



Alabama

ALABAMASSA.ORG

Greetings from the board of directors of the Alabama Self Storage Association. We trust that as we are coming to the end of summer that all is well for you and your self storage business. I know that for most of you who are reading this you are, I am sure, excited about the state's favorite time of year that is about to be upon us. As of press time, we sit at just under 80 days away from the kickoff of the 2014 college football season. As you read this we will be less than 30 days away from your favorite team's kickoff. Whether you pull for the Tigers, the Tide, or another team close to your heart, we are glad that you are a part of our team as a member of the Alabama Self Storage Association.

We want to say special thanks to those of you who have donated to our lobbying fund throughout the summer. We are well on our way to our fundraising goal. However, we still have a ways to go. If you have not donated, please consider doing so today. We are encouraging each facility to donate \$120. That commitment is a mere \$10.00 a month. We would also encourage you to consider donating the total amount of your last storage auction. We are confi-

dent that this is our year with lien law changes. Your donations will pay dividends in savings if our bill is passed. We can't pass it without your financial support.

We are excited to announce that we are close to rolling out our newly revamped website. These changes are much needed and we hope that the new site will be easier to navigate and more appealing to visit. Feel free to send us your feedback on the new website.

We want to introduce to you our newest member of the board of directors. Welcome to Eric Isaacson of A Mini Flex Self Storage in Montgomery. Eric brings with him a vast knowledge of not only self storage but also marketing. Welcome aboard, Eric, and thanks for your willingness to serve on the board of directors.

Our next event will be in the Birmingham area at the end of October. We will be adding information to our website and you will be receiving updated information in the mail as the event draws closer.

As we continue to grow as an organization we would like to remind

everyone that we covet 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 all of our members. Some of those benefits include 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

AZSELFSTORAGE.COM

AZSA is revving up for a great autumn, even though it's still over 100 degrees here. We'll begin right after Labor Day on September 3 at 11:00 a.m. with a webinar by Nancy Friedman—keynote speaker, trainer and best selling author, including a video series on customer service training called The Telephone Doctor. A quick-witted speaker with a great sense of humor, Nancy offers more than just how to answer the phone. She captures audiences and creates an urgency to implement excellent customer service throughout their organization to improve business and create customers for life. Register for this free webinar at www.azself-storage.org.

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Alabama
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SSA of Australasia
Brazilian Self Storage Group
Canadian SSA
Federation of European
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Rental Storage Assoc. of Japan
Japan SSA
Latin America SSA
Mexico SSA

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On September 5, Richard Marmor Esq. will present Foreclosure Law A – Z, a four-hour seminar for owners, operators and managers on every aspect of the Arizona auction process. For self storage veterans, this seminar is a great way to brush up on the intricacies of the foreclosure process. For those new to the industry or state, it is an excellent primer on everything needed to run an auction in Arizona. As long as the minimum number of participants register, the seminar will be held at the Black Canyon Conference Center from 8:00 a.m. to 12:00 noon on September 5, with registration and continental breakfast starting at 7:30 a.m. Register early to make sure we can offer this seminar at www.azselfstorage.org.

In October, the state self storage associations of Arizona, California and Nevada invite you to Meet Us at the River, our first tri-state conference at the Golden Nugget in Laughlin, Nevada. An opening reception will be held Thursday evening, October 16, and a full day of presentations will be offered on October 17.

This tri-state event will feature top national speakers like Jeff Greenberger Esq. of SelfStorageLegal.com on legal issues from a national perspective; Carol Krendl, owner of SkilCheck Services, on operations; and Bob Hayworth, CEO of Baja Construction, on solar and boat/RV storage. There will also be roundtable sessions led by groups like Chateau Products, U-Haul, OpenTech Alliance, StorageAhead, MiniCo Insurance Agency and others; breakout sessions for each state association and, of course, networking possibilities galore.

Meet Us at the River is a full-day conference designed specifically to meet the needs of self storage, RV, boat and vehicle storage businesses along the upper Colorado River and nearby areas in Arizona, California and Nevada. We will focus on operational, management, legal, investment and financial challenges and

invite you to register on any of the state association websites.

Rounding out this autumn's educational offerings are the AZSA's regional workshops in Phoenix on October 23 and in Tucson on November 20. These evening workshops are free to AZSA members. Details and registration information is on the website.

In addition to educational events, AZSA members will gather in Tucson for networking breakfasts on September 16 and October 14, 8:00–9:30 a.m., at the IHOP on Grant & Rosemont. The Phoenix Networking Breakfast will be September 30, 8:00–9:30 a.m., IHOP at 4501 E. Cactus in Phoenix.

And one final detail on the AZSA Conference and Trade Show last May: After tallying all the bids and donations, we are pleased to announce that the Kure It Silent Auction generated just over \$8,000 for cancer research. Thank you to the many vendors and owners who provided auction items and to the many conference attendees who bid on them. You generated over twice the funds donated last year. In fact, this year's total exceeds the past two years combined. Thank you!

For information on these and other AZSA activities, contact the Arizona Self-Storage Association at azsahq@gmail.com, 602-374-7184, PO Box 44031, Phoenix AZ, 85064. Our website is www.azselfstorage.org and Executive Director Anne Mari DeCoster will be delighted to help you.

Arkansas

ARSSA.ORG

The ASSA will celebrate our tenth year with its annual expo and general meeting. This year we will be meeting in Little Rock at the Statehouse Convention Center on September 24 and 25 with a very exciting schedule and some new activities to enjoy. The ASSA will host a golf tournament on September 24 at the Pleasant Valley

Country Club and a reception with roundtables in the vendor hall that evening. We will have seminars for attendees on both days. Attorney Carlos Kaslow will discuss legal issues. Valerie Boyd will be returning also. Contact the ASSA office for more details about attending or booth information. You can also go to www.arssa.org for information and registration forms. Contact: 501-607-4775, info@arssa.org.

California

CALIFORNIASELFSTORAGE.ORG

One might say that three heads are better than one as the California Self Storage Association (CSSA), Arizona Self-Storage Association (AZSA) and Nevada Self Storage Association (NVSSA) will be combining forces to host the See You at the River tri-state self storage conference, October 16–17, at The Golden Nugget in Laughlin, Nevada.

It all begins on October 16 from 5:00–7:30 p.m., with check-in and networking as well as an opportunity for attendees to meet their respective board members. On Friday, October 17, the event will feature top speakers like Jeff Greenberger Esq. (SelfStorageLegal.com) and Carol Krendl (owner of SkilCheck Services), roundtable sessions (led by groups like Chateau, U-Haul, OpenTech Alliance, StorageAhead, MiniCo), breakout sessions for each state association and, of course, networking possibilities galore. Bob Hayworth, the CEO of Baja Construction, will do a breakout session on solar and boat/RV storage.

Laughlin sits on the Colorado River where the three states come together. This is the first time that the CSSA, AZSA and NVSSA have come together and the three associations are pleased to be able to offer quality content as well as great networking possibilities. And to add to the excitement, a raffle will be held for two great seats for the Toby Keith concert

at The Golden Nugget on October 19, which will likely be a sellout.

The convergence of the three states is exciting news for the director of each state association.

“We are so thrilled to be part of this event with the AZSA and NVSSA,” said Erin King, the CSSA’s executive director. “To be able to bring the three states together for meaningful educational sessions as well as an opportunity to network on a grander scale is really terrific. Owners and managers in the surrounding areas should not miss it! Not only members are welcome, as we also hope to meet many new people. And, of course, we fully expect to have lots of fun!”

The good news continues with the low registration fee of only \$99.00; rates at The Golden Nugget start at \$34.99 per night. For more information, contact each state director or email info@cssaweb.com.

Colorado

COLORADOSSA.COM

COSSA’s spring meeting was a huge success. 175 attendees participated in a vendor trade show and meeting which covered subjects like the state of the industry in Colorado and trends in the nation, the effect of marijuana legalization on self storage, etc. Bob Copper of Self Storage 101 presented some innovative ideas for improving your rental results. Thanks to all our wonderful sponsors: KIWI II Construction, dcb Construction, U-Haul, Janus International, Universal Storage Containers, Global Roofing, SiteLink, and Pilot Door Systems.

Our fall member meeting/annual meeting will be held on October 16 at the Doubletree Hotel, 3203 Quebec Street, Denver. This is a new and bigger venue for us, so circle that date on your calendars now. Speakers will include Allison Felix from the Federal Reserve Bank and Guy Middlebrooks of Cubesmart, among others. There will also be a panel discussion on the

marijuana issue in Colorado and how that could impact your business.

To join COSSA, just log onto our recently updated website and download the membership application or email cossa@q.com. Do your part to support the self storage industry and become an active supporter of your industry association.

Connecticut

CTSSA.ORG

The Connecticut Self Storage Association (CTSSA), in collaboration with the Massachusetts Self Storage Association (MASSA), will host the Northeast Self Storage Tradeshow October 1–2 at Mohegan Sun in Uncasville, Connecticut. Note that this is a date change due to scheduling conflicts. The trade show includes exhibits, general sessions and roundtables, plus ample time for networking. Watch www.ctssa.org for details.

CTSSA is working with our lobbyist, Andy Markowski Esq. of Statehouse Associates, to pursue legislation that would clarify our right to sell tenant insurance and protection plans. Please continue to support the self storage industry in Connecticut through membership and legislative donations. Join CTSSA if you are not already a member (www.ctssa.org). Make a financial contribution to our legislative fund to help defray lobbying costs (CTSSA, P.O. Box 417, East Granby, CT 06026). Be part of any grassroots call-to-action (send your email address to ctssa@ctssa.org) and we’ll notify you when it is time to contact the legislators in your district.

Please check www.ctssa.org for details on our next educational seminar.

CTSSA members enjoy educational meetings and networking luncheons, quarterly newsletter, member discussion forums, library of documents, website, subscription to *Self Storage Now* and additional benefits from

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BIG news!

2014 Northeast Self Storage Tradeshow and Conference

October 1-2, 2014,
Mohegan Sun,
Uncasville, CT

Connecticut and Massachusetts combine their annual events into one **BIG** show. There will be exhibits, keynote addresses on hot topics, facilitated roundtables on operations and management issues, and ample networking opportunities. Don't miss the other perks our destination location offers: luxurious spa experience, wide variety of dining opportunities, entertainment in the Wolf Den, gaming and very nice overnight accommodations.

Questions?

Call 860-228-3624 or
617-600-4188

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SSA including a subscription to the *SSA Globe*.

If you are a facility owner in Connecticut, remember that a strong membership results in a more 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.

If you would like to be added to the CTSSA legislative mailing list, or if you are interested in advertising on our website or in the CTSSA newsletter, *Insights*, send your request and contact information including email address to CTSSA, P.O. Box 417, East Granby, CT 06026; 860-228-3624, 860-228-1337 fax, or email lbolduc@ctssa.org.

Florida

FLORIDASSA.ORG

The Florida Self Storage Association (FSSA) has several events planned. Save the date for our annual executive retreat designed specifically for facility owners: November 6, The Yacht Club, Lake Buena Vista. The venue is excellent—experience Disney hospitality! The program will cover owner-specific topics and owner-specific networking opportunities. Register online at www.FloridaSSA.org.

Also on our calendar for 2014 are webinars and regional meetings. The website is constantly being updated, so check often for the latest at www.FloridaSSA.org. The webinars are member-only events, so registration links will be distributed to members via email. If you are a member and haven't been receiving our notices, add your email address to your member record or contact the office at (863) 884-7204.

Plan ahead for our next two expos: May 13–15, 2015, and May 11–13,

2016. Both events will be held at the Embassy Suites Orlando – Lake Buena Vista South. Expect to be wowed!

A strong membership results in a more commanding presence with legislators. If you aren't a member, join today so your voice is heard. The online FSSA membership application is at www.FloridaSSA.org; or call the office at (863) 884-7204 and we'll mail an application to you.

If you would like to be added to the FSSA mailing list, or if you are interested in advertising, send your request and contact information including email address to FSSA, PO Box 354146, Palm Coast, FL 32135; call us at (863) 884-7204; or email info@floridassa.org.

Georgia

GASSA.ORG

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

The GASSA's August 12 program will be our 2014 Legal and Legislative Update, presented by Scott Zucker, GASSA's legal counsel, a partner at Weissmann/Zucker and the Self Storage Legal Network, and Scott MacGregor, GASSA's lobbyist and a partner at Oglethorpe Public Affairs. A lot has happened over the last year or so in Georgia, including a revision to the Georgia Self Storage Facility Act and the creation of a limited lines insurance program for self storage tenant insurance. Scott and Scott will update us on the possible legislative developments that might come our way in 2015, as well as provide an update on the last year, including relevant case decisions.

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Self Storage

Data and Market Intelligence



**NOW
OFFERING
SALES
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Succeeding in business means having reliable and trustworthy market intelligence. The Self Storage Association and Reis, Inc. have that market intelligence.

Reis, Inc., a leading provider of commercial real estate market information and analytical tools, and the SSA have introduced coverage of Self Storage properties in 50 major United States metropolitan markets and 279 submarkets. These market reports are made possible by the quarterly participation of SSA member facilities and three of the leading self storage real estate investment trusts (REITs)— over 10,000 self storage facilities.



This new data program provides investors, lenders, developers, industry analysts, and self storage facility

owners and operators, with the critical local market intelligence that they require in order to make superior asset- and portfolio-level decisions. To date, self storage professionals have not had access to current and comprehensive market information from a nationally-recognized provider.



Key Report Features:

- 50 Markets and 279 Submarkets. See a list of markets at www.selfstorage.org
- Climate Controlled vs Non-Climate Controlled
- Five main unit types: 5x5, 5x10, 10x10, 10x15, 10x20
- Rent & Vacancy Rate Comparisons
- Trends, Benchmarks and Forecasting
- PDF & Excel formats
- Full Map of Metro and/or Submarket



See a sample report at www.selfstorage.org

Three easy ways to participate:

1. Enter your data through our web portal.
Call (800) 366-7347 for your login and password
2. Participate over the phone by calling (800) 366-7347
3. Fill out the form and email to Reis at info@reis.com.
Download the survey at www.selfstorage.org



These self storage reports are available for purchase at www.selfstorage.org

REPORT PRICING

Non-Members / Non-Participants: \$299 per report

SSA Direct Members: \$269 per report (10% discount)

SSA Direct Member Participants: \$239 per report (20% discount)

Bulk discount pricing available
call (703) 575-8000



One of the most important aspects of the GASSA is its legislative activities and legal education, and the GASSA is proud to have Scott and Scott working with us to support self storage businesses in Georgia.

Bader Company, a nationally recognized leader in the tenant insurance industry for more than 35 years, will make the commercial presentation at the August luncheon. Bader makes insurance easy for owner/operators and tenants alike and provides insurance products to owner/operators of self storage facilities, who in turn make Bader's tenant program available to their tenants.

Second Tuesday of the month luncheons are from 11:30 a.m. to 2:00 p.m. at The Georgian Club, 100 Galleria Parkway, Suite 1700, Atlanta (members: \$30; non-members: \$35). Please RSVP to Chuck Manley, executive director, at gassa.org@gmail.com, phone 678-764-2006, or fax 678-264-0968. Visit www.gassa.org for additional information.

Idaho

IDSSA.ORG

For more information, or to become a member of the Idaho Self Storage Association, please contact Richard Church or visit us online.

Contact: Richard Church, (208) 989-2960

Illinois

ILSELFSTORAGE.ORG

Save the date: The 2014 IL-SSA Downstate Summit will be held at the Embassy Suites East Peoria on Wednesday, November 12. Registration information can be found at www.ilselfstorage.org. If you are interested in exhibiting or sponsoring, please contact ILSSAExecDir@self-storage.org for information.

If you're not yet a member, you can join on site or contact ILSSAExecDir@selfstorage.org. Benefits include the IL-SSA quarterly newsletter, member discounts on all IL-SSA and national SSA conven-

tions, trade shows, and educational programs, and discounts on data and research findings.

Indiana

SSAINDIANA.ORG

Membership for the Indiana SSA is available to any owner/operator with a facility in Indiana or any vendor by paying the requisite dues. Benefits include a subscription to *SSA Globe*, The Indiana SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information.

Kansas

KSSOA.ORG

The KSSOA board is preparing ideas on the 2014 fall luncheon in the Wichita area usually held in November. Please don't hesitate to let us know of any suggestions you'd like considered.

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. Thankfully the legislative initiative provided an exceptionally high return, and will for many years, of financial commitment by our members, through lower postage costs, public notice costs, and other critical issues," said Larry Goldman, KSSOA president.

For new members, please visit the website at www.KSSOA.org or call Shawn Herrick at 785-286-1110. Visit

Arkansas
Self Storage Association

2014
Expo & General Meeting
September 24 & 25
Little Rock, AR

www.arssa.org

A United Voice for the Self-Storage Industry in Arkansas

our website for updated information at www.kssoa.org.

Our current contact information is KSSOA, 7321 NW Rochester Road, Topeka, Kansas 66617; phone: 785-286-1110.

Kentucky

KYSSA.ORG

Membership in the Kentucky SSA is available to any owner/operator with a facility in Indiana or any vendor by paying the requisite dues. Benefits include a subscription to *SSA Globe*, The Kentucky SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information.

Also, if you have writing skills and would like to submit an article to the KY-SSA's newsletter related to the self storage industry in Kentucky, please submit your article to the Kentucky SSA at KYSSAexecdir@selfstorage.org. Articles are always appreciated.

Louisiana

SSALA.ORG

SSALA is always encouraging members to become more active within the association and with legislators, in particular. If you are an owner, an operations/district manager or store manager and have an interest in helping shape the future of our industry in the great state of Louisiana, please contact our executive director, Wanda Cox, at 225-774-2117. She will be excited to go over the many ways your participation can help our association. It is worth noting all of our board members are volunteers with a commitment to bettering our industry's future. Isn't your business worth investing a little of your time to strengthen and protect?

Maine

MAINESSA.COM

The Maine Self Storage Association's next meeting will be September 18 at the Stockhouse Restaurant in Westbrook. We hope to see everyone there.

January's meeting has already been scheduled for January 15, and we will be returning to the Muddy Rudder Restaurant in Yarmouth.

2015's MeSSA Conference is tentatively scheduled for May 7-8, and we will once again be returning to Hollywood Hotel & Casino, as this has proven to be a favorite venue.

We are still finalizing topics and speakers for the above meetings, but keep an eye on our website and Facebook page for information on future meetings and upcoming special events. We're always looking for feedback from our members, both on topics they want to hear about and venues for meetings.

We are always looking to help new members improve their business and increase their bottom line 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 visit mainessa.com. We also encourage everyone to become a fan of MeSSA on Facebook.

Maryland

SSAMARYLAND.ORG

Register today for Maryland SSA's annual meeting to be held on September 23. Details and registration form for the meeting can be found at www.ssamaryland.org on our Coming Events page.

If you're not already a member of the Maryland Self Storage Association, you're missing out! Benefits include a subscription to *SSA Globe*, The Maryland SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings,

communications, other educational offerings, research, technology, membership rewards, publications and legal information.

Massachusetts

MASELFSTORAGE.ORG

The Massachusetts Self Storage Association (MASSA), in collaboration with the Connecticut Self Storage Association, is going to host the Northeast Self Storage Trade Show October 1-2 at Mohegan Sun in Uncasville, Connecticut. Note that this a date change due to scheduling conflicts. The trade show includes exhibits, general sessions and roundtables plus ample time for networking. Watch www.maselfstorage.org for details.

MASSA is actively involved in lobbying on behalf of its members and the Massachusetts self storage industry. Senate Docket 3 and House Docket 3190, sponsored by Senator Michael Moore and Representative Joseph Wagner, respectively, will update the notification and advertising requirements. House Docket 856, sponsored by Representative Carlo Basile, would allow self storage facilities to offer and sell insurance in connection with the rented space. Many meetings between the MASSA leadership, our lobbyist, and legislators have been held and testimony has been presented. We're expecting positive results from all of our efforts soon.

If you have a facility in Massachusetts, 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

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newsletter, library of documents, website, subscription to *Self Storage Now* and additional benefits from SSA including a subscription to the *SSA Globe*.

If you would like to be added to the MASSA mailing list, or if you are interested in advertising on their website or in the *MASSA Advantage*, send your request and contact information including email address to MASSA, P.O. Box 417, East Granby, CT 06026; 617-600-4481, 860-228-1337 fax, or email lbolduc@maself-storage.org.

Michigan

SELFSTORAGEMICHIGAN.ORG

Get the new *Michigan Lien Law Annotated*, which has been updated to reflect changes made by Public Act 61 (effective June 26, 2014). Contact the association office or visit selfstoragemichigan.org to order one today. Your purchase will also include a

valuable PowerPoint presentation by Public Act 61 author William J. Perrone (Dykema, SSAM legal counsel). The presentation covers the lien law changes specifically and provides in-depth explanation.

Join us November 5 for this year's annual SSAM conference. We will be returning to Zhender's in Frankenmuth, Michigan. More details soon to come.

Back on June 5, SSAM hosted more than 50 SSAM members for a seminar at the association office, with association attorney William J. Perrone, of Dykema. The Public Act 61 Seminar covered changes made to the lien law and how it affects your business operations. Mr. Perrone drafted the legislation that was signed into law by Governor Snyder in March.

Interested in the latest industry buzz as it relates to your business in Michigan? Would you like to know about association events? Visit www.selfstoragemichigan.org; it may have the information you're looking for.

While you're there, please check your storage listing to make sure it's accurate. Also, you can call the association office to talk with our friendly staff at (888) 308-7726. As a member benefit, SSAM members receive our e-newsletter, *SSAM Industry Insights*. If you're a member and have not been receiving *SSAM Industry Insights*, please contact the association office and let us know.

If you're not already a SSAM member, we encourage you to join the Self Storage Association of Michigan to take advantage of the many benefits available. SSAM lobbies the Michigan legislature on behalf of the industry concerning issues that are important to you and your business. Your SSAM membership allows you to take advantage of special discounted rates on website design and development, credit card processing, a free listing on the SSAM website, and much more! SSAM has a professional management team to help answer your questions, or to guide you to find the answers you need. For

NVSSA

N E V A D A
SELF STORAGE ASSOCIATION

NVSSA Education & Board Meeting
2014 SSA Fall Conference
Caesars Palace Las Vegas
September 10, 2014
4:45pm

Legislative Action Silent Auction Fundraiser outside of Welcome Reception immediately following education session at 6:30 pm. Silent Auction sponsor donations now being accepted.

Taboo Topics: Auctions

Presented by Industry Expert Panelists
David Allen
Col. Mark Altschuler
Darius Rafie, Esq.

Moderated by NVSSA's own
Greg Welsh, Vice President

Come take an in depth look at self storage auctions!
Login at www.nvssa.org to RSVP!

Join us for a fun and fabulous fundraiser during the conference! Be recognized as a sponsor!
Call Valerie at 702-952-2455 for information on how to sponsor the fundraiser.

membership information, please call (888) 308-7726, or visit www.selfstorage-michigan.org.

Minnesota

MINNESOTASSA.ORG

The MNSSA is a new charter association, looking for members to become active in the self storage community. Benefits include a subscription to *SSA Globe*, the Minnesota SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information. For more information, email Nichelle Santos at nsantos@selfstorage.org.

Mississippi

MSSSOA.ORG

Interested in joining our association as a member? Are you a self storage owner/operator or involved in the self storage industry? We are always accepting new members to our association. Check out www.msssoa.org for details, or email us at msssoasn@gmail.com.

We have updated our lease agreement. Contact Executive Director Janice Porter at msssoasn@gmail.com, or call 601-248-5422 for details and to purchase your copy of the lease agreement. We accept credit cards.

Thank you for your continued support.

Missouri

MSSOA.ORG

As this article is being written, there is a bill on Governor Nixon's desk that if signed *will* impact the self storage industry in Missouri. If this legislation passes it will definitely benefit the bottom line of all self storage facilities in the state. Keep an eye on the website at www.msoa.org. Ever wonder where the dues money

goes or how the MSSOA is able to fight in Jefferson City? These two things go hand in hand. Without the dues (MSSOA is \$150 and the affiliate membership with SSA is \$40) we would not have the resources to accomplish these goals.

In 2013 and 2014, the MSSOA absorbed the cost of the dues (\$40.00 per member facility) to be an affiliate member of the SSA. We became members knowing that they would step up and help out with lobbying and legislation. With that in mind, the association did not pass the cost on to our members. That is something the board is looking at when it comes to yearly dues.

Want to do your part? Join today! You can fill out a form and pay online at www.msoa.org.

Also, as this article is being written, your board of directors is busy working on the 15th Annual MSSOA Meeting and Trade Show. We believe it will be a great one! Of course, watch for a report in the September 2014 issue of the *Monitor* newsletter. If you don't get the *Monitor* newsletter, contact Janet at msoa2003@yahoo.com or call the MSSOA office 573-480-0454.

Nevada

NVSSA.ORG

The SSA fall conference is coming next month and there has never been a better time to join the Nevada Self Storage Association! We are thrilled for the opportunity to provide quality education for Nevada owner/operators. Our Taboo Topics education series continues at the SSA fall conference. Join us at Caesars Palace on September 10 at 4:45 p.m. for a *free* in-depth look and discussion about self storage auctions. NVSSA Education Chair Greg Welsh has once again put together an expert panel and will be moderating. Submit your questions regarding self storage auctions ahead of the program and we will cover areas of interest to you.

NVSSA is a proud legislative advocate for Nevada owner/operators. As you may know, the Nevada legislature is not in session during 2014; you can be assured that NVSSA is still working on your behalf. We have much to do for the upcoming 2015 session and preparations have already started. We have had a number of successes during the 2011 and 2013 legislative sessions that would not have been possible without the support that we received from all over the self storage industry. We ask that you continue that support for NVSSA. Participate in the fabulous 5th Annual Legislative Action Silent Auction fundraiser on September 10 during the SSA fall conference. Don't pass up a chance to be part of effecting legislative change in Nevada; donate or sponsor an item for the silent auction and have your company increase its exposure during the opening welcome reception. Donors will also be acknowledged in the *SSA Globe* and on our website. Call or email Valerie at amnevada.com for more information on how to participate.

Don't forget to visit our booth on the trade show floor. Network with the board of directors and ask about the benefits that NVSSA offers its members including free industry relevant educational sessions, sound legal information from an industry legal expert, free standard forms as well as an indirect affiliated membership with the national SSA. Worried about compliance with Nevada lien laws? Come and see a sample of the most up-to-date lease agreement in Nevada. Available only to NVSSA members, it was created by the attorney who drafted the current lien law and comes in a variety of formats. Visit our awesome new website and customize your member listing with a company logo, photo or a cell phone number to personalize your profile. Fellow member service providers are available at your fingertips. Visit us at www.nvssa.org or call Valerie at 702-952-2455. You may also email valerie@amnevada.com for more information.

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New Jersey

NJSSA.ORG

We would like you to become a member of the New Jersey Self Storage Association. Membership in NJSSA is available to any owner/operator with a facility in New Jersey or any vendor by paying the requisite dues. Please visit www.njssa.org to print out a membership application.

New Mexico

NEWMEXICOSSA.ORG

Register today for the New Mexico Self Storage Association annual meeting on September 25, at the Marriott Albuquerque Pyramid North Hotel. Please find the program agenda and registration form online at www.newmexicossa.org.

The New Mexico Self Storage Association is now officially a charter association of the national SSA.

Owner/operators and vendors who join NMSSA will begin to enjoy all the benefits, including quarterly newsletters with the latest industry information and trends, education, networking, *SSA Globe*, access to healthcare and much more. For more information on how to join NMSSA, please visit www.newmexicossa.org.

North Carolina

NCSSAONLINE.ORG

Save the date for the North Carolina Self Storage Association Annual Convention & Tradeshow November 2-4. Mark your calendars for what is sure to be another well-attended and educational event!

The next NCSSA-hosted seminar will be held in Cornelius on August 13. This seminar will feature two unique panels. The first panel is entitled "Best Practices: How to Increase Revenue and Decrease Expenses," and will be moderated by Dale C. Eisenman. Mr. Eisenman is president and broker in

charge of Midcoast Properties, Inc., and is a licensed real estate broker in North Carolina, South Carolina, and Georgia. In addition to being a professional pilot early in his career, Dale has practiced law, owned and operated several small businesses and has been an active commercial real estate investor for more than 20 years. He now specializes in the self storage industry both as an investor and as a broker. As a Certified Commercial Investment Member (CCIM), Dale brings a unique level of real-world experience, knowledge and negotiation skills to each client relationship.

The second panel will feature some of the NCSSA "Manager of the Month" winners and will be a discussion focused on methods to improve facility management.

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

EUROPEAN SELF STORAGE CONFERENCE & TRADE SHOW 2014
FEDERATION OF EUROPEAN SELF STORAGE ASSOCIATIONS

Stockholm

 October 1 & 2
 Radisson Blu Waterfront

Caspar Berry
 Professional Poker player and businessman

Johan Ronnestam
 Futurist

Emma Sinclair
 Car Parks and Storage

Klas Ekland
 European Economics

more details at www.ssauk.com

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many changes and laws affecting, or that have the chance to affect, our industry. Membership in this organization can make a difference! Make your voice heard. Please email info@ncssaonline.org for more information.

North Dakota

NORTHDAKOTASSA.COM

NDSSA is a non-profit organization formed to discuss storage issues in all parts of North Dakota. Membership benefits include an associate membership in the SSA; annual conference each spring where members get together to discuss the state of storage in North Dakota (at the conference we cover many topics ranging from vendors discussing their product line, banks on financing, software manufacturers, realtors and police discussing legal problems/break-ins that have come up at different storage facilities); access to legal advice (once a year at the annual conference we have access to legal counsel; as a member you can ask any legal question and get legal answers at no charge); along with that a member will receive a copy of a legally approved lease agreement (put together by legal counsel and members), copy of all legal questions and answers put together by our legal counsel and a North Dakota lien manual (proper step-by-step process to serve a lien legally). All members are invited with a guest to attend our annual conference.

NDSSA is available to any owner/operator with a facility in North Dakota and any vendor by becoming a sponsor of the NDSSA.

Please go to our website to find out more information on becoming a new member of the NDSSA or becoming a vendor sponsor of our association and conference. Visit: northdakotassa.com.

Ohio

OHIOSSA.ORG

We would like you to become a member of the Self Storage Asso-

ciation of Ohio. Membership in SSA-OH is available to any owner/operator with a facility in Ohio or any vendor by paying the requisite dues. Please visit www.ohiossa.org to print out a membership application.

Oklahoma

OKSSA.ORG

We had a great turn out at our June 26 meeting in OKC; attendees enjoyed the opportunity to network and hear from a great line up of speakers.

We are in the planning stages for our fall meeting, which will feature educational presentations, a trade show including local and national vendors, and great opportunities to network with other self storage owners, operators and managers.

If you are not yet a member of the OKSSA we invite you to check us out at www.okssa.org.

For more information or to become a member, please email us at oklahomassa@gmail.com or call Jim Smith at 918-633-1572.

Oregon

ORSSA.ORG

Looking for more information on the ORSSA? The website, www.orssa.org, provides Oregon owner/operators and managers with the latest information on all the happenings with the Oregon Self Storage Association.

Also, if you have writing skills and would like to submit an article to the ORSSA's newsletter related to the self storage industry in Oregon, please submit your article to ORSSAexecdir@selfstorage.org. Articles are always appreciated.

Pennsylvania

PASELFSTORAGE.ORG

Mark your calendars for the PASSA annual meeting scheduled for Thursday, October 23, at the Radisson Hotel Valley Forge/Valley Forge Casino Resort. Our guest speaker

will be Carlos Kaslow, a California attorney who serves as the general counsel to the Self Storage Association. He is the editor of the *Self Storage Legal Review*, the SSA's legal periodical. He is a founding partner of the Self Storage Legal Network; the industry's only telephone and email legal information service. Mr. Kaslow has provided legal consulting services to several of the largest U.S. self storage operators, including Public Storage Inc., Shurgard Storage Centers and U-Store-It. Mr. Kaslow has written numerous articles on legal and insurance issues confronting the self storage industry for the *SSA Globe* and other industry publications. He is co-author of the *Rental Agreement Handbook*, the CSSA model rental agreement, the Self Storage Association's state annotated lien manual series, and *The Best of the Self Storage Legal Network: Answers to the 75 Most Frequently Asked Legal Questions on the Self Storage Business*. Mr. Kaslow writes a monthly column in the *SSA Globe* magazine and teaches online legal seminars for the SSA Online University. Get ready for some legal jeopardy. Test your knowledge or your manager's knowledge. You can win prizes!

To sponsor or exhibit, or for registration information, please contact Kimberly Cossar at 717-441-6044 or kimberlycossar@wannerassoc.com.

South Carolina

SCSELFSTORAGE.ORG

South Carolina has a new lien law. We did it! South Carolina self storage professionals have banded together with self storage professionals from all across the country and especially with our friends at the national SSA to get this law passed. Lien law reform has come to South Carolina.

Here are highlights of the changes: Remove the requirement of delivery by certified mail, return receipt required to First Class mail with certificate of mailing, certified mail,

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or electronic mail; adding provision if the lien is on a motor vehicle or watercraft, owner has the ability to have a South Carolina licensed towing company remove the property after sixty (60) days; adding if the owner determines that the property in the storage space has a sale value of less than \$300, the owner may dispose of said property after holding it for 60 days after default; clarify the definition of when default begins at seven days after rent is due; remove the requirement of starting a contract on the first of each month as many facilities operate on anniversary dates.

SSASC will be hosting a legal and management seminar in Columbia in June. Scott Zucker, self storage legal expert, will train South Carolina self storage professionals in the use of the new lien law along with how to navigate all of the day-to-day legal problems that we face in our industry. We will also focus on new, cutting-edge techniques to improve your business as well as simple and cost-effective solutions to many of the biggest management issues that plague us.

Come out and learn! Please contact us at Info@SCSelfStorage.org, 803-814-4000 or www.SCSelfStorage.org.

Our next quarterly educational seminar is July 17 in Greenville from 11:00 a.m. to 3:00 p.m., where we will discuss many topics of concern including management issues and ideas, new technologies for self storage, legal updates from around the country and most especially our legislative updates.

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 through email at Info@SCSelfStorage.org, phone at 803-814-4000 and through our brand new and informative website at www.SCSelfStorage.org.

Storage.org. Membership is easy and the benefits are great.

Save the dates: October 16, Columbia: time TBD; January 22, Charleston: 11:00 a.m. to 3:00 p.m.; April 23, Aiken: 11:00 a.m. to 3:00 p.m.; July 23, Greenville: 11:00 a.m. to 3:00 p.m.; October 22, 2015, Columbia: time TBD. Details: <http://scselfstorage.org/events/>

Attendance is free and the food is great, but an RSVP is helpful.

Tennessee

TNSSA.NET

August luncheon: Memphis here we come! Our next meeting will be held on August 19. We are looking forward to hearing from Jim Ferguson of SiteLink. Networking begins at 11:00 a.m. CST. Full details of this luncheon can be found at www.tnssa.net. Remember to pre-register for the luncheon today and receive your discounted price. Also, each new member that you refer to the TNSSA can earn you a free luncheon admission.

TNSSA legal seminar: Our 6th Annual Legal Seminar in Nashville is right around the corner. This seminar will be a day-long event with attorney Scott Zucker as our featured speaker. Please mark your calendars for Tuesday, October 14. Registration for this event is now open and a discount will be given for those that pay ahead.

Manager of the Year: Manager of the Year nominations may be made by any TNSSA member and will be accepted until December 31. Nominations must be completed on the registration form, which is available at www.tnssa.net. The award recipient will be chosen based on commitment to leadership, creativity, high occupancy rates, low delinquencies and overall business. Plan to attend the quarterly luncheon in February for the 2014 Manager of the Year award presentation.

Newsletter: We are working hard on the TNSSA's quarterly newsletter to

make sure it contains industry news specific to our state that interests you! If you would like to receive a copy of the newsletter by email you may register at www.tnssa.net. If you are interested in contributing articles to our newsletter, or if you would like to advertise within the newsletter, please contact Melissa Roberts at melissa2911@gmail.com.

For more information about the Tennessee Self Storage Association, please visit us at www.tnssa.net or contact Dee Sharp, president, at dees@wkia.us or info@tnssa.net.

Utah

SSAUTAH.ORG

Have you done something to help others in your community? Do you get involved with helping local charities? Please send along your stories to UTSSASexecdir@selfstorage.org so we can share these in our newsletter.

Looking for more information in the UTSSA? Our website, www.ssautah.org, provides Utah owner/operators and managers with the latest information on all the happenings with the Utah Self Storage Association.

Vermont

SSAVT.ORG

Please help us share what you are doing in your community and with other self storage operators in Vermont. Send along any news, accomplishments or funny stories that have happened at your self storage facility to VTSSAexecdir@selfstorage.org and we'll include these in the association's quarterly newsletter.

We would like you to become a member of the Vermont Self Association. Membership in VTSSA is available to any owner/operator with a facility in Vermont or any vendor by paying the requisite dues. Please visit www.ssavt.org to print out a membership application.

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BRAZIL SELF STORAGE SHOW 2014

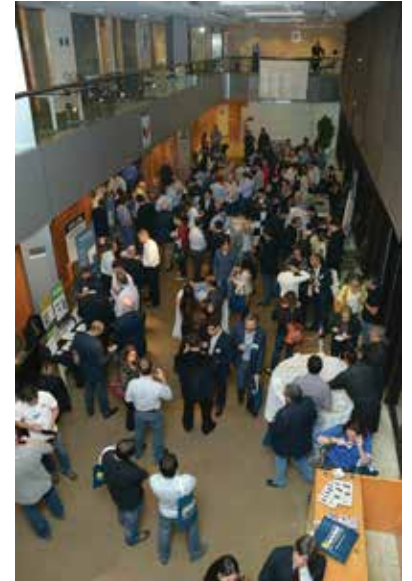
november 12th and 13th

Why come to Brazil?

- » 200+ million people
- » Area: 8,6 million km² - 5th largest in the world
- » GDP'14: USD 2,1 trillion - 7th largest in the world.
- » Largest Economy in LATAM
- » Rising middle class - 40 million people added over last decade

Early stage self storage industry:

- » About 100 facilities nationwide
- » Heavily concentrated in São Paulo
- » Mostly single-facility operators
- » First generation facilities
- » Average quality below SS international standards
- » Development of sector significantly constrained by the lack of key factors essential for success: Industry expertise, Operational experience, SS awareness



What we expect for the 2014 edition:

- » Over 500 attendees
- » 16+ expositors – local and international
- » International Panel Discussion
- » Site Selection
- » Feasibility Study
- » SS Operations & Mkt
- » Regulations



Some of the 2013 edition exhibitors and sponsors opinions:

“The founding members are a collaborative group of first class professionals that are dedicated to the mission of expanding the self-storage industry throughout the emerging South American market.”

Larry hanks – The Self Storage Group

“The inaugural Trade Event held in Sao Paulo last November was a tremendous success for us. If you you are an industry veteran or an investor trying to learn more about the successes available in Self Storage this conference is a must attend in the future.”

Lance Comstock - PTI

Virginia

VIRINIASSA.ORG

Not yet a member of the VASSA? You are missing out on the only official self storage association for the Commonwealth of Virginia. Membership in the Virginia Self Storage Association is available to any owner/operator with a facility in Virginia or any vendor by paying the requisite dues. Visit www.viriniassa.org to apply.

For more information on the Virginia Self Storage Association, please visit www.viriniassa.org or contact Nichelle Santos at VASSAexecdir@selfstorage.org.

Washington

WA-SSA.ORG

Membership in the Washington Self Storage Association is a tremendous resource for those who own and/or operate self storage in Washington. Being a WA-SSA member also gives you associate member status in the SSA, with access to many of the national Association's resources

and opportunities. If you aren't a WA-SSA member, you can sign up at www.wa-ssa.org. It's a great, low-cost investment for your business.

Wisconsin

WISELFBSTORAGE.ORG

If you'd like to become a member of the Wisconsin Self Storage Association, please contact Barbara Scheibe at bscheibe@wi.twcbc.com, or visit www.wiselfstorage.org.

Asia

SELFSTORAGEASIA.ORG

自亞洲的存儲協會(ssaa)現在是附屬於國家公共福利金。如果你想要成為一個成員,請聯絡我們ssaa會員部 membership@selfstorageasia.org。位於ssaa17/F監護人內務、32愛群道灣仔香港或致電852 2153 8045。

The Self Storage Association Asia (SSAA) is now affiliated with the national SSA. If you would like to become a member of SSAA, please contact our membership department at membership@selfstorageasia.org. SSAA is located at 17/F Guardian House, 32 Oi Kwan Road Wan Chai Hong Kong or call 852 2153 8045.

Australasia

SELFSTORAGE.COM.AU

To become a member of the Self Storage Association of Australasia, contact Rachel Muir at rmuir@self-storage.com.au.

Brazil

WWW.ASBASS.COM.BR

O self storage no Brazil, apesar de grandes conquistas, ainda sofre com a falta de legislacao especifica para a atividade.

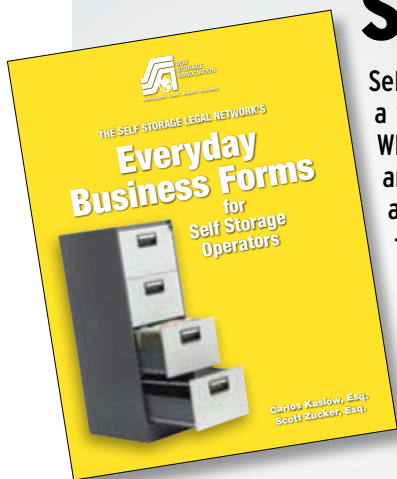
No ambito federal, tivemos o reconhecimento da atividade como real estate em setembro de 2013, o que nos afastou definitivamente da prestacao de servicos.

No ambito estadual (o Brasil tem 27 estados na federacao) o estado de sao paulo, com uma concentracao de x das y existentes no Brasil, possui legislacao especifica desde 1999.

No ambito municipal estao os maiores desafios. Alem do interesse de cobrar impostos como prestadores de servicos, não possui caracteristicas especificas de construcao que atendam nossas necessidades. O

THE SELF STORAGE LEGAL NETWORK'S

Everyday Business Forms for Self Storage Operators



Self storage is the rental of non-residential real estate. Each tenant is required to execute a written rental agreement that typically states that it can only be modified in writing. While a good rental agreement will work well for most customers, you will have customers and situations that require that additional forms be used in conjunction with the rental agreement.

This manual provides addendums and forms to deal with business situations that frequently arise at self storage facilities. The forms provided are models that you will be able to modify to conform to your rental agreement and other documents.

We hope that having these forms will make serving your customers' needs easier and will allow site personnel to respond properly when requests are made.

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Members - \$150

Not-Yet Members - \$200

www.selfstorage.org

numero de vagas de estacionamento exigidas, alem de banheiros e tipo de localizacao, estao completamente acima do real necessidade.

A asbrass vem trabalhado para concientizar governos da necessidade de especificar uma regulamentacao para que o self storage possa se desenvolver e trazer solucoes e riqueza para todos. Em tempo: vemos hoje um crescimento mito desigual da oferta de self storage. A cidade de sao paulo, com x habitantes, oferece x m2 (y/hab) enquanto grandes vidades como Salvador e Fortaleza, nao oferecem um m2 sequer. Para maiores informacoes, presidencia@asbrass.com.br — Flavio Del Soldato Jr., presidente da ASBRASS.

Self storage in Brazil, in spite of all recent development, still suffers from the lack of specific legislation for the industry.

At the federal level, ASBRASS, the Brazilian Self Storage Association, with Secovi's support, received the recognition as a real estate business, finally placing us apart from services.

At the state level, (Brazil is divided into 27 states), the state of São Paulo (33 percent of Brazil's GDP), has had legislation since 1999 and has been a starting point for other states where self storage is in its infancy.

At the city level, self storage facilities are facing the biggest challenges. In addition to the city's interest in collecting more taxes, there's not specific legislation for zoning and types of construction, such as parking spaces.

ASBRASS and all its members are concentrating all efforts on convincing the government to come

up with specific self storage regulations which would help owners and operators immensely. For more information, email Flavio Del Soldato Jr., president of ASBRASS, at presidencia@asbrass.com.br.

Canada

CSSA.CA

For more information or to become a member, please contact us at 888-898-8538 or email info@cssa.ca.

Federation of European SSAs

FEDESSA.ORG

To join the Federation of European Self Storage Associations, contact Rennie Schafer at rschafer@ssauk.com.

Japan

Japan Self Storage Association

JAPANSSA.ORG

詳細な情報や日本セルフストレージ協会のメンバーになるためには、info@japanssa.orgで克己渡辺までご連絡ください。

For more information or to become a member of the Japan Self Storage Association, please email Katsumi Watanabe at info@japanssa.org.

Rental Storage Assoc. of Japan

詳細については、日本政府のレンタルストレージ協会のメンバーになるため

には、rsaji@trwinds.comで達也佐治までご連絡ください。

For more information or to become a member of the Rental Storage Association of Japan, please email Tatsuya Saji at rsaji@trwinds.com.

Latin America

LASELFSTORAGE.ORG

To become a member of the Latin America Self Storage Association, contact Nancy Torres at 770-880-4659 or info@laselfstorage.org.

Mexico

AMDAAC.COM.MX

La Asociación México Self Storage ahora está afiliada con la Asociación Self Storage! AMDAAC miembros reciben todos los beneficios para los miembros afiliados, incluidos seminarios web, descuentos en SSA ferias y eventos, y la SSA revista Globe. Para preguntas acerca de cómo unirse, por favor envíenos un correo electrónico a Jenny Tardan jtardan@amdaac.com.mx.

The Mexico Self Storage Association is now affiliated with the Self Storage Association! AMDAAC members receive all the affiliated member benefits, including webinars, discounted prices at SSA trade shows and events, and the SSA *Globe* magazine. For questions on how to join, please email Jenny Tardan at jtardan@amdaac.com.mx. ❖

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