

Around self storage

NH SSA Elects New Board Members, Officers

The New Hampshire Self Storage Association recently elected two new board members at the December general meeting in Gilford: Katie Russell, manager of Budget Self Storage in Brentwood; and Elizabeth Comeau, regional manager for Optivest Properties LLC.

Rhonda Hallett-Pope, owner of Somersworth Storage LLC, and Connie Neville of Sperry Van Ness, were re-elected to the board. At the January meeting, Comeau was elected as secretary and Rhonda Hallett-Pope as treasurer. Jamie Breen, of Storage Station in Concord, was re-elected president and Joe Mendola, senior VP of The Norwood Group in Bedford, retained his position as vice president.

"It could be said that there has been a bit of a shake-up on the board of directors," said Comeau. "New folks are in position to bring new ideas to the table that will modernize and expand what the association offers to our members."

DBCI Names Mark Rupert Project Manager



Mark Rupert

DBCI has announced a new project manager position that will oversee all active self storage projects. The role will report to the inside sales and estimating manager and will be responsible for managing each project to completion.

Eight-year DBCI veteran Mark Rupert has accepted the new position and will assume duties immediately. Rupert has spent the previous two years in DBCI's estimating department.

"As self storage continues to grow, it means more customers will depend on superior service and efficiency," said Bray Allen, DBCI inside sales and marketing manager. "Mark is an ideal fit. He has a superb understanding of what goes into self storage projects and is great at managing multiple responsibilities."

Metro Storage to Convert Retail Store

Metro Storage LLC recently announced the acquisition of a former electronics retail store in Springfield, New Jersey, a suburb of New York City, for conversion to a state-of-the-art Metro Self Storage facility.

The property will be converted to 85,000 rentable square feet of climate-controlled self storage. The conversion will consist of raising the roof on one section of the building to add a second story; creating a two-floor mezzanine in another section of the building; and converting the remaining portion of the building into single story climate-controlled self storage. When completed, the converted property will contain 900 interior climate-controlled storage units.

"The Springfield, New Jersey, site will be the sixth Metro store in the New York/New Jersey market," said Matthew Nagel, chairman of Metro Storage LLC. "We're looking forward to expanding our brand in that area."

This facility will be one of the newer self storage facilities constructed in the area during the past ten years, and is scheduled to open in the fourth quarter of 2015. Highlights of the property include: state-of-the-art security, two sets of elevators, four drive-in loading bays, and a large contemporary business office.

Janus International Hires Bagley as VP



Terry Bagley

Janus International Group LLC, a manufacturer of steel roll-up doors and building components designed for the self storage, industrial and commercial door dealer markets, hired Terry Bagley as vice president of business development.

Bagley has been involved in the self storage industry for 14 years in various capacities. Previously, he was president & CEO of Centershift Inc., an innovative and leading rental management and point-of-sale software solution to the self storage industry. He also set the strategy and led the successful acquisition of Hi-Tech Smart Systems RentPlus management software and customer base in 2011.

He currently serves on the national Self Storage Association (SSA) board of directors and is co-chair of the Utah Technology Council (UTC) Public Policy Committee. Previously, he served on the board of Centershift Inc. (2005-2013), and the Utah Self Storage Association board of directors (2007-2010). In 2012, he was appointed to a two-year term on the Utah State Board of Education Nominating & Selection Committee by the governor of Utah.

Bagley earned a bachelors degree in accounting from Brigham Young University as well as an MBA from San Jose State University. He has also attended post graduate training courses in various business-related subjects, including executive education courses from The Wharton School of the University of Pennsylvania. He resides in Salt Lake City, Utah, with his wife and family.

See Around, page 84

Compass Self Storage Opens Texas Facility



Compass Self Storage, a member of the Amsdell family of companies, announced the opening of their newest property located at 4330 S. State Hwy 360 in Grand Prairie, Texas. The mixed-use property offers more than 82,000 net rentable square feet of self storage space and an additional 9,800 square feet of storefront retail space. The property is operated by Compass Self Storage, LLC.

The opening of this self storage center marked the third newly-constructed self storage property that Compass developed and opened in 2014. Compass Self Storage also acquired nine other self storage centers from various operators located throughout Florida, Georgia, Michigan, New Jersey, Ohio and Rhode Island. The company plans to continue growth in 2015 with the acquisition and development of quality self storage properties in select markets.

The Grand Prairie self storage center offers full-service, drive-up access, climate-controlled units, digital surveillance, electronic access, online payments and a full line of moving and packing supplies. The self storage center will also offer truck rental.

“We are thrilled to open the doors on this new state-of-the-art self storage and retail center to serve the moving and storage needs of this growing community,” said President Todd Amsdell. “We are committed to providing an exceptional product and top-notch service to our new customers in the area.”

SAM Properties Adopt Local Families

Storage Asset Management, Inc. (SAM) announced that their managed facilities each adopted local community members in need during this holiday season. During the months of November and December, SAM’s 42 managed properties collected items for those in need identified by organizations such as United Way, Salvation Army, Boys & Girls Clubs, as well as local charities.

The property managers for each facility worked with each respective local organization to “adopt” a family or children in their community, obtaining a gift wish list from them. Each facility then kicked off the initiative by hosting an open house where the community and tenants could learn about the family in need. The gift wish lists were posted around the facilities and in their e-newsletters and social media as well. ❖

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