



## Alabama

[ALABAMASSA.ORG](http://ALABAMASSA.ORG)

The Alabama Self Storage Association would like to wish you and your family a merry Christmas and happy holidays. We trust that this holiday season will be a refreshing time for you, your family and your business. As we look to the new year we are working as an association harder than ever to make 2015 the best we can for the self storage industry in Alabama.

Our next event will be our annual Winter Conference and Trade Show. We have confirmed an incredible lineup of speakers this year, including Mike Scanlon of SSA, Mike Mele of Marcus and Milichap and Scott Zucker of the Self Storage Legal Network, just to name a few. The event will return to the unique Barber Vintage Motorsports Museum in Birmingham. The event will be held on Wednesday, February 18, 2015. You can register online at [www.alabamassa.org](http://www.alabamassa.org).

It is hard to believe that 2014 is about to be over and that there are only a few weeks until Christmas. The Christmas season brings to us a wealth of fun movies, songs and traditions. My personal favorite is the movie, "It's a Wonderful Life."

Although not an instant classic at the time of its release in 1946, it has grown to become one of the most beloved Christmas movies of all time. The life lessons that we can all glean from George Bailey are invaluable. At the end of the day it is a wonderful reminder that it is not about what you have but who you have impacted. The more important question to ask is not, "What did I gain?" but rather "Who did I influence?" Every one of us reading this has overcome something. There is no such thing as an easy road to success. We have all worked long and hard to build our business and careers. With that in mind, George Bailey reminds us that although we all have it hard at times, we all have the opportunity to make a difference in someone's life each and every day—and that is ultimately what really matters.

With that, we wish you and yours a very merry Christmas and happy holidays.

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](mailto: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](http://www.alabamassa.org) or Brent Fields at 205-685-0244 or [brent.fields@docupak.com](mailto:brent.fields@docupak.com)

## Arizona

[AZSELFSTORAGE.COM](http://AZSELFSTORAGE.COM)

Contact us about our events including the May 4–6 conference, trade show and golf tournament, or for membership information: AZSA Executive Director Anne Mari DeCoster, [azsahq@gmail.com](mailto:azsahq@gmail.com), 602-374-7184, PO Box 44031, Phoenix, AZ 85064.

## Arkansas

[ARSSA.ORG](http://ARSSA.ORG)

The Tenth Annual Arkansas Self Storage Association's (ASSA) General Meeting and Expo was held at the Statehouse Convention Center in Little Rock. This year's event included a golf tournament, a tour of the Clinton Presidential Library, a trap shooting event, and a full schedule of seminars. Our speakers covered lien procedures and issues, vehicle

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Utah  
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Federation of European  
Self Storage Associations  
Japan SSA  
Rental Storage Assoc. of Japan  
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sales, achieving a fair tax valuation, the importance of an online presence, lien law “jeopardy” with Carlos Kaslow and more. Mike Scanlon, president and CEO of the national Self Storage Association (SSA), was a featured speaker. Mr. Scanlon gave a valuable update on trends in our industry as well as wonderful and direct encouragement for “that (uninformed) competitor down the road” to get involved with the educational opportunities that national and state associations provide.

The expo hall provided a great opportunity to meet vendors and see solutions and advancements in the storage industry. We appreciate the vendors who are the backbone of our industry. The ASSA conducted drawings during the event for multiple door prizes and cash awards presented by our sponsors, board members and the association. Mike Scanlon was recognized as ASSA’s “Person of the Year” for his contributions to our association. Arkansas has been very successful in our legislative efforts due to the support of Mr. Scanlon and the SSA.

The ASSA would like to thank this year’s Platinum sponsors: Paramount Metal Systems, Insurance Center and Union Standard Insurance, and other sponsors for making this event such a great success.

Mark your calendars now. The ASSA Expo will return to Northwest Arkansas at the Springdale Holiday Inn and Convention Center, August 19–20. Please contact the ASSA offices at 501-607-4775 for more information.

## California

[CALIFORNIASELFSTORAGE.ORG](http://CALIFORNIASELFSTORAGE.ORG)

If you would like to learn more about the California Self Storage Association, please visit our website at [www.californiaselfstorage.org](http://www.californiaselfstorage.org) or contact Executive Director Erin King at (949) 783-4130.

## Colorado

[COLORADOSSA.COM](http://COLORADOSSA.COM)

For an up-to-date Colorado lease and 15 operational forms which we’ve dubbed “The Big Easy” package (COSSA members only), visit [coloradossa.com](http://coloradossa.com). We’ve recently updated the lease agreement to protect you on any marijuana issues you might encounter (growing, storage, odors, etc.). The package costs \$300 for the first facility, \$100 for each additional facility, with a maximum of \$500 for any company.

To join COSSA, just visit our website and download the membership application or email [cosa@q.com](mailto:cosa@q.com). Do your part to support the self storage industry and become an active supporter of your industry association.

## Connecticut

[CTSSA.ORG](http://CTSSA.ORG)

The Connecticut Self Storage Association (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. The groundwork was set in 2014 for legislative success in 2015. 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](http://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](mailto:ctssa@ctssa.org) and we’ll notify you when it is time to contact the legislators in your district).

CTSSA members enjoy educational meetings and networking luncheons, quarterly newsletter, member discussion forums, library of documents, website, and additional benefits from 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. You'll find the CTSSA membership application at [www.ctssa.org](http://www.ctssa.org), or you can 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](mailto:lbolduc@ctssa.org).

## Florida

### FLORIDASSA.ORG

The Florida Self Storage Association (FSSA) hosted its annual Owners', Operators', and Investors Summit on November 6 at The Yacht Club in Lake Buena Vista. In addition to great industry education and networking, attendees had the opportunity to spend an evening at Epcot's Food & Wine Festival. The entire day was a great success. If you missed it, watch for the 2015 date, which will be available soon.

Plan ahead for our next two expos: May 13–15, 2015, and May 11–13, 2016. Both events are being held at the Embassy Suites Orlando – Lake Buena Vista South. Expect to be wowed! We're securing new speakers as well as bringing back industry favorites.

Also on our calendar are webinars and regional meetings. The website is constantly being updated, so check [www.FloridaSSA.org](http://www.FloridaSSA.org) often for the latest. 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.

A strong membership results in a more commanding presence with legislators. If you aren't a member, join today so your voice is heard. Access the FSSA membership application at [FloridaSSA.org](http://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 send email to [info@floridassa.org](mailto: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 December 9 program will feature our annual Talking Heads panel discussion. The topic will be: "Taking the Financial Temperature of the Self Storage Industry." The panel will include: Scott Sweeney, Talonvest Capital, Inc.; Neal Pickens, BB&T; Hagan Dick, Walker & Dunlop; and, Jay Crotty, Brown, Gibbons, Long & Co. These financial experts will give their views and opinions as well as answer questions from the audience. Dr. George Snelling, vice president of the board and legislative committee chairman, will be the moderator.

This has been another busy year for the GASSA and, hopefully, a beneficial one for our members. The GASSA co-sponsored the Self Storage Association (SSA) Spring Conference and Trade Show held

in March in Atlanta, which gave our members the opportunity to attend a national self storage conference close to home. The board drafted new bylaws, which were subsequently approved by the membership. Also, we hosted our own inaugural trade show and conference—GASSA 2014 EXPO—which was held in Marietta in October. Looking forward to 2015: Our annual dues remain the same (\$250) and the payment deadline is January 31; we expect continued advancements with our new website; we will strive for increased interaction with our membership; and, we will be operating under the new bylaws.

Storage Structures, a global leader as a self storage building supplier based in metro Atlanta, will give a commercial presentation. Heath Mulkey is president of Storage Structures, Inc. He has been involved in the storage industry since 1992 and is on the GASSA board member and is currently serving his second term as the president. Storage Structures has design, engineering and erection capabilities to provide storage buildings from five units to five stories tall.

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](mailto:gassa.org@gmail.com), phone 678-764-2006, or fax 678-264-0968. Visit [www.gassa.org](http://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

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## Illinois

[ILSELFSTORAGE.ORG](http://ILSELFSTORAGE.ORG)

The 2014 IL-SSA Downstate Summit was held at the Embassy Suites East Peoria on November 12. Thank you to the attendees, speakers, exhibitors and sponsors for making it a success!

If you're not yet a member, you can join on the site or contact [ILSSAExecDir@selfstorage.org](mailto:ILSSAExecDir@selfstorage.org). Benefits include the IL-SSA quarterly newsletter, member discounts on all IL-SSA and national SSA conventions, trade shows, and educational programs, and discounts on data and research findings.

## Indiana

[SSAINDIANA.ORG](http://SSAINDIANA.ORG)

Not yet a member of the Indiana SSA? Membership is available to any owner/operator with a facility in Indiana or any vendor. 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. Visit our website for an application and more details.

Also, if you have writing skills and would like to submit an article to the IN-SSA's newsletter related to the self storage industry in Indiana, please submit your article to [ILSSAexecdir@selfstorage.org](mailto:ILSSAexecdir@selfstorage.org). Articles are always appreciated.

## Kansas

[KSSOA.ORG](http://KSSOA.ORG)

The KSSOA's 2014 Fall Luncheon was held November 13 at the Crestview Country Club in Wichita. We were pleased to have nationally known speaker Scott Zucker training on

legal issues and Chris Baird with Automatit speaking on search engine optimization for your websites.

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 every 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](http://www.KSSOA.org) or call Shawn Herrick at 785-286-1110. Visit our website for updated information at [www.kssoa.org](http://www.kssoa.org).

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

## Kentucky

[KYSSA.ORG](http://KYSSA.ORG)

Membership for the Kentucky SSA is available to any owner/operator with a facility in Kentucky 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. Contact [KYSSAexecdir@selfstorage.org](mailto:KYSSAexecdir@selfstorage.org) with any questions.

## Louisiana

[SSALA.ORG](http://SSALA.ORG)

The executive board of the Louisiana Self Storage Association wishes to extend our deepest thanks to all the new facilities that have joined us this year. Each year we have increased our facility and vendor memberships, and expanded the services we offer association members. It is through your support that the SSALA is able to provide discussion forums, and educational and networking events that make us all better owner/operators and managers. Much of the SSALA's current success has been due to the tireless work of our executive director, Wanda Cox, and past presidents Lana Griffin, Shaun Ferguson and Jim Ponti. Their dedication to improving the self storage industry in our great state is amazing, and they are always available to help association members. Their phone numbers are available at [www.ssala.org](http://www.ssala.org).

As we finish out the hurricane season, it is extremely important to have your emergency preparedness plan in place *before* the emergency, rather than trying to develop one in the middle of a disaster. Our online "Resource Download" area offers great emergency preparedness seminar notes that can really make a difference in a facility's response to tenants and the media.

We remind everyone that once again sales tax on monthly rental is looming in March's legislative session in Baton Rouge. Now is the time to make face-to-face contact with your representatives so they know the face of our industry and help us defeat this horrible idea.

If there is anything the SSALA can do to be of service, please call Executive Director Wanda Cox at (225) 774-2117, or email her at [ssala@cox.net](mailto:ssala@cox.net). Remember, membership renewals will be sent out in January, and we hope to count on your continued support.

## Maine

MAINESSA.COM

The Maine Self Storage Association's next meeting will be January 15 at the Muddy Rudder Restaurant in Yarmouth. Check our website and/or Facebook page for more information and details on speakers/topics.

MeSSA's 2015 conference is scheduled for April 16–17 and we will once again be hosted by Hollywood Hotel & Casino, as this has proven to be a fan favorite venue. We are working on speakers who are sure to be a huge draw. Stay tuned for details.

As always, we welcome input from our members on any topics they would like to hear about or venues they recommend for future 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](mailto:mark@mainessa.com), or visit [mainessa.com](http://mainessa.com). We also encourage everyone to become a fan of MeSSA on Facebook.

## Maryland

SSAMARYLAND.ORG

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

MASELSTORAGE.ORG

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. Access the MASSA membership application at [www.maselfstorage.org](http://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, 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@maselfstorage.org](mailto:lbolduc@maselfstorage.org).

## Michigan

SELFSTORAGEMICHIGAN.ORG

Happy holidays from SSAM! Visit the completely remodeled SSAM website: [www.selfstoragemichigan.org](http://www.selfstoragemichigan.org). It may have the information you're looking for. Find the latest industry news and the association event calendar. While you're there, please check your storage listing to make sure it's accurate. Also, you can call the association office at (888) 308-7726 to talk with our friendly staff. 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.

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](http://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. 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 membership information, please call (888) 308-7726, or visit [www.selfstoragemichigan.org](http://www.selfstoragemichigan.org).

## Minnesota

MINNESOTASSA.ORG

The MNSSA is 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 contact Nichelle Nassif by email at [MNSSAexecdir@self-storage.org](mailto:MNSSAexecdir@self-storage.org).

## Mississippi

MSSSOA.ORG

Interested in joining our association? Are you a self storage owner/operator or involved in the self storage industry? We are always accepting new members. Check out [www.msssoa.org](http://www.msssoa.org) for details, or email us at [msssoassn@gmail.com](mailto:msssoassn@gmail.com).

We have updated our lease agreement. Contact Executive Director Janice Porter at [msssoassn@gmail.com](mailto:msssoassn@gmail.com).

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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](http://MSSOA.ORG)

Hello, Missouri. Mark your calendar: the next show will be August 10–12. Hey vendors, are you looking for a place to advertise? Start planning now. You can sponsor the show, have a roundtable discussion with a captive audience, and supply literature and/or promotional items to the attendees. Our members want to learn what you have to offer.

Also, the second annual MSSOA regional conference is being planned for March. This will be a free conference and will be held in the St. Louis metro area.

The MSSOA is very active. If you are not a member of the association, contact us today and enjoy the benefits. Visit [www.mssoa.org](http://www.mssoa.org) to join, pay dues, and order Model Rental Agreements (MRAs).

As always, if you have questions or concerns about the MSSOA, contact Janet at the MSSOA office (573-480-0454) for more information.

## Nevada

[NVSSA.ORG](http://NVSSA.ORG)

NVSSA would like to wish season's greetings and happy holidays to all. As we begin to wrap up this year and begin the next, NVSSA reflects on an amazing year. Our president, Michelle Watson, spearheaded the effort to bring instant up-to-date communications and news to our members. Her diligence and tenacity were vital in increasing our presence online as well as the transition to our amazing new website. She wanted the NVSSA website to be the place to find virtually everything going on

in Nevada. From our new member directory to important information about state legislative changes, the latest news about the NVSSA as well as bio information about the association board, NVSSA has strived to put this information at your fingertips.

In addition to participating in the two largest self storage conferences in the world, NVSSA was thrilled to participate in the first ever Tri-State Self Storage Conference in Laughlin, Nevada, where the three states come together. The conference took place October 16–17 and was the first time that the three state associations collaborated. The gathering in Laughlin brought together the NVSSA, California Self Storage Association (CSSA), and Arizona Self Storage Association (AZSA). We had breakout sessions for each state association and terrific networking opportunities as well as roundtable sessions led by companies such as Chateau, U-Haul, OpenTech Alliance, StorageAhead, and MiniCo. We look forward to providing more resources and educational opportu-

**NVSSA**  
NEVADA  
SELF STORAGE ASSOCIATION

**NVSSA held it's Fifth Annual Legislative Action Fundraiser during the 2014 SSA Fall Conference**

It was a smashing success

NVSSA thanks the following sponsors for their generous support:



**Thank you to our industry partners who help make legislative change possible in Nevada!**



nities for our members and the self storage community.

In the ever-evolving world of technology, the NVSSA is making sure to offer members (and potential members) ways of keeping up with the association. With that in mind, the NVSSA is happy to announce that it is now on Facebook. For NVSSA information, search for the association on Facebook or call Valerie Picos at (702) 952-2455. We encourage members and non-members to “like” us on Facebook and spread the good news.

NVSSA Legislative Chair Travis Morrow has been busy representing your interests. The NVSSA holds a legislative fundraiser every year at the SSA show and certainly welcomes donations. That is how the association raises money for the legislative efforts and, in the end, that effort benefits all self storage owner/operators in Nevada. Our 2014 Legislative Action Silent Auction was a smashing success. NVSSA would like to extend our thanks and gratitude to the following industry partners who very generously supported our fundraising efforts: Extra Self Storage, Watson Self Storage, Golden State Storage, Best Storage Henderson, StorageOne, Chateau Products, U-Haul, MiniCo, Stor-All (Panther location), and National Self Storage Management. We could not have done it without your support!

The NVSSA has an alliance with the SSA and ISS at the two largest trade shows in the industry in Las Vegas. What that means to NVSSA membership is increased savings as well as the opportunity to hear top speakers at educational events in Las Vegas.

Paul Peppard, an owner/operator in Las Vegas and one of NVSSA's founding fathers, recently retired from the board of directors. Paul has been instrumental in many facets of NVSSA's growth. His eye for detail and his spirit for legislative changes in Nevada will be missed. The NVSSA thanks him for his years of service.

## New Jersey

[NJSSA.ORG](http://NJSSA.ORG)

Do you have an interesting story about self storage that you'd like to share with other NJ operators? If so, please submit an article to the NJSSA's newsletter related to the self storage industry in New Jersey. Send it to [NJSSAexecdir@selfstorage.org](mailto:NJSSAexecdir@selfstorage.org). Your input is always appreciated.

We would like you to become a member of the New Jersey Self 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](http://www.njssa.org) to print out a membership application.

## New Mexico

[NEWMEXICOSSA.ORG](http://NEWMEXICOSSA.ORG)

The New Mexico Self Storage Association is now officially a charter association of the national SSA. Owners, 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* magazine, access to healthcare, and much more. For more information on how to join NMSSA, please visit our website at [www.newmexicossa.org](http://www.newmexicossa.org).

## North Carolina

[NCSSAONLINE.ORG](http://NCSSAONLINE.ORG)

Watch for news about the 2015 NCSSA annual convention and trade show.

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 industry. Membership in this organization can make a difference. Make your voice heard. For more information, email [info@ncssaonline.org](mailto:info@ncssaonline.org).

## North Dakota

[NORTHDAKOTASSA.COM](http://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 to attend our annual conference and bring a guest.

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](http://northdakotassa.com).

## Ohio

[OHIOSSA.ORG](http://OHIOSSA.ORG)

Looking for more information in the OHSSA? The website, [www.ohiossa.org](http://www.ohiossa.org), provides Ohio owner/operators and managers the latest information on all the happenings with the Ohio Self Storage Association.

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# ARE YOU PLANNING ON HIRING THIS YEAR?



If the answer is yes, you need to know about the self storage pre-employment testing and assessment service— *created exclusively for the self storage industry!*

**HIRE THE RIGHT PEOPLE...**

**KEEP THE RIGHT PEOPLE...**

## SSA FACILITY MANAGER APTITUDE eTEST

**eTest** is a web-based screening program that provides self storage owner-operators or hiring managers with real-time pre-employment testing and assessment services. Our test has been specially customized for evaluating potential self storage facility managers.

The SSA **eTest** will provide a fast, reliable and cost-effective means of measuring common-sense traits linked to job

behavior. Better hires result in reduced turnover and improved productivity by putting the right person in the right job.

SSA's **eTest** requires no setup or licensing fees so administration is straightforward and easy to use. Each customized facility manager eTest is \$75. When you buy an **eTest**, you also have the option to add a Developmental Report (free), a Sales Report (\$25 each) or a Leadership Report (\$25 each).

### How Does SSA's "eTest" Work?

- Complete one-time account registration at <http://www.etest.net/signupSSA.asp>
- On the sign up page (the page the above link takes you to), scroll down and fill out the form then click the "Submit" button
- You will receive an email within one business day with your log-in information, instructions and site link
- Set up your test by going to [www.etest.net](http://www.etest.net), clicking on the "Client Log In" button, and entering your login information
- Candidate takes test in browser at any location (preferably proctored)
- Test takes approximately 20 to 30 minutes to complete
- Test is scored immediately
- Results are sent real-time via email to owner-operator/hiring manager to be utilized for more focused and effective interviews
- Feedback comes as an Interview Guide which consists of:
  - Narrative description
  - Interview questions to address extremes in responses
  - Actual scores which include a "good/bad" fit Facility Manager scale

To find out more or to sign up today, go to [www.selfstorage.org](http://www.selfstorage.org)

**eTEST.NET**



We would like you to become a member of the Self Storage Association 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](http://www.ohiossa.org) to print out a membership application.

## Oklahoma

[OKSSA.ORG](http://OKSSA.ORG)

If you are not yet a member of the Oklahoma Self Storage Association, we invite you to check us out at [www.okssa.org](http://www.okssa.org).

Membership is available to any owner/operator with a facility in Oklahoma or any vendor by paying the requisite dues. For more information, please email us at [oklahomassa@gmail.com](mailto:oklahomassa@gmail.com) or call Jim Smith at 918-633-1572.

## Oregon

[ORSSA.ORG](http://ORSSA.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 [ORSSAexecdir@selfstorage.org](mailto:ORSSAexecdir@selfstorage.org) so we can share these in our newsletter.

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 email your article to [ORSSAexecdir@selfstorage.org](mailto:ORSSAexecdir@selfstorage.org). Articles are always appreciated.

## Pennsylvania

[PASELSTORAGE.ORG](http://PASELSTORAGE.ORG)

For information about PASSA, please contact Kimberly Cossar at 717-441-6044 or [kimberlycossar@wanner-assoc.com](mailto:kimberlycossar@wanner-assoc.com).

## South Carolina

[SCSELFSTORAGE.ORG](http://SCSELFSTORAGE.ORG)

Save the dates: 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](http://TNSSA.NET)

Forward. That word well describes this past year. We experienced a leadership role change with the addition of a dedicated administrative assistant to handle the day-to-day activities of our board. Forward. We have set record attendance numbers at our events this year. Forward. Our 6th Annual Legal Seminar was a home run, and a newly revised base lease agreement has been made available to our membership. Forward. Our membership is growing each month. Yes, forward sums up our association this year. Moving forward. Let's keep the momentum going strong in 2015!

After the recent elections in November, a new board of directors is ready to begin another rewarding year. Please let us know if you would like to volunteer your time working with one of our committees. We are always looking for fresh ideas for events and education opportunities to offer our members.

Manager of the Year nominations may be made by any TNSSA member and will be accepted until December 31, 2014. Nominations must be completed on the registration form, which is available online at [www.tnssa.net](http://www.tnssa.net). The award recipient will be chosen based on a) commitment to leadership, b) creativity, c) high occupancy rates, d) low delinquencies and e) overall business. Plan to attend the quarterly luncheon in Chattanooga

on February 17, where the presentation will be made.

If you are not a TNSSA member and would like to receive the newsletter and other TNSSA announcements, you may register at [www.tnssa.net](http://www.tnssa.net). The newsletter will also be posted on the TNSSA website. If you would like to advertise in our newsletter or provide material for future issues, please contact Melissa Roberts at [melissa2911@gmail.com](mailto:melissa2911@gmail.com).

## Utah

[SSAUTAH.ORG](http://SSAUTAH.ORG)

Do you have an interesting story about self storage that you'd like to share with other Utah operators? If so, please submit an article to the UTSSA's newsletter related to the self storage industry in Utah. Send it to [UTSSAexecdir@selfstorage.org](mailto:UTSSAexecdir@selfstorage.org). Your input is always appreciated.

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

## Vermont

[SSAVT.ORG](http://SSAVT.ORG)

Not yet a member of the VTSSA? We would like you to join. Benefits include a subscription to *SSA Globe*, the Vermont 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.

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.ssvt.org](http://www.ssvt.org) to print out a membership application.

See Across the Country, page 48

## Virginia

**VIRGINIASSA.ORG**

Thank you for those of you who attended the Virginia SSA educational seminar in Norfolk last month. It was a successful day of networking with industry colleagues and sharing

information with those around the region. Thank you to our sponsors who participated in this meeting.

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.virginiassa.org](http://www.virginiassa.org) to apply.

For more information on the Virginia Self Storage Association, please visit [www.virginiassa.org](http://www.virginiassa.org) or contact Nichelle Nassif at [VASSAexecdir@selfstorage.org](mailto: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](http://www.wa-ssa.org). It's a great, low-cost investment for your business.

## Wisconsin

**WISELSTORAGE.ORG**

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

## Asia

**SELFSTORAGEASIA.ORG**

美國迷你自存倉商會過往成功協助自存倉營運者在美國發展。亞洲迷你倉商會的目標是在亞洲達到相同效果!

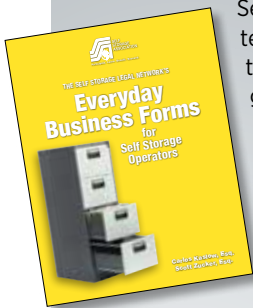
現時在亞洲的迷你自存倉業和市場意識仍在發展階段,可說是冰山一角。現在就是把握迷你自存倉業高速增長,進入這行業的最佳時機!亞洲市場擁有超過9億多的龐大消費者群,可是營運中的自存倉只有少於二千間。由此可見,此行的仍有很大發展空間。

為此,亞洲迷你倉商會在2014年3月底成立,以協助迷你自存倉業在亞洲區內有良好而穩定的增長。

亞洲迷你倉商會為會員提供一系列服務。通過教育講座、市場營銷、市

### 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.

**Sold electronically (PDF & MS Word)  
Members \$150 | Not-Yet Members \$200**

## Self Storage Collections & Lien Sale Handbook



No self storage operator wants to conduct lien sales, but they are a necessary part of the rent collection process. Lien laws in 48 states and the District of Columbia grant to self storage facility operators the legal right to sell delinquent tenant stored property when rent is not paid. The lien laws provide, in reasonably clear language, the steps that storage operators must perform prior to conducting a lien sale. However, the state lien laws do not provide clear guidance on the nuts and bolts requirements of actually holding a distressed property lien sale or public auction. This manual provides some of the forms that every self storage operator should consider as part of the process in conducting a self storage lien sale. They

can be used whether you conduct your own sales or retain an auctioneer to assist you.

**This publication is sold electronically. | Members \$100 | Not-Yet Members \$150**

**Order your copy today!**

**[www.selfstorage.org](http://www.selfstorage.org) > Publications**

**(703) 575-8000**

場研究、提高行業標準、倡議及商業社交網絡方面的重要機會協助會員發展。我們鼓勵會員積極參與和策劃各種活動及推廣方針。

亞洲迷你倉商會將首次在2015年5月於東京舉辦亞洲迷你倉展。我們希望大家踴躍參與，來發掘亞洲機遇。

如有詢，請聯絡Luigi La Tona先生。  
電郵:luigilatona@selfstorageasia.org  
www.selfstorageasia.org

The Self Storage Association in America has worked successfully to grow and partner with self storage industry providers in America and the Self Storage Association Asia aims to do much the same, but in Asia! The presence of self storage and its awareness in Asia is at the tip of the iceberg. The time to enter the market and take advantage of the growth potential is now. With more than 900 million consumers and fewer than 2,000 facilities spanning a dozen countries cramped in dense and populated cities, there is a lot of business to be had and room for the industry to grow. The Self Storage Association Asia (SSAA) was formed in March 2014 to support industry growth throughout the region. The SSAA supports the interests of our members who include current and potential facility owners, managers and suppliers, by way of education, information, advocacy, standardization, research, networking, marketing and events. As a membership organization, we encourage these groups to proactively participate in order to grow their industry and business.

The SSAA will host its first expo in Tokyo, Japan, in May 2015. We encourage all to join in order to discover self storage opportunities by discovering Asia.

Reach me, Luigi La Tona, for more information: e-luigilatona@selfstorageasia.org; www.selfstorageasia.org.

## Australasia

[SELFSTORAGE.COM.AU](http://SELFSTORAGE.COM.AU)

To become a member of the Self Storage Association of Australasia,

contact Rachel Muir at [rmuir@self-storage.com.au](mailto:rmuir@self-storage.com.au).

## Brazil

[WWW.ASBRASS.COM.BR](http://WWW.ASBRASS.COM.BR)

Atualmente o Brasil oferece aproximadamente 260.000 m2 de área locável, porém o crescimento da oferta tem sido irregular. A cidade de São Paulo com uma população aproximada de 12 milhões de pessoas, oferece em torno de 120.000 m2, enquanto o Rio de Janeiro, com população aproximada de 6,5 milhões, oferece por volta de 15.000 m2. Outras cidades com mais de 2 milhões de habitantes, como Salvador, Fortaleza e Curitiba, também apresentam significativo potencial de crescimento. Contato: [presidencia@asbrass.com.br](mailto:presidencia@asbrass.com.br)

Brazil offers close to 260,000 sq. meters of rentable space, but growth has been uneven. São Paulo city, with a population of about 12 million people, offers around 120,000 sq. meters, while Rio de Janeiro, with a population of about 6.5 million, offers around 15,000 sq. meters. Other big cities with more than 2 million people, such as Salvador, Fortaleza and Curitiba, also offer significant growth potential.

Contact: [presidencia@asbrass.com.br](mailto:presidencia@asbrass.com.br)

## Canada

[CSSA.CA](http://CSSA.CA)

For more information or to become a member, please contact us at 888-898-8538 or email [info@cssa.ca](mailto:info@cssa.ca).

## Federation of European SSAs

[FEDESSA.ORG](http://FEDESSA.ORG)

To join the Federation of European Self Storage Associations, contact Rennie Schafer at [rschafer@ssauk.com](mailto:rschafer@ssauk.com).

## Japan

### Japan Self Storage Association

[JAPANSSA.ORG](http://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](mailto: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](mailto: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](mailto: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](mailto:rsaji@trwinds.com).

## Latin America

[LASELFSTORAGE.ORG](http://LASELFSTORAGE.ORG)

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

## Mexico

[AMDAAC.COM.MX](http://AMDAAC.COM.MX)

La Asociación Mexicana de Auto Almacenaje, A.C. organizó un Taller en mayo, sobre las Leyes de Extinción de Dominio y de Protección de Datos. AMDAAC está en el proceso de tener un Estándar de Competencia para la Administración de inmuebles de Mini Bodegas para auto-almacenaje

Informes: [jtardan@amdaac.com.mx](mailto:jtardan@amdaac.com.mx). Visite: [www.amdaac.com.mx](http://www.amdaac.com.mx)

The Mexican Self Storage Association organized a workshop in May, on Dominion Extinction and data protection laws. AMDAAC is in the process of developing a standard of competence for mini storage property management for self storage.

Contact: [jtardan@amdaac.com.mx](mailto:jtardan@amdaac.com.mx). Visit: [www.amdaac.com.mx](http://www.amdaac.com.mx). ❖