



## Alabama

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

Greetings from all of us on the board of directors of the Alabama Self Storage Association. As spring is in its early budding stages, we trust that your business is benefiting from the awakening of activity in the self storage industry in the great state of Alabama.

As our economy continues to emerge more confident, the Alabama Self Storage Association stands firm in supporting your growth and optimism. We look forward to meeting with you May 28 for our annual spring luncheon in Mobile. The event is a very affordable \$35 for members and \$50 for non-members. You can register online at [alabamassa.org](http://alabamassa.org). We will return to the offices of Thames Batre Insurance located at 2065 Old Shell Road in Mobile. We anticipate an informative session as we hear from an agent from the FBI Mobile Field Office on crime and terrorism awareness. We will also hear from a local attorney on lawsuit prevention. We would like to thank Express Building Systems and [ibid4storage.com](http://ibid4storage.com) for sponsoring the event.

Our lien law bill continues to work its way through the legislature. We will continue to email updates and calls to action. We still need your financial support to help make this happen. Please consider donating today. We encourage you to donate the amount of your last auction advertising bill. If our bill is passed in its present form these measures will save you 50 percent of your advertising cost. We welcome any amount, as every donation helps. You can donate online at [alabamassa.org](http://alabamassa.org) or you can mail a check to our treasurer's attention at 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](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 [alabamassa.org](http://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)

The show is on! AZSA's Conference and Trade Show, May 4-6, is the largest state show in the West this spring. Last year it attracted more than 385 members of the self storage community from Arizona and all over the Southwest. This year, we hope it will attract you! Register at [azself-storage.org](http://azself-storage.org).

The 17th Annual Arizona Self-Storage Conference, Trade Show & Golf Tournament will be at the Wild Horse Pass Hotel & Casino in Chandler. AZSA could not put on a show like this without generous sponsorships from our members, particularly our Title Sponsor, Deans & Homer; Promotional Sponsor, Mini-Storage Messenger, and Major Sponsors Baja Construction Inc., MiniCo Insurance Agency, StoreLocal, and U-Haul Self Storage Affiliate Network.

The speaker line-up is fabulous. The exhibitors are top notch. And did I mention the golf? What a day we'll have on the beautiful course at Whirlwind Golf Club, where not a house, roll-up door, or foreclosed unit is to be seen! The golf tourney is the afternoon of May 4 at Wild Horse Pass.

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Alabama  
Arizona  
Arkansas  
California  
Colorado  
Connecticut  
Florida  
Georgia  
Idaho  
Illinois  
Indiana  
Kansas  
Kentucky  
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SSA of Australasia  
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Canadian SSA  
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Self Storage Associations  
Japan SSA  
Rental Storage Assoc. of Japan  
Latin America SSA  
Mexico SSA

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This is Napa Valley fun, so don't let another year go by without joining us.

At the conference, keynote speaker Kit Yarrow will help you decide why, when, and how people shop and buy today. With leading edge research and specific applicability to our industry, Kit will use case studies to demonstrate important strategic adjustments you need to make to compete in today's market.

The Hat Lady Anne Ballard will give a meaty session on the nitty gritty of operating an outstanding self storage business. Be sure to get your copy of her book on the trade show floor—it is our gift to each attendee.

From his vantage point at the helm of StorQuest, Bill Hobin will share his insight on the state of the industry. President and CEO of The William Warren Group, Bill is a hands-on entrepreneur, involved in development, acquisition, and management of self storage for many years.

Back by popular demand are economist Jim Rounds of Elliott D. Pollack & Company, and attorney Richard Marmor, chair of AZSA's Legal & Legislative Committee. According to AZSA members who heard him in 2013, Jim's analysis of the economy alone is worth the price of admission. Richard Marmor's expertise in self storage law is well known. He authored our successful lien modernization legislation—first achieved in Arizona and subsequently pursued all around the country.

New to AZSA's conference stage are Neal Gussis, CCM Commercial Mortgage, and Tron Jordheim, PhoneSmart. Neal has sourced well in excess of \$3 billion in financing as a direct lender and mortgage broker, and he will read the tea leaves of today's financing as it applies to the self storage industry. Tron Jordheim is well known as a speaker at conferences across the country. Attendees are in for a treat as he explains what he means by "Tradigital Marketing," which is the title of his presentation.

We're shaking things up this year over lunch with a public head shaving. That's right! A public head shaving presided over by Tim Kenny, co-founder and chairman of Aran Insurance Services Group, owner of MiniCo, and co-founder of the St. Baldrick's Foundation. AZSA President Travis Morrow will be his victim—I mean volunteer—in the effort to raise funds to fight children's cancers, which is St. Baldrick's mission.

We'll have dozens of exhibitors showing their wares: the latest and greatest goods and services to help you achieve your business goals, regardless of the size of your self storage operation. Join us for the Tuesday evening reception and after lunch on Wednesday on the trade show floor. And all participants are invited to the kick-off reception at the golf tournament on Monday!

We can always make room for a few more sponsors and might even be able to squeeze in another exhibitor. The sponsorship and exhibit kit is available at [azselfstorage.org](http://azselfstorage.org), or contact AZSA Executive Director Anne Mari DeCoster at [azsahq@gmail.com](mailto:azsahq@gmail.com) or 602-374-7184.

## Arkansas

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

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)

The CSSA returns to beautiful Napa for our third annual West Coast Self Storage Owners Conference. Our event is being held May 13–15 at The Westin Verasa in downtown Napa. In addition to terrific networking opportunities with industry operators and vendors, this year's program will focus on how to be prepared for

natural disasters and other emergency situations. As always the conference will offer critical information on California employment law, marketing trends and much, much more. Registration is open at [californiaselfstorage.org](http://californiaselfstorage.org). Register for the conference and book your hotel room early—we expect both to sell out fast.

Save the date! Our 11th Annual Self Storage Owners Summit returns to The Balboa Bay Resort in Newport Beach on July 23. This event always offers attendees exciting and compelling keynote speakers followed by panel discussions on the latest capital markets news, current market transactions and development insights by our industry leaders. Event registration opens soon. Contact the CSSA for more information.

Do you like the river? We do. Mark your calendars now and join the AZSA, CSSA and the NVSSA for our second annual tri-state meeting in Laughlin, Nevada, October 15–16 at The Golden Nugget. This event provides area owners and operators with the latest legal information, operating trends and sales techniques every self storage owner or manager should know. Want to learn more about this event? Contact CSSA Executive Director Erin King for details 909-912-1962.

Our website calendar is constantly updated; please check our website and join us at an upcoming event. We offer networking events, coffee meetings and manager education classes. We hope to see you soon!

## Colorado

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

It's not too late to sign up for the spring membership meeting and trade show set for Wednesday, May 13. The event will take place at the Inverness Conference Center in Englewood.

Member registration: \$45; additional attendees from same company: \$40.

Non-member registration: \$65; additional attendees from same company: \$55.

For more information about the meeting/trade show or to register, visit [coloradossa.com](http://coloradossa.com).

Mark your calendar for our fall meeting which will take place at the Doubletree Hotel, 3203 Quebec Street, Denver on Friday, October 16. More details to come.

The “Big Easy” package, an up-to-date Colorado lease and 15 operational forms, is available. The package cost is \$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. See the website for more information or to order.

Become an active supporter of your industry's association and join COSSA today. Membership application is available online, or contact Maggie at 303-350-0070 or email [cosssa@q.com](mailto:cosssa@q.com).

## Connecticut

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

The Connecticut Self Storage Association (CTSSA) hosted a joint legal update on April 28 at the Publick House in Sturbridge, Massachusetts. Our speaker was self storage legal guru Jeffrey Greenberger, J.D. It was a smashing success.

The joint Northeast Self Storage Tradeshow is being held at Pequot Towers, Foxwoods. This is one of Connecticut's destination casinos and resorts. Save the dates! October 7 is our opening reception and October 8 is the trade show and education sessions.

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](http://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](mailto:lbolduc@ctssa.org).

## Florida

[FLORIDASSA.ORG](http://floridassa.org)

The Florida Self Storage Association (FSSA) is hosting its annual conference and expo May 13–15 at the Embassy Suites Orlando – Lake Buena Vista South. Expect to be wowed! Registration is open at [FloridaSSA.org](http://FloridaSSA.org).

Also on our calendar for 2015 are six training webinars. The website is constantly being updated as dates and registration opens, so check often for the latest at [FloridaSSA.org](http://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.

FSSA is also hosting four regional meetings on lien sales. Panama City was held in March, Jacksonville is scheduled for June 16, greater Miami is being planned for the third quarter, and Tampa for the fourth quarter. Watch your email or check the website for details: [FloridaSSA.org](http://FloridaSSA.org)

A strong membership results in a more commanding presence with legislators. If you aren't a member,

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# Self Storage

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call (703) 575-8000



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, call us at (863) 884-7204, or email [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.

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

Join us at the Doubletree Magnificent Mile in downtown Chicago for the 2015 Great Lakes Summit on

June 2! Our keynote speaker will be Joe Shoen, CEO of U-Haul International. In addition, Mike Burnam of TKG StorageMart Partners L.P. is in the line-up to give a state of the self storage industry presentation. With a room full of exhibitors offering the latest in products and services that self storage owners need, along with more sessions on capital markets and economic insights, this is a can't-miss event. Visit [ilselfstorage.org](http://ilselfstorage.org) to register and for more details.

If you're not yet a member, you can join on the site or email [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**

The Indiana Self Storage Association Annual Meeting last month was a great success. Thank you to all those who attended. Jay Allardt from Community Self Storage presented some of the pressing property tax issues affecting self storage in Indiana. Our guest from Advantage Self Storage, Jeffrey Kinder delivered a session discussing how to efficiently manage your revenue stream. Lastly, Jeffrey Greenberger, from Katz Greenberger & Norton LLP, revealed what exactly self storage operators in Indiana need to know about the new Indiana lien law.

If you would like to hear more about the meeting, have comments on what might have been left out, or want to help determine what will be in next year's meeting, become a member today. Please contact Nichelle Nassif by email at [INSSAexecdir@self-storage.org](mailto:INSSAexecdir@self-storage.org) or visit [ssaindiana.org](http://ssaindiana.org) to register today. Membership awaits!

## Kansas

**KSSOA.ORG**

We're excited about the growth of our association and expect it to continue. We are now planning our spring luncheon at Deer Creek Golf Club on May 20. The board is seeking input and the agenda includes Stan Masters legal overview, roundtables, property valuations by Linda Terrill with Property Tax Law Group, and "Own the Phone" by Barry Finder with Sparefoot. If you have issues to discuss, now is the time to contact Larry Goldman, KSSOA president, or Shawn Herrick at 785.286.1110.

Visit [kssoa.org](http://kssoa.org) for updated information as it becomes available. 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.

For new members, please visit the website at [KSSOA.org](http://KSSOA.org) or call Shawn Herrick at 785.286.1110. Our current contact information is KSSOA, 7321 NW Rochester Road, Topeka, Kansas 66617; phone: 785.286.1110.

## Kentucky

**KYSSA.ORG**

The Kentucky Self Storage Association Annual Meeting takes place at the Hilton Cincinnati Airport on May 20. Topics to be discussed during the meeting include: state of the industry, status of Kentucky tenant insurance and lien law issues, a legal update and more! There will be great networking opportunities throughout the meeting. Please see the KYSSA website for the latest agenda and register immediately before time runs out.

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

A real, positive change is happening in our industry as more and more companies are placing a greater emphasis on hiring better quality managers to run their facilities. With the rise in multi-location companies, many owners are also realizing it is no longer enough to find managers that can adequately run a single location; they must now also be able to get along with team members from other stores and adopt the company culture envisioned by the owner. Labor costs are always an area we look to minimize where possible. But manager compensation should always be balanced with knowing that a storage unit is a storage unit, and it is how a potential or current tenant is treated in the front office

that makes the difference in the business's ability to achieve and maintain good occupancy. Now may be a good time to revisit how your managers are compensated, and see if adjustments in salary and bonuses are warranted.

The executive board has been making contact with representatives across the state in an effort to stop sales tax from being added on to our monthly storage rents. Please take the time to call or visit your representative and tell them how unfair this approach to raising revenue is. No other sector of the real estate market is being targeted for taxation, and laws already on the books state that self storage is not warehousing, and therefore not subject to being a taxable service.

If our association can be of help, please do not hesitate to call Executive Director Wanda Cox at 225-774-2117. Wanda is committed to serving our members, and does a remarkable job handling the day-to-day work of the SSALA.

## Maine

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

The Maine Self Storage Association's annual conference, April 16–17 at Hollywood Casino, was a smash hit. Nationally renowned industry attorney Scott Zucker, the featured speaker, advised attendees on state-specific legal issues, the lien law and process, and how to reduce their liability in all things storage related. Scott gave an informative yet entertaining presentation and kept guests engrossed. Speaker Glenn Walton presented on how to engage customers and provide superior customer service in a fascinating discourse that had attendees on the edges of their seats. Several vendors spoke, including Bader Company, Flexospan, Sperry Van Ness / CM Neville & Associates, Storage Auction Solutions, Syrasoft and U-Haul. This was an incredible value to members, as MeSSA was able to continue to offer free conference registration to the first attendee from each member

facility. No need to kick yourself if you missed this event—just make sure you register for 2016's event.

MeSSA's next meeting is tentatively scheduled for June 8, when we will have SSA's newly appointed COO joining us to speak about the state of the industry and legislative changes. You may register for this event at [mainessa.com](http://mainessa.com).

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](http://SSAMARYLAND.ORG)

Members of the Maryland Self Storage Association, please be on the lookout for information on our annual meeting scheduled for the fall. Details and information will be posted at [ssamaryland.org](http://ssamaryland.org) on the coming events page.

If you're not already a member of the Maryland Self Storage Association, you're missing out! Benefits include a subscription to *SSA Globe*, the Maryland SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information.

## Massachusetts

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

The Massachusetts Self Storage Association (MASSA) hosted a joint legal update with CTSSA on April 28 at the Publick House in Sturbridge. Our

speaker was self storage legal guru Jeffrey Greenberger, J.D., and it was a smashing success. This program replaced the previously advertised Developers Seminar.

The joint Northeast Self Storage Tradeshow is being held at Pequot Towers, Foxwoods, one of Connecticut's premier casino and resort destinations. Save the dates: October 7 is our opening reception and October 8 is trade show and education sessions.

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](http://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 354146;

617.600.4481; 860.228.1337 fax; or email [lbolduc@maselfstorage.org](mailto:lbolduc@maselfstorage.org).

## Michigan

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

Summer is finally here and your SSAM office is excited about the June 8 HARVEST Golf Tournament. The HARVEST Education Foundation is a non-profit created by the Michigan Manufactured Housing, Recreation Vehicle and Campground Association in 1991 that now includes the Self Storage Association of Michigan. HARVEST grants scholarships to persons who would like to pursue

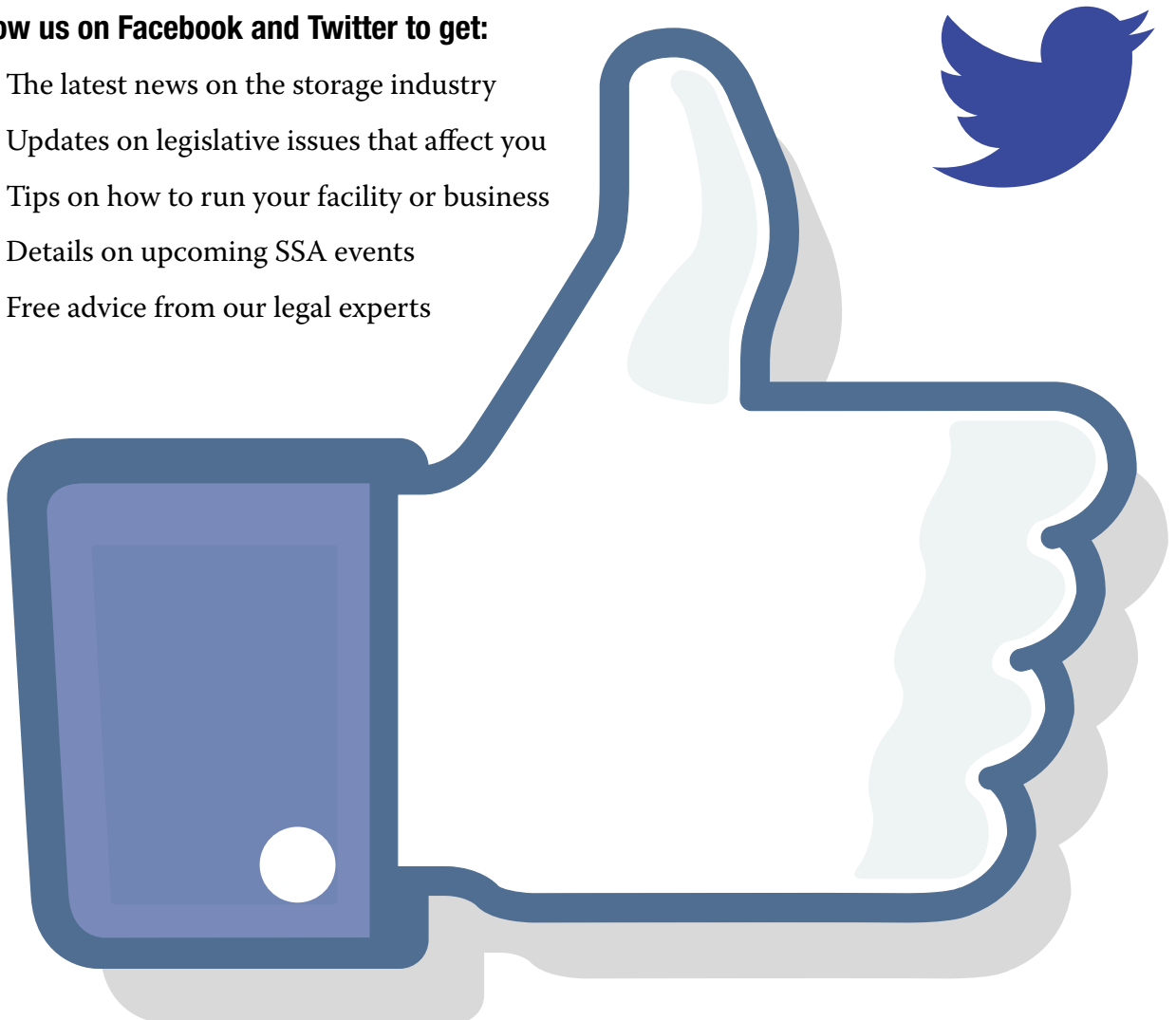
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# Stay Connected With the SSA!

## Follow us on Facebook and Twitter to get:

- The latest news on the storage industry
- Updates on legislative issues that affect you
- Tips on how to run your facility or business
- Details on upcoming SSA events
- Free advice from our legal experts



a career in the self storage industry. For more information about the golf tournament and scholarship opportunities visit [selfstoragemichigan.org](http://selfstoragemichigan.org).

New events and important industry information can be found at [selfstoragemichigan.org](http://selfstoragemichigan.org) and in the *Industry Insights* e-newsletter. As a member benefit, SSAM members receive our e-newsletter, *SSAM Industry Insights*. If you're a member and have not been receiving it, please contact the association office and let us know.

If you're not 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 the answers you need. For membership information, please call (888) 308-7726, or visit [selfstoragemichigan.org](http://selfstoragemichigan.org).

## Minnesota

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

The Minnesota Self Storage Association Annual Meeting last month was a splendid success. Our guest speaker, Melissa Stiles, revealed how to balance your self storage marketing with the right blend of digital and traditional tactics. Scott Zucker, one of the authors of the *Minnesota Annotated Lien Law Booklet*, explained exactly what owners/managers need to know about the new Minnesota lien law. We would like to give a special thanks to all those vendors who exhibited as well as attendees who participated in the annual meeting.

Would you like access to great membership benefits? Want to become more involved in your industry? The MNSSA is looking for members to become active in the self storage community. For membership information and benefits, please contact Nichelle Nassif via email at [MNSSAexecdir@selfstorage.org](mailto:MNSSAexecdir@selfstorage.org).

## Mississippi

[MSSSOA.ORG](http://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](http://msssoa.org) for details, or email us at [msssoasn@gmail.com](mailto:msssoasn@gmail.com).

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

Thank you for your continued support.

## Missouri

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

Be a part of the line-up. It is a whole new ballgame in Cardinal Nation!

That is our theme this year for the Missouri Conference and Trade Show. Meet us in St. Louie for the Annual Missouri Self 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, but also a new show schedule.

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

Exhibitors and sponsors, come promote your business! What a great opportunity. We are seeking sponsors and exhibitors to participate. Register today to take advantage of the advertising opportunities. You won't want to miss the new venue and the new show schedule.

New membership benefit for 2015: MSSOA has partnered with Office Depot to bring our members discounts when you purchase supplies. Check out the website for details.

Visit [mssoa.org](http://mssoa.org) today. You can join MSSOA, renew membership, order model rental agreements (MRA's) and view membership lists of owners as well as vendors. Also, please "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](http://NVSSA.ORG)

Nevada Self Storage Association would like to extend thanks to those of you who were in attendance and participated in the Inside Self Storage World Expo! We had a great time networking with you at the booth and your support made our educational session on self storage technology a great success.

We continually strive to develop programs and networking events to suit your needs. Our goal is to provide you with relevant and up-to-date information in this constantly changing industry. Our president, Greg Welsh, is diligently working to create more opportunities to support and participate in the Nevada Self Storage Association and we look forward to working more closely with our members to bring you more exposure.

There has never been a better time to join NVSSA. Membership with NVSSA is unbelievably affordable and a great value for self storage owner/operators. Membership includes



educational sessions at no cost, free legal information and free standard industry forms. Visit us at [nvssa.org](http://nvssa.org) and explore our new website that was designed to better suit members' needs. Our fabulous online directory offers owner/operators access to a variety of vendors with just a few clicks of the mouse. Members are able to login and customize their profiles to best suit their needs. One of our most valuable membership benefits is affiliation with the national SSA at no additional cost. Join our email list and stay up-to-date with self storage happenings in Nevada. Like us on Facebook and stay current with us on social media.

NVSSA worked closely with the attorney who developed current lien laws in Nevada to produce a proprietary document fully compliant with Nevada lien laws. We offer the lease in a variety of formats to suit your facility's needs, from generic printed, to the software compatible electronic version and custom printing. We offer customization to be consistent with your brand. Call Valerie and see which option is right for you.

We encourage members to participate in the association by joining a committee. We are happy to address any questions or concerns that you may have. Fill us in on 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](mailto:Valerie@amnevada.com).

## New Hampshire

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

The NHSSA held its first general meeting of the year at the end of March with a new format and a great turnout. The speaker's panel was comprised of the board members, several of which have been recently elected or newly elected as officers. The "open dialogue format" gave members a chance to speak about their needs and address them directly to the board. The board reiterated its

commitment to a new and improved experience and increasing benefits to facility and vendor members, along with an interactive new website by summer. The summer meeting in July is highly anticipated. Details can be found at [nhssa.net](http://nhssa.net).

## New Jersey

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

Thank you to those who attended the New Jersey Self Storage Association Annual Meeting last month. The meeting was a great success with the support of such wonderful vendors and active attendees. A special thanks to both of our guest speakers, Jeffrey Kinder and Scott Zucker.

Do you have something that you wished had been included in the meeting last month? If so, please send us your thoughts at [NJSSAexecdir@selfstorage.org](mailto:NJSSAexecdir@selfstorage.org). Your input is always welcome.

Not 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. Benefits include a subscription to *SSA Globe*, the New Jersey 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. Please visit [njssa.org](http://njssa.org) for a membership application.

## New Mexico

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

We are working hard on modernizing the New Mexico lien law. Please check [newmexicossa.org](http://newmexicossa.org) periodically for updates on the law.

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 becoming a member of NMSSA, please visit [newmexicossa.org](http://newmexicossa.org).

## North Carolina

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

Save the date for the North Carolina Self Storage Association Annual Convention & Tradeshow, November 15-17 at the Omni Hotel in Charlotte. NCSSA is very excited to be moving to Charlotte for this event. We have outgrown the Holiday Inn Resort in Wrightsville Beach (by selling out our 2014 convention with 200 attendees) and we've listened to our survey results and chosen a venue in Charlotte.

Also coming up is the first of our two annual seminars. The seminar will be held this month at the Peninsula Yacht Club in Cornelius. We'll have an amazing panel that will be sure to educate attendees about how to manage and/or operate a self storage facility.

We will also begin our two-part webinar series entitled "Back to the Basics" in June 2015. Watch for more news regarding this informative series.

Feel free to contact the NCSSA if you have any speaker ideas or topics for seminars or webinars. We love suggestions.

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. Please email [info@ncssaonline.org](mailto:info@ncssaonline.org) for more information.

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## 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 [northdakotassa.com](http://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.

## Ohio

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

The Ohio Self Storage Association Annual Meeting is just a few weeks away, taking place at the Embassy Suites in Columbus on May 19. The meeting will cover several important Ohio legislative updates, a state of

the industry update, an Ohio tenant insurance overview, and an additional session focused on the day to day difficulties of operation. Visit [ohiossa.org](http://ohiossa.org) for the latest agenda. Time is running out...so do not forget to register now!

We would like you to become a member of the Self Storage Association of Ohio. Membership in OHSSA is available to any owner/operator with a facility in Ohio or any vendor by paying the requisite dues. Please visit [ohiossa.org](http://ohiossa.org) for 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 [okssa.org](http://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)

The Oregon Self Storage Association Annual Meeting has finally arrived! It will be on Wednesday, May 6 at the Salem Convention Center. The meeting will include a state of the industry update, an Oregon legal update and Q&A session with our SSA legal counsel, and more! Please visit [orssa.org](http://orssa.org) for the latest agenda.

Do you know of a particularly important issue facing self storage owners/managers in Oregon? Have you experienced a situation at your facility that you believe others need to hear for themselves in order to best prepare for it? Please send along your stories to [ORSSAexecdir@self-storage.org](mailto:ORSSAexecdir@self-storage.org) so we can share them in our newsletter!

## Pennsylvania

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

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 email [Info@SCSelfStorage.org](mailto:Info@SCSelfStorage.org), call 803.814.4000, or visit our brand new and informative website at [SCSelfStorage.org](http://SCSelfStorage.org). Membership is easy and the benefits are great.

Save the dates: July 23, Greenville, 11am-1pm and October 22, Columbia, time TBD. Details: [scself-storage.org/events](http://scself-storage.org/events) Attendance is free and the food is great, but an RSVP is handy.

## Tennessee

[TNSSA.NET](http://TNSSA.NET)

After a record attendance at the first quarter luncheon in Chattanooga, we are very excited to be hosting our second quarter luncheon later this month! We hope you will join us in Knoxville on May 19 for our roundtable discussions. We are excited to be meeting at The Foundry on the Fairsite. We have topics ranging from auditing your facility to solar energy and parking taxes and credit card processing updates. With six roundtable discussions planned, you are sure to find exactly what you are looking for. Remember, early registration with pre-payment will earn you a discounted price for this event. Visit [tnssa.net](http://tnssa.net) for more details about the event.

Our 7th annual legal seminar with attorney Scott Zucker will be held on Thursday, October 22 at the Embassy Suites in Murfreesboro. Mark your

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# It's here... THE 2013 SELF STORAGE DEMAND STUDY!



The primary purpose of this study is to tell us who uses self storage, how and why, and—most importantly—to **project future demand**.

It will do so by helping us to **understand the current incidence** of usage and how it is tied to area **demographic characteristics**.

It will provide us with another view on **what drives demand**, with insights as to how customers use self storage.

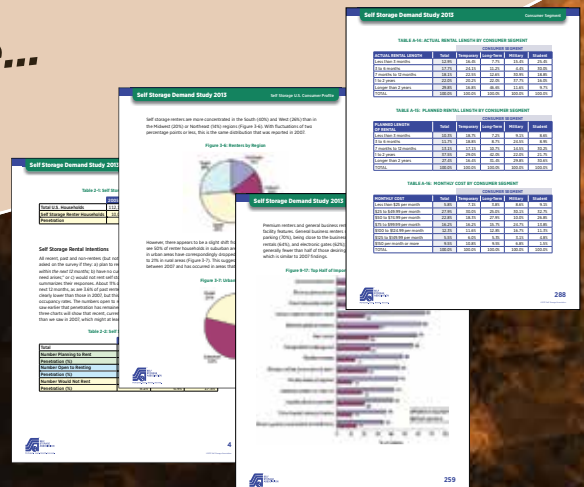
Our goal in undertaking this research project was to develop and organize the **self storage industry's data** and make it available to you.

Those who plan to succeed in this business will **use it** and **benefit from it**.

**Know your customer. Know your numbers.  
Get the data you need to operate...  
effectively and efficiently!**

**345 pages  
407 charts, tables and graphs**

**\$200 direct members  
\$250 affiliate members  
\$350 not-yet members**



**Purchase at  
[www.selfstorage.org](http://www.selfstorage.org)**

calendars for this event today. Pre-registration is already available so take advantage of the early registration discounts. Details about the event will be added to the event page as they become available. We hope to see you there.

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 out to more than 500 contacts and association members and is posted on our homepage. To contribute articles or advertising in our newsletter, please contact Melissa Roberts at info@tnssa.net.

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

## 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 contribution is always appreciated.

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

## Vermont

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

Not yet a member of the VTSSA? We would like you to become one. 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 [ssavt.org](http://ssavt.org) for a membership application.

## Virginia

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

For our Virginia Self Storage Association members, please be on the lookout for information regarding our fall educational seminar at [virginiassa.org](http://virginiassa.org). Details and information will be posted under the coming events page.

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

For information on the Virginia Self Storage Association, visit [virginiassa.org](http://virginiassa.org) or contact Nichelle Nassif at [VASSAexecdir@selfstorage.org](mailto:VASSAexecdir@selfstorage.org).

## Washington

[WA-SSA.ORG](http://WA-SSA.ORG)

Hope you can join us this month. May 8 is the date for WA-SSA's 2015 Conference and Tradeshow, held at the Hilton Seattle Airport & Conference Center (17620 International Blvd, Seattle, WA 98188), the same location we've used for the past five years. We want to make it easy for you.

The theme of this year's conference is "going from good to great." Our keynote presentation will be from Flying Fish Customer Service & Marketing—think Pike Place Market! We might even have salmon for lunch. There will be breakouts on legal, financial and operational topics as well, something for everyone. And you can't miss our wonderful group

of helpful vendors—all the newest and best products on the market for self storage. Come and browse.

Our event is always fun, educational and interesting, as many of you know. You can network with other owners and operators, always a great source of information and help, and meet our seven new board members. Plus we include a gourmet lunch! Go to [wa-ssa.org](http://wa-ssa.org) for more information and to register.

Also, there is new self storage legislation being voted on in Olympia as this article is being written. Come find out the latest at our annual conference on May 8. See you there!

## Wisconsin

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

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](http://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  
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.

## 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

[ASBRASS.COM.BR](http://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 two 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: [amdaac.com.mx](http://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: [amdaac.com.mx](http://amdaac.com.mx) ❖