



Alabama

ALABAMASSA.ORG

Greetings from all of us on the board of directors of the Alabama Self Storage Association. As spring is upon us, we hope that business is “blooming” for everyone associated with the self storage industry in Alabama.

We had a great turnout at our annual Winter Conference and Trade Show. A complete update will be in the next edition of the *SSA Globe*. Our next event will be the annual Spring Luncheon at the end of May. Our website will be updated soon with information and registration details.

Our efforts to modernize the Self Service Storage Act of 1981 continue to work their way through the Alabama legislative process. We will be emailing updates to you along the way. It is not too late to donate to our lobbying fund. You can donate online on our website or you can mail a check in to our treasurer’s office (Attention ALSSA, C/O Lissa Pressley, 9091 Madison Boulevard, Madison, AL 35758).

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

Want to serve today’s self storage customer more effectively? That’s what you’ll learn at the 17th Annual Arizona Self-Storage Conference and Trade Show, May 4-6, Wild Horse Pass Hotel & Casino, Chandler, Arizona. We appreciate the early and generous commitments of our Title Sponsor, Deans & Homer; Promotional Sponsor, Mini-Storage Messenger; and Major Sponsors MiniCo Insurance Agency, U-Haul Self-Storage Affiliate Network, and Baja Construction Inc., who have made it possible for us to secure some fabulous speakers for you! You can register to attend and get information on sponsorships and exhibits at www.azselfstorage.org.

The popularity of AZSA’s trade show grows every year. Last year topped our previous high of 350 self storage professionals. This year features dynamic keynote speaker Kit Yarrow, a consumer psychologist who interprets today’s consumer sentiment for both operators of self storage and the vendors who provide the products and services they need. This tech-savvy speaker challenges the way we do business. You don’t want to miss the opportunities she will identify for you to serve your customers better and attract prospective tenants more effectively. Check out her message on AZSA’s blog: <http://www.azselfstorage.org/member-forum/renting-self-storage-todays-distrusting-consumers/>.

Also headlining our 2015 show is Anne Ballard. The Hat Lady is one of Arizona’s favorites, drawing a big crowd wherever she appears. In addition to being on our stage, Anne will be on our trade show floor, signing a copy of her book, *The Hat Lady Speaks*, for each attendee.

And don’t miss the excellent networking opportunity provided by AZSA’s annual golf tournament. The tournament and reception will be at the Whirlwind Golf Course at

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

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Wild Horse Pass. Whether you are a scratch golfer or you make people scratch their heads when you golf, come join us at this kick-off event. It is a blast for all involved!

The sponsorship and exhibit kit is available at www.azselfstorage.org, and there are still opportunities to participate. Don't delay, though, because we have sold out of both exhibit space and sponsorships for the past several years, and interest in the 2015 show is very high. Secure the sponsorship and space you want at your earliest convenience, taking full advantage of the pre-show promotional opportunities AZSA will make available to sponsors and exhibitors. Contact AZSA Executive Director Anne Mari DeCoster at azsahq@gmail.com or 602-374-7184.

Arkansas

ARSSA.ORG

The Arkansas Self Storage Association (ASSA) held its Tenth Annual General Meeting and Expo 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 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

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

Colorado

COLORADOSSA.COM

We invite you to attend the 2015 spring meeting and trade show scheduled for May 13 at the Inverness Conference Center in Englewood. We have some great speakers lined up, including Allison Felix from the Federal Reserve Bank, who will discuss the economic outlook for the state of Colorado, and many other knowledgeable and well-known self storage experts. There will be many other national and local vendors taking part in the trade show as well. They will demonstrate all of the latest products and services available to help you maintain that leading edge in your business in the coming years.

Our “Big Easy” package, an up-to-date Colorado lease and 15 operational forms, is available. The package costs \$300 for the first facility, \$100 for each additional facility, with a maximum of \$500 for any company. This package is available to COSSA members only; visit www.coloradossa.com for more information.

To join COSSA, log onto the 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) 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 (ctssa.org). Make a financial contribution to our Legislative Fund to help defray lobbying costs (CTSSA, P.O. Box 354146, Palm Coast, FL 32135). 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.

A developers seminar, which will cover ground-up, expansion, and remodel, is planned for April 15 at the Publick House in Sturbridge. Please check ctssa.org for details. Planning has begun for another spectacular trade show in the fall. Watch for details on our website and in this listing.

As of January 1, our board of directors include president Charlie Fritts, Storage Investment Management; vice president Jessica Lamoureux, Bruen Deldin DiDio Associates;

secretary/treasurer Michael Barker, Meriden Self-Storage; immediate past president JR Clisham, Connecticut Self Storage; and directors Marshall Dubaldo, Coventry Self Storage; Mike Elliott, Stor-U-Self Portland; Damon Emerson, StorSmart Insurance; Lori Goodin, Coventry Self Storage; Cheryl Havel, Riverton Self Storage; and Brian Riva, Stor-It-All.

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. The CTSSA membership application is online at 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) hosted its annual Owners, Operators and Investors Summit on November 6, 2014, at the Disney Yacht Club Resort, Lake Buena Vista. In addition to great industry education and networking, attendees had the opportunity to spend an evening at Epcot's Wine & Food Festival. The entire day was a great success. If you missed it, plan now to join us at the same great location on November 5, 2015.

As of January 1, our board of trustees includes Matt Van Horn, president, Cutting Edge Self Storage; Scott Kelly, president-elect, Synergy Storage Group, Inc.; Luke Elliott, treasurer, Marcus & Millichap; Howard Pryor, past president, US Storage Centers Management Company; and directors Todd Allen, Reliant Real Estate Management; Stan Bullington, Champion Self Storage; Dennis Hofmann, Wells Fargo Insurance Services; Travis Lawhorne, William Warren Group; Mark Poole, Liberty Investment Prosperities; and Chris Potash, Self Storage Zone.

Our next expo will be held May 13–15 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. Registration opens in January, so check our website for the link: FloridaSSA.org. Links to our exhibitor and sponsor information are also available at FloridaSSA.org.

We know it's still early, but if you like to plan ahead, save these 2016 expo dates: May 11–13, 2016.

Also on our calendar for 2015 are webinars and regional meetings. The website is constantly being updated as dates and registration opens, so check often for the latest. Visit FloridaSSA.org. The webinars are free for members and \$49 for nonmembers. If you're 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. The FSSA membership application is online at 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,

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call us at (863) 884-7204, or send email to 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 January 13 program featured keynote speaker Bob Copper of Self Storage 101. His topic was: “Success in 2015: Three Things You Must Do Well.” Bob discussed how your self storage business is too important and valuable to leave its success to chance.

Self Storage 101 is a full-service self storage management solutions firm with offices in Alabama and California. They have managed, owned and consulted with hundreds of owners and have collectively written for *Inside Self Storage*, *Mini Messenger*, the Self Storage Association’s *SSA Globe* magazine, and other publications on the topics of store effectiveness.

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 the executive director at gassa.org@gmail.com, phone 678-764-2006, or fax 678-264-0968. Visit 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

Mark your calendar for the premier event in the Midwest: the 2015 Great Lakes Summit. The event will be held June 2 at the Doubletree Magnificent Mile in downtown Chicago. Visit www.ilselfstorage.org to register and for more details. If you’re not yet a member, you can join on the site or contact ILSSAExecDir@self-storage.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

Register today for the Indiana Self Storage Association Annual Meeting, taking place at the Hilton Indianapolis on April 23. Please see the INSSA website for details about meeting and to register.

Not yet a member of the Indiana SSA? Membership is available to any owner/operator with a facility in Indiana or any vendor and 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 INSSAexecdir@selfstorage.org. Articles are always appreciated.

Kansas

KSSOA.ORG

The KSSOA is proud to start the year with an eight percent increase in membership compared to the beginning of 2014. We’re excited about the growth of our association and expect it to continue. We are planning our Spring Luncheon, which will be held at Deer Creek Golf Club on May 20. The board is seeking input and plans at this point to include Stan Masters’ Legal Overview, roundtables, and more on website management. If you have ideas for topics to discuss, now is the time to contact Larry Goldman, KSSOA president, or Shawn Herrick at 785.286.1110.

Visit our website for updated information as it becomes available at www.kssoa.org. Our website is being revamped and will be more functional for members and non-members. Watch for our improvements.

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 2012 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 www.kssoa.org or call Shawn Herrick at 785.286.1110.

Our contact information is KSSOA, 7321 NW Rochester Road, Topeka, Kansas 66617; phone - 785.286.1110.

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Self Storage

Data and Market Intelligence



**NOW
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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

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1. Enter your data through our web portal.
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2. Participate over the phone by calling (800) 366-7347
3. Fill out the form and email to Reis at info@reis.com.
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These self storage reports are available for purchase at www.selfstorage.org

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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



Kentucky

KYSSA.ORG

Mark your calendar for the Kentucky Self Storage Association Annual Meeting, taking place at the Hilton Cincinnati Airport on May 20. Please see the KYSSA website for details about meeting and to register.

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 with any questions.

Louisiana

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 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. 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 March 5, at Duffy's Tavern & Grill in Kennebunk. Join us at 5:30pm at this new venue for what is sure to be an extraordinary meeting. Stay tuned to our website and Facebook page for more information on this meeting, including speaker, topic, etc.

MeSSA's January meeting at the Muddy Rudder Restaurant in Yarmouth was a smash hit. Pete Bouchard, head meteorologist from Channel 7, WHDH in Boston opened the evening with some interesting weather information and entertained attendees by sharing some of the more colorful hate mail he's received. Attendees also gained loads of information by peppering our "panel of experts" with loads of storage-related questions.

MeSSA is excited to announce that Scott Zucker will be our featured speaker at our 2015 Conference, scheduled for April 16-17 at Hollywood Hotel & Casino. This has

proven to be a fan-favorite venue. Stay tuned for details on additional speakers and for more information about this stellar event.

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, or visit mainessa.com. We also encourage everyone to become a fan of MeSSA on Facebook.

Maryland

SSAMARYLAND.ORG

Register today for the Maryland Self Storage Association Meeting, taking place in during the SSA Spring Conference at the Gaylord, National Harbor on March 13. Please see the MDSSA website for details about meeting and to register.

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) succeeded in securing changes to the Massachusetts lien laws. Our sponsors were Senator Michael Moore and Representative Joseph Wagner. With their help, the help of their staff and the assistance of our lobbyist, Mark Malloy of Lynch Associates, the new law will go into effect mid-January.

We extend our thanks to Tim Dietz, SSA, for his support and assistance throughout the process. We'd also like to thank all of our volunteers for their help with special recognition of Mike Kane, Ashland's 126 Self Storage, Inc.; Steve Tranni, Stor-U-Self; and Joe Victoria, Self Storage Center.

A developers seminar which will cover ground-up, expansion, and remodel, is being planned for April 15 at the Publick House in Sturbridge. Planning has begun for another spectacular trade show in the fall. Please check maselfstorage.org for details.

Effective January 1, our board of directors includes president Michael Kane, Ashland's 126 Self Storage; vice president Joe Victoria, Broco Realty, Self Storage Center; secretary/treasurer Connie Neville, Sperry Van Ness | Commercial Realty; immediate past president Steve Tranni, Stor-U-Self; and directors Paul Maglio, Storage Auction Solutions; Brian Picanco, U-Haul of Boston; Kellee Snyder, Stor-U-Self; and Scot Vayo, Casey Storage Solutions.

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 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.

Michigan

SELFSTORAGEMICHIGAN.ORG

Visit the new completely remodeled SSAM website: selfstoragemichigan.org. While you're there, please check your storage listing to make sure it's accurate. Find the latest industry news and the association event calendar in the member login section. 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 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 the SSAM website www.selfstoragemichigan.org.

Minnesota

MINNESOTASSA.ORG

Register today for the Minnesota Self Storage Association Annual Meeting, taking place at the Crowne Plaza Minneapolis on April 9. Please see the MNSSA website for details about meeting and to register.

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@selfstorage.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 msssoa.org for details, or email us at msssoassn@gmail.com.

We have updated our lease agreement. Contact Executive Director Janice Porter at msssoassn@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

It is a whole new ballgame in Cardinal Nation!

That is our theme this year for the Missouri Trade Show. Meet us in St. Louie for the Annual Missouri Self

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Storage Trade Show in 2015. Yes, St. Louis, Missouri. Come experience Cardinal Nation and hot August weather and gather with your storage peers. The trade show will be held August 9-11 at the Hilton Ballpark St. Louis in downtown St. Louis. Not only do we have a new location, we also have a new show schedule.

Our keynote speaker is Dr. Gina Cooper with Cooper Management Training and Consulting. She will also be the presenter for the Office Boot Camp and a presenter at the roundtables.

Vendors and sponsors, come promote your business. What a great opportunity. We are seeking sponsors and vendors to participate. Janet can provide you all the details. You won't want to miss the new venue and new show schedule.

The Missouri Association is also planning a regional meeting for April. Details are being finalized and can be found on the website.

Visit www.mssoa.org today. You can join MSSOA, renew membership, order Model Rental Agreements (MRAs) and view membership lists of owners as well as vendors. Also, "like" us on Facebook.

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

It is spring and NVSSA is in full swing. We are excited about the new activities planned by the 2015-2016 board of directors. We had our first networking meeting in Reno on January 18, generously hosted by Chateau. We were delighted to see so many of our Northern Nevada members and storage owners in attendance and look forward to more events in the area.

We are eagerly anticipating the ISS 2015 World Expo coming April 7-8 at the alluring and luxurious Paris Las Vegas in the heart of the world famous Strip. Come visit our booth and network with the board of directors. We will be on hand to discuss membership benefits and address any questions that you may have about the organization. We invite all attendees and Nevada self storage owner/operators to join us for our free educational session on April 7. Everyone is welcome. The presentation will topic will be: "Self Storage Technology: Are you staying relevant?" presented by Matt Frederick of StorageAhead. Visit our website for discount information for NVSSA members. Don't miss out.

As we head into a new season, here are a few helpful reminders to our owner operator that fellow Nevada owner/operators have found useful in keeping their facilities operating at maximal efficiency. First and foremost is reviewing your curb appeal from the perspective of a prospective tenant. Do the windows need washing? Simple fixes such as a coat of paint or well-maintained grounds can significantly impact the tenant's impression of your facility. Spring is also the perfect time to inspect your location to ensure readiness for the upcoming rental season. Examine your gates and HVAC systems for any issues that could arise during Nevada's brutal summers. It may also be time to look into revenue management and scheduling rent increases. Don't forget to consult your tax professional to make certain that you are in compliance well before April 15.

There are many benefits to being a member of NVSSA and there is no better time to join us. Our members enjoy the protection of lease agreements drafted by the attorney who developed current lien laws in Nevada. The lease agreements available only to members come in a variety of formats to suit your needs. We also offer logo and facility customization to fit your brand.

Call Valerie and see which option is right for you. Our new website offers owner/operators access to an array of vendors at their fingertips with our fabulous online directory. We also encourage you to login and update your profile to your liking. Visit us at www.nvssa.org. Join our email list and stay up to date with current self storage happenings in Nevada. Like us on Facebook and stay current on social media. NVSSA membership is very reasonable and a great tool for your facility. We offer standard industry forms, educational sessions at no cost, legislative watch and free legal information.

NVSSA strives to develop programs and networking events to suit your needs. We also welcome members to further participate by joining a committee. Send us your questions and concerns as we are happy to address them. Let us know what topics are of interest to you. Call Valerie at 702-952-2455 if you want to talk about how you can benefit by joining NVSSA. You may also submit your suggestions via email to: Valerie@amnevada.com.

New Jersey

NJSSA.ORG

Register today for the New Jersey Self Storage Association Annual Meeting, taking place at the Crowne Plaza in Monroe on April 14. Please see the NJSSA website for details about meeting and to register.

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. Your input is always appreciated.

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.

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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, 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

eTEST.NET

Please visit www.njssa.org to print out a membership application.

New Mexico

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*, access to healthcare, and much more. For more information on how to join NMSSA, please visit our website at www.newmexicossa.org

North Carolina

NCSSAONLINE.ORG

The NCSSA is requesting a call to action to obtain new members.

NCSSA requests that you invite your friends, associates or friendly competitors in the self storage industry to join the NCSSA. Growing our membership will make the association's voice that much louder.

The NCSSA attorney-approved lease has also been recently updated and webinars are free for members.

Join the team: During the past few years, many companies and individuals donated funds to support our legislative initiative. Every gift is important and no gift is too small. If everyone will contribute, we will be able to maintain the crucial services from our public affairs firm, McGuireWoods Consulting to help us make time- and cost-saving changes to the lien law.

Make a difference and contribute!

Watch for future updates regarding the 2015 NCSSA Annual Convention.

If you are a self storage owner or operator in North Carolina and have not yet joined the NCSSA, we

encourage you to do so. It is essential for operators to stay informed of the many changes and laws affecting, or that have the chance to affect, our business industry. Membership in this organization can make a difference! Make your voice heard. Please email info@ncssaonline.org for more information.

North Dakota

NORTHDAKOTASSA.COM

Happy New Year from the North Dakota Self Storage Association!

NDSSA has set its annual conference date for April 21-22. Our conference will be held at the Baymont Inn & Suites in Mandan (formerly Best Western Seven Seas).

We are very fortunate to have Bob Copper as our keynote speaker at our conference this year. Self Storage 101 is a full-service self storage management solutions firm with offices in Alabama, Florida and California. They have managed, owned and

NORTH DAKOTA SELF STORAGE ASSOCIATION

Conference & Trade Show April 21-22, 2015

Baymont Inn & Suites
(formerly Best Western Seven Seas)
Mandan, North Dakota

Keynote Speaker: Bob Copper, Self Storage 101

Member and Sponsor/Vendor Registration
northdakotassa.com

consulted with hundreds of owners and have collectively written for *Inside Self Storage*, *Mini Messenger*, *SSA Globe*, and other publications on the topics of store effectiveness.

NDSSA is looking for members to become active in the self storage community. Our membership gives you many benefits that are hard to find on your own. Membership to NDSSA gets you 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 ND lien manual (proper step-by-step process to serve a lien legally). Other benefits include Associate Membership in the SSA, annual conference where we discuss North Dakota issues that affect owners/managers, and access to vendors in our industry.

All members are invited with a guest to attend our annual conference. This is a great opportunity to find out what is going on in the North Dakota self storage industry and have the opportunity to learn from a national speaker on how to run your storage business the proper way.

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

Sign up now for our April 21-22 annual conference at northdakotassa.com.

Ohio

OHIOSSA.ORG

Mark your calendar for the Ohio Self Storage Association Annual Meeting, taking place at the Embassy Suites in Columbus on May 19. Please see the OHSSA website for details about meeting and to register.

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

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 to print out a membership application.

Oklahoma

OKSSA.ORG

If you are not yet a member of the Oklahoma Self Storage Association, we invite you to check us out at 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 or call Jim Smith at 918-633-1572.

Oregon

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 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 submit your article to the Oregon SSA at ORSSAexecdir@selfstorage.org. Articles are always appreciated.

Pennsylvania

PASELFSTORAGE.ORG

For information about PASSA, please contact Kimberly Cossar at 717-441-6044 or kimberlycossar@wanner-assoc.com.

South Carolina

SCSELFSTORAGE.ORG

South Carolina has a new lien law and a new tenant insurance law. We did it! South Carolina self storage profes-

sionals 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 the highlights of changes that were passed into law in 2014:

Removed the requirement of delivery by certified mail, return receipt required to First Class mail with certificate of mailing, certified mail, or electronic mail.

Added a provision stating that 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.

Added a provision that 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.

Clarified the definition of when default begins at seven days after rent is due.

Removed the requirement of starting a contract on the first of each month, as many current facilities operate on anniversary dates.

Come out and learn. Please email us at Info@SCSelfStorage.org, call 803.814.4000 and visit SCSelfStorage.org.

Our next quarterly educational seminar was February 19 in Charleston, 11am-1 pm. We discussed 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 at Info@SCSelfStorage.org, phone at 803.814.4000, and visit our brand new and informative website

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at SCSelfStorage.org. Membership is easy and the benefits are great.

Save the dates:

April 23, Aiken, 11am-3pm

July 23, Greenville, 11am-1pm

October 22, Columbia, time TBD

Details: scselfstorage.org/events

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

Tennessee

TNSSA.NET

What a way to start a New Year! Our first quarter luncheon in Chattanooga has kicked us off to a strong 2015. TNSSA is shaking things up this year with new venues for our events and fresh ideas for speakers. These new ideas are all thanks to the feedback that we have received from you. The event surveys have had a great response and, rest assured, your voices are being heard. Every

comment and suggestion is being carefully considered.

A shout of thanks goes out to our vendor sponsors for the luncheon in February that was held at The Chattanooga ChooChoo. Financial support from Express Building Systems, Global Roofing Company and iBid4Storage.com helped make this luncheon a success. In addition to a great time of networking and lunch, we were able to learn about "Marketing for a Web Presence" from Mark Shirey of ezwebselfstorage.com. We all know that having a web presence is important, but learning how to market that web presence in a way that fits your budget is truly valuable. We are looking forward to hearing more from Mark this year. Stay tuned for info about upcoming webinars.

One of our favorite parts of the first quarter luncheon was the announcement of our 2014 TNSSA Manager of the Year Award Winner. A huge

congratulations to Donna Porter of Storage Solutions in Columbia. Managing a facility is never an easy job. By caring for the business as if it were her own, Donna has managed challenging tasks, spearheaded new projects, increased occupancy and revenue and has earned the respect and trust of the owner in a very short time. Congrats, Donna, for a job well done.

More roundtable discussions are coming your way in May. Start making plans now to join us in Knoxville on May 19 for the second quarter luncheon. We are excited to be meeting at The Foundry on the Fairside. Visit www.tnssa.net for more details about the event. Remember, early registration with pre-payment will earn you a discounted price for this event.

Looking for free exposure for you and your company? Consider writing an article for our newsletter. Each quarter, TNSSA publishes a newsletter that is emailed to more than 500 contacts and association members and is posted on our homepage. If you are interested in contributing articles or advertising in our quarterly newsletter, please contact Melissa Roberts at info@tnssa.net.

For more information about the Tennessee Self Storage Association, please visit us at www.tnssa.net or contact Josh Lynn, president at JoshL@storplace.com or Melissa Roberts at info@tnssa.net.

Utah

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. Your input is always appreciated.

Looking for more information in the UTSSA? Our website, www.ssautah.org, provides Utah owner/operators and managers with the latest infor-

TENNESSEE
SELF STORAGE ASSOCIATION

Congratulates
Donna Porter
of Storage Solutions
in Columbia, TN

In recognition of the distinctive achievement awarded as
2014 TNSSA
Manager of the Year

mation on all the happenings with the Utah Self Storage Association.

Vermont

SSAVT.ORG

Not yet a member of the VTSSA? We would like you to become a member. 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.ssavt.org to print out a membership application.

Virginia

VIRGINIASSA.ORG

Register today for the Virginia Self Storage Association Annual Meeting, taking place in during the SSA Spring Conference at the Gaylord, National Harbor on March 13. Please see the VASSA website for details about meeting and to register.

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 to apply.

For more information on the Virginia Self Storage Association, please visit www.virginiassa.org or contact Nichelle Nassif 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 wa-ssa.org. It's a great, low-cost investment for your business.

Wisconsin

WISELFFSTORAGE.ORG

The Wisconsin Self Storage Association will hold its annual Northwoods Symposium at the Jefferson Street Inn in Wausau on Wednesday, February 11. This year's featured speaker will be Jeffrey Greenberger, on "Hot Topics to Protect Your Self-Storage Business." Watch wiselfstorage.org for complete details.

Membership in the Wisconsin Self Storage Association includes listing your facility on the association website, an informative members-only section on the website, a discount on property insurance, a comprehensive lease designed for self storage in Wisconsin, and much more. Visit our website or contact our office at 262.786.3960 for more information about membership.

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长,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

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; selfstorageasia.org.

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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

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

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 two million

people, such as Salvador, Fortaleza and Curitiba, also offer significant growth potential. Contact: 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 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. Visite: 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. Visit: amdaac.com.mx. ❖



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