORAGE.COM. Thank you again for your continued support.

Colorado



The COSSA board has set a busy agenda for 2012. Coupled with a renewed effort to increase our membership rolls, there will be an increased effort this year to make COSSA a recognizable name and a sign of value and trust that customers will recognize. In the fourth quarter, COSSA will co-sponsor, with Denver's Channel 9 News, a project to promote and collect charitable donations for the needy.

In addition, the board is meeting with several facility managers to determine how COSSA can better serve their needs and provide value to them, particularly those at smaller facilities who are perhaps dealing

with somewhat different issues than are the national companies.

And we're excited about our spring meeting on May 16, 2012, at Maggiano's Little Italy, Centennial which will focus on manager training. Get answers to any remaining questions you may have about the new lien law, learn how to turn those phone calls into rentals, how to handle walk-ins, and how to follow up on leads successfully. The meeting will offer the first of a two-part training session for facility managers, to be followed up by the second part at our fall meeting. Other topics at the May meeting will include legal and legislative updates and a discussion by experts on web interactivity opportunities. Be sure to circle this date on your calendar now!

To become a member and enjoy all the benefits of COSSA membership including reduced fees for our member meetings, visit our web site at WWW.COLORADOSSA.COM and

download the membership application or e-mail cossa@q.com.

Connecticut



The Connecticut Self Storage Association's (CTSSA) is actively involved in lobbying on behalf of its members and the Connecticut self storage industry. Our 2012 legislative agenda is aggressive. We are fighting to repeal the sales tax on storage rentals. The tax rate is now up to 6.35 percent and no other real estate in Connecticut has a sales tax. We are pursuing changes to the lien laws in an effort to reduce mailing and advertising costs. We estimate that on average each facility will realize a savings of \$2,000 per year.

We are making positive progress this year and need your support as a member to make all of this happen. A strong membership results in a more

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14th Annual

Arizona Self-Storage

Conference & Trade Show

Mark Your Calendar
May 7-9, 2012
 Phoenix Marriott Mesa,
 Mesa, Arizona

BACK TO BASICS!

Educational Seminars • Networking Opportunities • 50+ Vendor Exhibits • Virtual Facility Tours
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Featuring: Interactive Managers Program,
Focusing on each facility's micro-market in a 1-3-5 mile radius, including team building and scenario-based training

Additional Seminar Topics – Best Practices in Operations
 Maximizing Profitability • State of the Industry Discussion
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For exhibiting and sponsorship information or to register, contact:
 AZSA, PO Box 44031, Phoenix, AZ 85064 • Phone: (602) 374-7184 • Fax: (602) 441-4706 • E-mail: azsahq@gmail.com • Web: www.azselfstorage.com

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Title Sponsor



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commanding presence at the State Capitol. If you aren't a member, join today so your voice is heard at the Connecticut legislature. The CTSSA membership application is online at www.ctssa.org or call the office at 860-228-3624 and we'll mail an application to you.

CTSSA continues to be a supporting organization of the Northeast Self Storage Trade Show which is hosted by the Massachusetts Self Storage Association, May 16-17, 2012 at the Westford Regency Inn & Conference Center, Westford, Massachusetts. For links to registration information, please go to www.ctssa.org.

CTSSA members enjoy regular educational meetings and networking luncheons, quarterly newsletter, member discussion forums, library of documents, website, subscription to *Self Storage Now* and additional benefits from SSA including a subscription to the *SSA Globe*.

To be added to the CTSSA program and legislative mailing list or if you are interested in advertising in the CTSSA newsletter, *Insights*, send your request and contact information including email address to CTSSA, 17 Rivendell Road, Marlborough, CT 06447-1260, 860-228-3624, 860-228-1337 fax, or email lbolduc@ctssa.org.

Florida



The 2012 FSSA Conference & Expo will be partnering with the SSA for a combined state and national event! The FSSA/SSA Convention and Trade Show will take place April 25-27, 2012 at the Gaylord Palms Resort in Orlando, Florida. For details visit www.floridassa.org.

During the FSSA/SSA Convention and Trade Show on Wednesday April 25, 9-11 P.M., the FSSA will offer a fun and exciting Casino Night providing: Texas Hold'em, Premium Blackjack,

Premium Craps, Premium Roulette, with a casino host and professional dealers. It will be an exciting and fun night with the possibility of winning prizes for the top chip winners.

Save the date for the FSSA Annual Executive Retreat—October 5. The Florida Self Storage Association will host its 4th annual Executive Retreat this fall at the Gaylord Palms Resort in Orlando, Florida! We will be hosting a Casino Night Fun Fund Raiser the evening prior, 8-10 P.M. More details to come—keep in the loop by visiting www.floridassa.org.

The Florida Self Storage Association continues to work diligently with lobbyists in Tallahassee to pass HB715/SB646 in the 2012 legislative session. The Florida self storage legislation is scheduled to make another step forward next week in both the House and Senate. The Senate bill, SB 646 by Senator Wise, will be heard in its final committee stop Senate

CSSA
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NORTHERN CALIFORNIA
OWNERS' SYMPOSIUM**

INVITE YOU TO

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OUR RETURNING SERIES:
NAVIGATING 2012
WHAT EVERY OWNER
NEEDS TO KNOW

17 APRIL
11:30 AM -
4:30 PM

FEATURING SPECIAL KEYNOTE SPEAKERS:
SPENCER KIRK
CEO, Extra Space Storage
AND NOTED ECONOMIST
KC CONWAY
of Colliers International

Tuesday, 17 April 2012
11:00 A.M. until 4:30 P.M.
(COCKTAIL RECEPTION BEGINS AT 4:30 P.M.)
Leshner Regional Center for the Arts
1601 Civic Drive, Walnut Creek, CA 94596

Judiciary the week of February 20. We anticipate full support in that committee which will bring it to the floor of the Senate for a final vote. The House bill, HB 715 by Representative Caldwell, will be heard on the floor of the full House of Representatives the week of February 20. With no opposition on the bill in any of the House committees, we expect the full support of the Florida House.

Bills must be passed in identical form in both chambers in order to be sent to the Governor for his approval. As our legislation will move through the House first, we plan to take it up on the Senate floor once it is available (must be passed through Senate Judiciary first). This is week 6 of the 9 weeks of Florida's legislative session which is scheduled to end on March 9, and we feel confident that our bill will complete its journey through the legislative process in plenty of time.

As always, we appreciate membership support at the local level and encourage you to reach out to your personal contacts who are elected state officials to voice your support of this great legislation which will save money for our industry!

The House and Senate bills will accomplish: Allows a tenant to provide their "change of address" to the facility using first class mail or email; currently, a tenant must either hand-deliver this address change notice or pay to send it using certified mail. Many of the customers in the self storage business are military personnel and the industry has learned that having the ability to receive official notices by email is helpful to our service members, especially those deployed overseas. Allows a "Notification of Default" to a tenant be sent using first class mail with Certificate of Mailing or email (provided receipt of the email by the tenant is verified). Currently it must be sent using certified mail or hand delivered. The Certificate of Mailing product was not available when the statute was created in 1979 and costs only \$1.15 as opposed to \$2.80 for a certified letter. Military personnel

deployed overseas can sometimes more readily be reached by email rather than by the postal service, this is a valuable alternative that other states have started allowing. Finally, it would require that rental contracts or rental applications ask whether someone is in the military or not. The military currently has protections from regular lien procedures through the Service members Civil Relief Act. If a storage operator knows the renter is in the military, they will handle any situations of default of payment according to the procedures outlined in this act.

Membership has its benefits! If you have not done so yet it's time to renew your membership for 2012 with the Florida Self Storage Association. Everything we do at the Association is for you, our members. We work diligently throughout the year to bring you quality education, advocacy, networking opportunities, and industry information as we strive to add immediate value to you. We look forward to the opportunity to continue to serve you in 2012! If you are not a member, please consider joining us!

If you have any questions, comments, or suggestions—please don't hesitate to contact Robert Bret, executive director at 877-222-9441 or rbret@floridassa.org.

Georgia



The Georgia Self Storage Association meets on the second Tuesday of each month for networking, a luncheon and board meeting. There is always a program, often with nationally recognized speakers. Members and non-members are welcome. Membership dues are \$250 per calendar year (January–December). Join GASSA today!

Luncheons are from 11:30 AM to 2:00 PM at The Vinings Club, 2859 Paces Ferry Road, Atlanta, GA 30339. Please RSVP to Chuck Manley,

executive director, at chuck@gassa.org or phone 678-764-2006, or fax 678-264-0968.

Our April 10 luncheon will feature keynote speaker Stacey Gorman of Marcus & Millichap who will present the Metro Atlanta Rent Survey. Stacey is an associate with Marcus & Millichap and actively specializes in self storage facilities. She graduated cum laude from the University of Rochester and completed her MBA at Georgia State University.

The Metro Atlanta Rent Survey is a compilation of rental rates for over 600 self storage facilities in the Atlanta metro area. Stacey will review the results identifying high and low rent areas, comparing the premium for climate control over regular rates, revealing submarkets with the least number of competitors and the most number of competitors, comparing national and local operators and providing average rates by Zip codes. Results will also be compared to surveys over the past ten years. Members attending will receive a complimentary booklet summarizing survey results.

The GASSA initiated two bills in the Georgia legislature last session, which have been carried over to the upcoming session (two-year terms). One was a full revision to the current lien law (HB 649), addressing changes consistent with other self storage laws around the country (Tennessee and Colorado) including email notification for liens and towing of abandoned vehicles. We also submitted a limited licensing bill (HB 463) to clarify a self storage manager's right to receive commissions on the sale of tenant insurance.

Both of these bills have a good possibility of being passed in 2012 session of the legislature with full attention and support of our legislative committee as well as involved and invested self storage operators. Also, the GASSA will monitor and defend against any effort by the legislature to introduce a self storage sales tax bill.

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The 2012 legislative session begins January 9 and runs through April. Check our web site for additional information: WWW.GASSA.ORG.

Idaho



The ISSA held its first quarterly meeting of 2012 on February 16 at Towne Place Suites Marriott in Meridian, Idaho. Business covered included the association's recent efforts to report and request investigation into illegal RV storage. We have been successful at stopping some of these zoning violations that take business away from the nearby legal self storage facilities.

ISSA and SSA are still working to convince the Idaho Land Board that purchasing business enterprises and competing against private businesses, whether self storage or not, is not proper for a state entity. Affordable Storage in Boise was purchased by the Land Board, along with some other office rental buildings, parking lots, etc. These are directly competing without the income and property tax burden, thus can undercut on price if they choose. Two of the board's members have suggested that these purchases were probably a mistake, so we are hopeful they will change policy on this and possibly even sell Affordable Storage back to private ownership.

For more information and to become a member of the Idaho Self Storage Association please contact Richard Church at 208-989-2960 or visit our website at WWW.IDSSA.ORG.

Illinois



The Illinois Self Storage Association (ISSA) will be hosting the 2012 Great Lakes Self Storage Owners Summit on June 6, 2012 (previously announced as June 28) at

the distinguished Conrad Hotel on Chicago's beautiful "magnificent mile." The upscale property is noted for its thoughtful service, immaculate accommodations, extensive complimentary amenities and a great location for enjoying everything Chicago has to offer.

This year ISSA has dramatically changed the format of this annual event from an expo to an Owners Summit featuring programming with direct appeal to self storage owners and their top management people. This half-day program is designed to maximize your learning potential coupled with networking opportunities with some of the leading industry suppliers. A limited number of premiere sponsors will have table top displays and strategically talk about their company during a roundtable forum. The day will end with a great reception where owners/managers, presenters and sponsors can continue discussions in a relaxed casual atmosphere. Special discounted registration fee of \$95 is available for ISSA members

Suppliers who wish to become a sponsor of this event should log on to WWW.GLSS-OWNERS-SUMMIT.COM for details or call the ISSA office at 217-528-5230. Full registration information for owners will be available soon. Now is the time to secure your hotel room at the Conrad. A limited number of rooms have been assigned to the Summit block. Call the hotel at 312-645-1500 and ask for the Illinois Self Storage Association event rate.

Event chairman David Kohn, MJ Partners, is coordinating an outstanding program for owners and key management. This one-day program will feature top-level presenters covering: *Capital Markets, State of Industry, and Investments!* The Owners Summit replaces the GLSS-expo, but attendees will still have access to key sponsors who will have displays of their products and/or services.

For more information, please contact the Illinois Self Storage Association at (217) 528-5230.

Kansas



The big news for KSSOA is the award of a legislative grant from the Self Storage Association to update the Kansas self storage statutes. We have selected an experienced and qualified lobbyist to help guide introduction of new legislation that will ultimately reduce our operating expenses and reduce our liabilities. Kansas storage owners are benefiting from both state and national representation, as the SSA is providing both financial support and direction through its attorneys and leadership.

Our spring luncheon meeting will be in Leawood, Kansas at the Leawood South Country Club on May 23. Topics are being explored and at this time will feature Internet advertising issues, legal issues, and management software options. If you have any suggestions or requests, please don't hesitate to contact our office. Registration materials will be available at WWW.KSSOA.ORG when they become available.

The Kansas Self Storage Owners Association's mission is to provide value and potential for growth by working together in our regional trade organization. Be sure to take a moment to consider the many—and ever-increasing—services to the storage industry that your trade associations offer. None of us is as strong alone as we are collectively.

"KSSOA strives to provide high return on members' dues investment on any one of its single member benefits. We hope, with the 2012 legislative initiative, to be able to provide a high return that ultimately overshadows many years of financial commitment by our members, through lower postage costs, and public notice costs, among other issues," said Larry Goldman, KSSOA president.

For membership information, please visit WWW.KSSOA.ORG or call 785-286-1110 and ask for Shawn.

Our contact information is KSSOA, 7321 NW Rochester Road, Topeka, Kansas 66617. Phone 785-286-1110.

Louisiana



The North Louisiana Spring Luncheon will be April 11, 2012, at Ralph & Kacoo's in Bossier City, 10:00 A.M.—2:00 P.M. This will be our fourth year having the luncheon and we are more excited than ever about this year's lineup of speakers. Topics include: Internet marketing—an overview of what's available, what works, what produces the most return for the buck; information on new financing available for the first time from the Small Business Administration; developing advanced phone skills to maximize revenue; protecting your facility from drug manufacturing and other criminal activities; and using mystery shoppers to better understand how your company is perceived by potential

tenants. Please mark your calendars, and plan for you and your managers to attend! Continuing education is the key to staying one up on your competition!

The association membership renewal forms were mailed out in January and a huge majority have been updated and returned already. The board members extend our deepest thanks for your continued confidence in the SSALA. If you haven't yet sent your renewal back, please consider doing so today. Be sure to utilize the SSALA website member forum to exchange ideas with other members. Knowledge is critical and will be the answer to increasing profits. The strength of the association is dependent on your membership.

Finally, February and March tend to be a slower time of year for our facilities. Now is the time to turn an unbiased, scrutinizing eye on your property and make the repairs and improvements necessary to put you in the best shape possible for the

upcoming spring busy season. You never get a second chance to make a good first impression—is your store ready to impress?

SSALA's executive director, Shawn Herrick, is available at (866) 857-8473 to answer your questions or refer you to your nearest board member. Be sure to update your contact information to include this toll free phone number for the SSALA.

Maine



The Maine Self-Storage Association is excited to announce that its 2012 annual conference will be held on June 14–15 at Hollywood Slots Hotel and Casino in Bangor, and once again, will be *free* to member facilities! Join us at the social media marketing seminar before the vendor-sponsored cocktail reception on the 14th, and then listen to some

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SAVE THE DATES!

GASSA Presents: Educational Seminars for Self Storage Professionals
2012 Seminar Schedule

MAY 8TH - MARKETING:
NEW TOOLS FOR GREATER REACH AND LOWER COSTS
Using Low-Cost Technology to Improve Your Marketing Reach & Results: Email, QR Codes, Community Marketing & More.

SEPTEMBER 11TH - MANAGEMENT:
2012 A STEADY CLIMB TO IMPROVED PROFITS
Using Yield Management, Rate Reviews, Competition Surveys and Other Tools to Maximize Your Income Every Month, Plus Delinquent Management and Prevention.

OCTOBER 9TH - OPERATIONS:
WHERE ARE YOU NOW, & HOW TO IMPROVE YOUR YEAR-END RESULTS
Using the GASSA Rental Agreement to Your Advantage, Improving Closing Ratios, Telephone & Walk-In Traffic Generation, Growing Income, Reducing Expenses, Plus Identifying What is Working at Your Store.

 **GASSA**
Georgia Self Storage Association

COST:
MEMBERS \$99
NON-MEMBERS \$119

FOR MORE INFO
VISIT WWW.GASSA.ORG
RSVP: chuck@gassa.org

of the industry's greatest minds speak on the 15th. There will also be roundtable discussions on a variety of subjects as well as vendor displays.

Join us on April 12, when MeSSA will be meeting at Margarita's in Augusta. Connie Neville of Sperry Van Ness and C.M. Neville & Associates, Inc. will be speaking to members about facility valuation, financing, and a variety of other topics.

Check our website, MAINESSA.COM or our Facebook page for more information on upcoming meetings and for other important updates.

MeSSA is always looking for new members, and there is no better time than now to join. For more details on how to become involved, please contact Mark Adler at Mark@mainessa.com or (207)324-1644, or visit MAINESSA.COM. We also encourage everyone to become a fan of MeSSA on Facebook.

Maryland



Please contact any of the MDSSA board of directors listed below

to obtain a copy of our position paper on sales taxes or to address any other concerns you have concerning self storage in Maryland.

Our board members are: president, Todd Manganaro of ezStorage (tmanganaro@ezstorage.com); vice president, Joe Wolinsky of Chesapeake Resources (jowolinsky@selfstorage-plus.com); secretary, Carol Shipley of U-Store-It (CShipley@ustoreit.com); treasurer, Richard Sellers of U-Store Management Corp.(rsellers@u-store.com); at-large, Jeff Kinder of Advantage Self-Storage (jeff@advantages-storage.com).

For more information on the MD-SSA, contact Richard Sellers at rsellers@u-store.com.

Massachusetts



The Massachusetts Self Storage Association (MASSA) will

host the 2012 Northeast Self Storage Tradeshow on May 17, 2012 at the Westford Regency Inn and Conference Center. There will be an opening reception at 6:00 P.M. on May 16. We have a new location and a new schedule that features more educational breakouts with an owners track and a managers track. Go to our website for the details: www.MASELFSTORAGE.ORG.

MASSA is actively involved in lobbying on behalf of its members and the Massachusetts self storage industry. In 2012 we are pursuing changes to the lien laws to reduce postage and advertising costs. We estimate that on average each facility will realize a savings of \$2,000 per year. We are also monitoring legislation and pro-actively responding to any bills that affect our industry.

Help MASSA save your business money. A strong membership results in a more commanding presence on Beacon Hill. If you aren't a member, join today so your voice is represented at the Massachusetts legislature. The MASSA membership application is online at www.MASELFSTORAGE.ORG or call the office at 617-600-4481 and we'll mail an application to you.

MASSA members enjoy educational meetings and networking, quarterly newsletter, library of documents, website, subscription to Self Storage Now and additional benefits from SSA including a subscription to the SSA *Globe*. MASSA has hired the lobbying firm of Lynch and Associates to protect self storage business interests and represent the industry on Beacon Hill.

To be added to the MASSA program mailing list or if you are interested in advertising in the *MASSA Advantage*, send your request and contact information including e-mail address to MASSA, 17 Rivendell Road, Marlbor-

2012 NORTHEAST SELF STORAGE TRADE SHOW

Hosted by the Massachusetts Self Storage Association

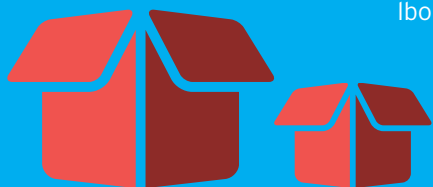
REGISTER TODAY

www.maselfstorage.org

Opening Reception | May 16, 2012
Tradeshow and Education | May 17, 2012

Westford Regency Inn & Conference Center
219 Littleton Road, Westford, MA

Massachusetts Self Storage Association
617-600-4481
lbolduc@maselfstorage.org
www.maselfstorage.org



ough, CT 06447-1260, 617-600-4481, 860-228-1337 fax, or email lbolduc@maselfstorage.org.

Michigan



We encourage you to join the Self Storage Association of Michigan today and take advantage of the many benefits available. SSAM lobbies the Michigan legislature on behalf of issues that are important to you and your self storage business. Your SSAM membership allows you to take advantage of special discounted rates on website design and development, credit card processing, free listing on the SSAM website and much more. SSAM has a professional management team to help answer your questions or guide you to find the answers you need.

SSAM will be hosting a Spring Seminar on May 8, 2012, 9:30 A.M.–12:30 P.M. *The Self Storage Collections & Lien Sale Handbook* will be available for purchase at a very special price for SSAM members. A review of this newly featured benefit will be conducted and will be open for questions and discussion. Visit WWW.SELFSTORAGEMICHIGAN.ORG/MEMBER_CALENDAR.ASPX for more detailed seminar information and registration form.

For membership information, contact us at 888-308-7726 or visit WWW.SELFSTORAGEMICHIGAN.ORG.

Mississippi



Our membership is still growing, and we hope that you decide to be a part of the Mississippi Self Storage Association. Remember, we need each other to promote a stronger self storage industry.

For more information on our association and conference, please visit our website at WWW.MSSSOA.ORG, email us at msssoasn@yahoo.com, or call

Missy Hughes, executive director, at (601) 248-5422.

Nevada



Our membership is still growing; we hope you will be a part of it. We are Nevada's top support forum for self storage owners and operators. Come check out our annual members meeting and educational seminar, *SB-150: 6 Months Later* on Thursday, March 15 at 4 P.M. New standardized leases will be available! Call 702-952-2455 or email valerie@amnevada.com for more information. Visit our website, WWW.NV-SSA.ORG.

New Jersey



Reminder! All NJSSA member dues renewal invoices were mailed in December. If you haven't renewed for 2012 please take a moment to do so. If you have not joined the New Jersey Self Storage Association, we want you as a member of our team. Join today and take advantage of all the wonderful benefits our members enjoy including affordable membership, advocacy, education programs, networking and informative meetings and publications. Join us today!

For more information regarding these items, membership inquiries or general information please visit our website at WWW.NJSSA.ORG or contact Cologne Hunter at NJSSAExecDir@selfstorage.org

North Carolina



This year, the NCSSA, with the help of the national SSA, is taking on the task of pursuing additional changes to the lien law to incorporate the following items: legislation on abandoned good/records disposal that would allow disposal without recourse of sensitive materials; allow for email notification of lien sales

instead of certified, or at least having the option; allow for Internet postings of auction ads as an alternative to general circulation publications; value limitations.

These changes will help save time and money for owners and operators in North Carolina. Please help support the initiative by donating to the legislative fund. Visit the website at WWW.NCSSAONLINE.ORG/LEGISLATIVE-ISSUES for details.

The Southeastern Self Storage Convention & Trade Show, planned by the NCSSA, will be held October 28–30 in Wrightsville Beach. The convention schedule is full of networking and educational opportunities. Learn about the newest industry products and services. See what fellow owners and operators are facing at their facilities. Join in the discussion about hot topics!

We hope to bring you new and exciting information about the industry, and we'd love to know what you'd like to hear about. If you have any suggestions for topics for the conference, seminars or webinars, please contact Whitney Bertram at the NCSSA office at 919-459-2074.

If you are a self storage owner or operator in North Carolina and have not yet joined the NCSSA, we encourage you to do so. It is essential for operators to stay informed of the many changes and laws affecting, or that have the chance to affect, our business industry. Membership in this organization can make a difference! Please contact us at info@ncssa-online.org or 919-459-2074.

Ohio



Membership is available to any owner/operator with a storage facility in Ohio; a vendor may become a member of the new Ohio Association by paying the requisite dues. Eligible members of the SSA-Ohio automatically become direct

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members of the national SSA. Ohio-based owner/operators or companies who are already direct members of the national SSA automatically become members of the new SSA-Ohio charter association with no dues increase. The national SSA is offering the complimentary membership as an added benefit for joining the SSA-Ohio Association.

Please visit WWW.SELFSTORAGE.ORG for information on becoming a member of the new Ohio Self Storage Association or contact Cologne Hunter at chunter@selfstorage.org.

Oklahoma



The Oklahoma Self Storage Association has formally affiliated with the SSA. They are actively recruiting new members now. For more information about the organization, contact the OKSSA president, Jared Jones, at 918-948-3941 or jjones@bauertulsa.com.

Pennsylvania



Save these 2012 dates: March 8 is the PASSA Conference, Harrisburg East Holiday Inn, Harrisburg; April 10 is the PASSA Manager Training, *Local Marketing Managers Can Do* and *Closing the Sale* at the Park Inn in Mechanicsburg; May 17 is the PASSA Conference, Sands Casino & Resort in Bethlehem; October 18 is the PASSA Annual Meeting & Conference at the Blue Bell Country Club in Blue Bell, Pennsylvania.

Did you know that by being a member of PASSA, one of your benefits include *free* attendance to the national Self Storage Association's Online University monthly live webcasts? You are considered an affiliate member of the SSA. Please watch each month for these blast emails as

we will continue to update you each month on the webcast topics and registration information.

As we continue to grow as an organization, we look to our members to give us new ideas and to make suggestions and recommendations on how we can better assist them. If you have any ideas or suggestions, please send them to kimberlycossar@wannerassoc.com. Your ideas, suggestions and recommendations will go directly to the board of directors for consideration.

For more information on the Pennsylvania Self Storage Association, or to become a member, please contact Kimberly Cossar at 717-441-6044 or visit WWW.PASELFSTORAGE.ORG.

South Carolina



Legislatively, the SCSSA has been especially busy with drafting new lien laws, updating our rental agreement offered to members of the SCSSA free of charge, and working with our state legislature to get the ball rolling. State lien law updates are under way and the SCSSA announced that we have sought out and have been awarded \$15,000 in financial support from the national SSA legislative fund. This is a huge success for our association and for our industry, statewide. This award is only a small indication of the massive effort underway in South Carolina to reform the laws affecting self storage in a major effort to bring them, and industry, into the 21st century!

If you are interested in attending our meetings, getting up-to-date on these or our many other efforts or if you have a way to help our industry through your participation, please contact us at president@SCSelfStorage.org, phone at 843-562-6736 and through our informative website at WWW.SCSELFSTORAGE.ORG. Membership is easy and the benefits are great!

Come and enjoy the great networking and delicious food at our SCSSA Spring Meeting in Columbia on April 19, NOON to 4 P.M. Attendance is free and the food is great, but an RSVP is helpful! WWW.SCSELFSTORAGE.ORG/NEWSANDEVENTS.HTML.

Tennessee



Knoxville here we come! Mark your calendars for our 2nd Quarter Luncheon on May 15! William Knight Insurance Agency will be sponsoring the event at the Fox Den Country Club in Knoxville. Sam Celaya, director of eMove, will speak on the value of the Internet for self storage owners and operators. Join us! Pre-register for the luncheon to receive a discount. Payments may be made online or by mail. See our website for additional meeting and pricing information.

Attend a luncheon on us! Increasing our membership base is a major focus of TNSSA! The larger our membership, the louder our voice will be when dealing with legislative issues. As managers, owners and industry vendors, we all know facilities that aren't yet utilizing the resources of TNSSA. Refer a new member today and attend an upcoming luncheon meeting on us once they complete the application process.

Our legislative committee still needs you! While changes to the Tennessee self storage lien laws are fresh on our minds, remember that we are still fundraising to cover the expenses incurred this past year. We hope that you will consider making a donation to our legislative fund. Members of TNSSA can visit our website and access updated legal forms and documents including a base lease agreement that coincides with our new lien laws. We would like to see every facility in Tennessee benefit from these new laws and from the TNSSA resources now available. Help us spread the word!

We value the opinions of our members and want to be the association that you need. We would like to hear your suggestions, comments and requests. Visit the *Tennessee Talk* forum on our website.

We are proud of our TNSSA's quarterly newsletter and we strive to make sure it contains industry specific news for our state. To receive a copy of the newsletter by email, register at www.tnssa.net. If you are interested in contributing articles or would like to advertise within the newsletter, please contact Jennifer Howell at jennifer.howell@absolutemgmt.com or Melissa Roberts at melissa2911@gmail.com.

For more information or to become a member please visit www.tnssa.org. or contact Todd Levy, president at tlevy@storsmartinsurance.com or (770)624-1824.

Virginia



Please encourage and refer other people in our industry to join.

There is strength in numbers. For more information about the Virginia Self Storage Association contact: John Aspinwall (wildhare@aol.com), Eric Miller (ericmiller@atlanticstor.com), Richard Sellers (rsellers@u-store.com), Carolyn Winks (carolynwinks@comcast.net), Bruce Jennings (bjenn3980@aol.com), Mac Walker (walkermac@aol.com), or Gordon Bowers (gordonbowers@verizon.net).

Washington



WA-SSA continues to work for its membership year-round, not just during the annual conference in the spring. Our lobbyists monitor activity in Olympia whenever the legislature is in session, and they keep eyes and ears open even when it isn't.

The board continues to meet and discuss industry issues and ways to improve service to our members. We sincerely appreciate feedback to give us direction in how best to serve our members.

Membership in the Washington Self Storage Association is a nominal cost but a tremendous resource for those who own and/or operate self storage in Washington. If you aren't a member, go to our website (www.wa-ssa.org) and sign up. It's a great investment for your business.

Wisconsin



The WSSA represents over 200 self storage operators in Wisconsin and our membership continues to grow. Join us in protecting and enhancing the self storage industry in Wisconsin.

Just a few benefits of membership include your storage location listed on the website for potential storage searches, numerous guidance and legal documents, "Ask the Board" questions via the website, discounted property insurance, a comprehensive lease designed specifically for self storage in Wisconsin and more!

Mark your calendars for our 2012 meetings: Spring Business Meeting, May 9 in Milwaukee and the Fall Conference & Trade Show, October 12 in the Wisconsin Dells.

Contact us today to discuss membership! www.wiselfstorage.org or 414-755-3364.

Canada



We are looking forward to seeing you all again next year at a CSSA event near to you!

April 17-20: CSSA 5th Annual 2012 Western Regional Conference and Tradeshow & the CSSA. Opera-

tors Certification Course. Delta Vancouver Airport Hotel, 3500 Cessna Drive, Richmond, British Columbia.

May 30-June 1: CSSA Atlantic Canada Conference and Tradeshow and the CSSA Operators Certification Course. Delta Halifax Hotel, 1990 Barrington Street, Halifax, Nova Scotia.

September 5-7: Canadian VIP Networking Reception, Canadian Topic Roundtables and the CSSA Annual General Meeting. To be held at the SSA 2012 Fall Conference, Caesar's Palace, Las Vegas, Nevada.

October 17-19: CSSA 7th Annual Alberta Conference Tradeshow and the CSSA Operators Certification Course. Black Knight Inn, 2992 50th Avenue, Red Deer, Alberta.

For information on CSSA events or membership, visit www.cssa.ca. Phone 888-898-8538, email info@cssa.ca.

Japan



For more information about the Japan Self Storage Association, contact Nao Ikenaga at ikenaga-n@arealink.co.jp.

Latin America



LASSA is a diversified group of individuals, all involved in the self storage industry in one way or another. We are owners and investors and vendors. We are from small companies and large corporations. And we are from different Latin American countries. But we all have a common objective, and that is to improve the self storage industry as a whole throughout Mexico and Latin America.

For information on LASSA, or to become a member, please contact us at www.laselfstorage.org. ❖