



Alabama

ALABAMASSA.ORG

Greetings from the board of directors of the Alabama Self Storage Association. As we near Thanksgiving, everyone here at the Alabama Self Storage Association would like to say thank you to all of our members. It is members like you who make an organization such as ours successful. We could not have an association without you, so we want to say thanks. We hope that this Thanksgiving season is a wonderful time of reflection and gratitude for you and your families for all of the blessings that we enjoy.

We had a great turnout last month at our annual fall luncheon in Birmingham. Thanks to all of you who took time out of your schedule to participate in the event. We heard an interesting presentation from local attorney Bill Nolan of Nolan & Stewart. Bill shared with us some tips and pitfalls of estate planning and how to handle the passing of your business from one generation to another or selling altogether. Also, we had a lively panel discussion from some industry experts and insiders on the state of the self storage industry in Alabama. We would like to offer our special thanks to our sponsors, Janus International and

Express Building Systems, for their generosity in sponsoring the event.

Our next event will be our annual winter conference and trade show. We are already hard at work putting together an incredible lineup of speakers and sponsors for the event. We will be sending further information out to you soon. We look forward to seeing you in February.

As we draw closer to the 2015 start of the legislative session, we want to say a special thanks to those of you who have donated to our lobbying fund. We are well on our way to our fund raising goal. However, we still have a ways to go. If you have not donated, please consider doing so today. We are encouraging each facility to donate \$120. That is a mere \$10 a month commitment. We would also encourage you to consider donating the total amount of your last storage auction. We are confident that this is our year with lien law changes. Your donations will pay dividends in savings if our bill is passed. We can't pass it without your financial support.

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 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 via www.alabamassa.org or Brent Fields at 205-685-0244 or brent.fields@docupak.com.

Arizona

AZSELFSTORAGE.COM

So far this autumn, Nancy Friedman, the Telephone Doctor, and Richard Marmor, the Esquire, added to our CS&L IQ (that's Common Sense and Legal Intelligence Quotient) in AZSA events, including a customer service webinar and a four-hour lien seminar.

Next, we built our ops, RV, legal and investment IQ with Jeffrey Greenberger, Esq. of SelfStorageLegal.com, Bob Hayworth of Baja Construction, Carol Krendl of SkilCheck, Doug McCarron of Premier Storage Investors, and Zach Dickens of Extra Space during "Meet Us at the River" October 16-17 in Laughlin, Nevada—the first Tri-State Self Storage Conference hosted by the

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

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Arizona Self-Storage Association and state associations of California and Nevada.

That was a hard act to follow, but we'll keep building your ops IQ with AZSA's educational workshop series, with evening workshops scheduled for 6:30 p.m. to 8:30 p.m. on November 20 at the Riverpark Inn in Tucson; and January 20 at America's Best Value Inn in Yuma. Please contact us if you would like to have a workshop in your town and we will be happy to work with you to make that happen.

Continuing the IQ theme, we'll feed your brain and your body with networking breakfasts in Tucson (November 18 at the IHOP on Rosemont and Grant, 8:00 a.m.–9:30 a.m.) and Phoenix (November 13, at the IHOP at 935 W. Elliott in Chandler, from 8:00 a.m.–9:30 a.m.). We've heard rumors of AZSA members planning a networking meeting for Payson, too, and we're delighted to help. Again, let us know how we can help you facilitate networking in your area.

A meeting for vendors will be held at the Paradise Bakery on November 4, 9:00 a.m.–10:00 a.m. (10625 N. Tatum in Phoenix), at which we'll share information about events, opportunities and membership to help you build your business with other members of the Arizona self storage community.

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

Arkansas

ARSSA.ORG

The ASSA celebrated its tenth year with its annual expo and general meeting. The September 24–25

meeting was in Little Rock at the Statehouse Convention Center and had a very exciting schedule and some new activities to enjoy. The ASSA hosted a golf tournament at the Pleasant Valley Country Club and a reception with roundtables in the vendor hall that evening. We offered seminars for attendees on both days. Attorney Carlos Kaslow discussed legal issues. Valerie Boyd also returned. Contact the ASSA office for more details or visit www.arssa.org. Contact: 501-607-4775, info@arssa.org.

California

CALIFORNIASELFSTORAGE.ORG

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

Colorado

COLORADOSSA.COM

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

To join COSSA, just visit our website and download the membership application or email 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 (www.ctssa.org). Make a financial contribution to our legislative fund to help defray lobbying costs (CTSSA, P.O. Box 417, East Granby, CT 06026). Be part of any grassroots call-to-action (send your email address to ctssa@ctssa.org) and we'll notify you when it is time to contact the legislators in your district.

CTSSA members enjoy educational meetings and networking luncheons, quarterly newsletter, member discussion forums, library of documents, website, and additional benefits from SSA including a subscription to the *SSA Globe*.

If you are a facility owner in Connecticut, remember that a strong membership results in a more commanding presence at the State Capitol. If you aren't a member, join today so your voice is heard at the Connecticut legislature. You'll find the CTSSA membership application at www.ctssa.org, or you can call the office at 860-228-3624 and we'll mail an application to you.

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

Florida

FLORIDASSA.ORG

The Florida Self Storage Association (FSSA) hosted its annual Owners', Operators', and Investors Summit on November 6 at The Yacht Club in

Lake Buena Vista. In addition to great industry education and networking, attendees had the opportunity to spend an evening at Epcot's Food & Wine Festival. The entire day was a great success. If you missed it, watch for the 2015 date, which will be available soon.

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

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

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 www.FloridaSSA.org or call the office at (863) 884-7204 and we'll mail an application to you.

If you would like to be added to the FSSA mailing list, or if you are interested in advertising, send your request and contact information including email address to FSSA, PO Box 354146, Palm Coast, FL 32135, call us at (863) 884-7204 or 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 GASSA's November 11 program will feature keynote speaker Tony Rider, CFO, Locke Acquisition Group, LLC (The Locke Group). His presentation is titled: "State of the Market for Self Storage Properties Fourth Quarter 2014." Mr. Rider will give an overview of self storage developments and trends, market valuation drivers and discuss who is buying and where. Tony's involvement with the self storage industry began in 1994 in connection with his role as the audit partner in charge of Ernst & Young's engagements related to the initial public offering of Sovran Self Storage. In 2000, he joined a public company client as its CFO and was engaged as a consultant to The Locke Group. In May 2007, he joined The Locke Group full time as its CFO and as CEO of Locke Capital Partners, which focuses on investments in biotechnology, software and real estate. Tony is a CPA and a member of the American Institute of CPAs.

Locke Acquisition Group is a premier self storage acquisition specialist. Locke enjoys a strategic relationship with Sovran Self Storage (Uncle Bob's) and represents other active buyers on a non-exclusive basis. Since its inception in 1998 Locke has assisted in the acquisition and disposition of 500 storage facilities. The Locke Group has developed proprietary joint venture programs for Sovran, which include unique tax advantages for storage facility owners. During 2013, The Locke Group closed more than \$250 million in self storage transactions, and expects to exceed \$400 million in 2014.

ReRoof USA, a new division of Storage Structures, Inc., will make the commercial presentation at the November luncheon. ReRoof USA was formed in 2012 to service the commercial metal roof market. ReRoof USA's main focus is reroofing and retrofitting commercial build-

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ings with new metal roof and wall systems.

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, GA (members: \$30; non-members: \$35). Please RSVP to Chuck Manley, executive director, at gassa.org@gmail.com, phone 678-764-2006, or fax 678-264-0968. Visit www.gassa.org for additional information.

Idaho

IDSSA.ORG

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

Contact: Richard Church, (208) 989-2960

Illinois

ILSELFSTORAGE.ORG

Join us for the 2014 IL-SSA Downstate Summit at the Embassy Suites East Peoria on Wednesday, November 12. Registration information can be found at www.ilselfstorage.org. If you are interested in exhibiting or sponsoring this event, please contact ILSSAExecDir@selfstorage.org.

If you're not yet a member, you can join on the site or contact 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

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 from the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information. Visit our website for an application and more details.

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

Kansas

KSSOA.ORG

The KSSOA board is putting the final touches on the 2014 fall luncheon, scheduled for November 13 at the Crestview Country Club in Wichita. Please let us know any suggestions you'd like considered.

The Kansas Self Storage Owners Association's mission is to provide value and potential for growth by working together in our regional trade organization. Be sure to take a moment to consider the many (and ever-increasing) services to the storage industry that your trade associations offer. None of us is as strong alone as we are collectively.

"KSSOA strives to provide high return on members' dues investment on every one of our member benefits. Thankfully, the legislative initiative provided an exceptionally high return, and will for many years, of financial commitment by our members, through lower postage costs, public notice costs, and other critical issues," said Larry Goldman, KSSOA president.

Visit www.KSSOA.org or call Shawn Herrick at 785-286-1110 for updated information. Our address is KSSOA, 7321 NW Rochester Road, Topeka, Kansas 66617.

Kentucky

KYSSA.ORG

Membership in 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 from 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 Louisiana Self Storage Association wants to thank all the participants and vendors attending our fall expo November 19 in Baton Rouge! Turn out looks to be higher than ever and the speaker line up is top notch, offering the best bang for the buck in the South.

As we come into the slower time of year, now is the time for owner/operators to look at their properties and personnel for areas of improvement and recognition for jobs well done. On the property, is everything ready to go for the upcoming winter cold weather? Be sure all the windows seal well, weather stripping is intact, sprinkler systems are turned off and winterized. If your facility offers climate controlled storage, make sure the air-conditioning units are clean, filters are changed and air ducts unobstructed. As to your staff, are they due for a performance review—maybe a raise? Have you sat down and worked together on goals for the upcoming winter months, the spring, next summer? It is never too late to be planning for next year.

The executive board has been told by various sources to be prepared for another round of legislative proposals that would add sales tax to monthly

rents. We strongly encourage all owners, operators and managers to contact their local representatives and give our industry a face, so these representatives will know that these unfair proposals affect their constituents negatively. There are many resources available at our association website (www.ssala.org) to help guide your conversations and make sure that we are on the same page with our message.

Our executive director, Wanda Cox, is available to answer your questions or concerns, and offer direction to resources for all our members. She can be reached at 225-774-2117. We are extremely lucky to have an executive director so devoted to the success of our industry in the great state of Louisiana.

Maine

MAINESSA.COM

The Maine Self Storage Association's most recent meeting, at Stockhouse Restaurant in Westbrook, was an overwhelming success. Jim Grant from Storage Battles explained the nuances of online auctions as an alternative to traditional lien sales. MeSSA is also happy to announce Caitlin Phillips was the recipient of a second SSA scholarship.

MeSSA's next meeting will be January 15, and we will be returning to the Muddy Rudder Restaurant in Yarmouth. Check our website and/or Facebook page for more information.

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

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; 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

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

If you have a facility in Massachusetts, help MASSA save your business money. A strong membership results in a more commanding presence on Beacon Hill. If you aren't a member, join today so your voice is represented at the Massachusetts legislature. The MASSA membership application is online at www.maselfstorage.org, or call the office at 617-600-4481 and we'll mail an application to you.

MASSA members enjoy educational meetings and networking, quarterly 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@maself-storage.org.

Michigan

SELFSTORAGEMICHIGAN.ORG

Happy holidays from SSAM! Visit the completely remodeled SSAM website: www.selfstoragemichigan.org. It may have the information you're looking for. Find the latest industry news and the association event calendar. While you're there, please check your storage listing to make sure it's accurate. Also, you can call the association office to talk with our friendly staff. Call us at (888) 308-7726. As a member benefit, SSAM members receive our e-newsletter, *SSAM Industry Insights*. If you're a member and have not been receiving *SSAM Industry Insights*, please contact the association office and let us know.

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

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available. SSAM lobbies the Michigan legislature on behalf of the industry concerning issues that are important to you and your business. Your SSAM membership allows you to take advantage of special discounted rates on website design and development, credit card processing, a free listing on the SSAM website, and much more! SSAM has a professional management team to help answer your questions, or to guide you to find the answers you need. For membership information, please call (888) 308-7726, or visit www.selfstorage-michigan.org.

Minnesota

MINNESOTASSA.ORG

The MNSSA is a new charter association, looking for members to become active in the self storage community. Benefits include a subscription to *SSA Globe*, the Minnesota SSA newsletter, member discounts from the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information. For more information, email Nichelle Nassif at nnassif@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 www.msssoa.org for details, or email us at msssoasn@gmail.com.

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

Thank you for your continued support.

Missouri

MSSOA.ORG

Hello, Missouri. If you missed the Missouri trade show in August, mark your calendar: the next one will be August 10–12, 2015. Hey vendors, are you looking for a place to advertise? Start planning now. You can sponsor the show, have a roundtable discussion with a captive audience, and supply literature and/or promotional items to the attendees. Our members want to learn what you have to offer.

A highlight at this year's show: attendees were informed of the new Missouri lien laws that were effective August 28, 2014. If you missed out, act fast to get the latest details. The new lien laws were made possible with the help of SSA and the Missouri Self Storage Owners Association board members.

Also, the second annual MSSOA regional conference is being planned for March 2015. This will be a free conference and will be held in the St. Louis metro area.

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

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

Nevada

NVSSA.ORG

In this season of gratitude, Nevada Self Storage Association would like to give thanks to our members and industry partners for their support. Thanks to that support, our first ever tri-state conference with participants from California, Arizona and Nevada was a categorical success!

NVSSA strives to promote professional standards and present a unified voice on issues affecting the industry in the state and its communities.

Membership dues are as low as \$200 for facilities and \$250 for supporting associates. Legislative watch and advocacy, free member exclusive forms, and standardized leases for purchase make membership in NVSSA a valuable investment. Legal information from an industry expert and an indirect membership with the national SSA make it indispensable. Join now and receive two months free 2014 membership along with all of 2015! Take advantage of this great offer today.

We operate with the needs of our members in mind. The Nevada Self Storage Association encourages you to provide feedback so we can better serve your educational needs. Learn more at www.nvssa.org, or contact Valerie at 702-952-2455 or valerie@amnevada.com.

New Jersey

NJSSA.ORG

Do you have an interesting story about self storage that you'd like to share with other New Jersey operators? If so, please submit an article to the NJSSA's newsletter related to the self storage industry in Utah. 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. 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,

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SAVE THE DATES



SSA 2015 SPRING CONFERENCE & TRADE SHOW

MARCH 11 - 13, 2015
GAYLORD NATIONAL | WASHINGTON, DC



MID-SIZED OWNERS GROUP (MSOG) SEMINAR

(Pre-Conference Event for Owner/Operators of 2-9 Facilities)

GAYLORD NATIONAL | WASHINGTON, DC



SELF-STORAGE ECONOMIC SUMMIT

(Pre-Conference Event)

GAYLORD NATIONAL | WASHINGTON, DC

MARCH 11, 2015



Go to
www.selfstorage.org
for more details

networking, *SSA Globe*, access to healthcare, and much more. For more information on how to join NMSSA, please visit www.newmexicossa.org.

North Carolina

NCSSAONLINE.ORG

The North Carolina Self Storage Association can't believe it is November already. This year has flown by and we are pleased to report that we have had many successful events in 2014.

The NCSSA annual convention was held in Wrightsville Beach at the Holiday Inn Resort this month and was a booming success. We chose to mix up the meeting with different speakers this year including: John Martin (Boomer Project), Dale Eisenman (Midcoast Properties, Inc.), and Bret Durfee (Get It Right Financial). We are also grateful to Scott Zucker (Weissmann Zucker Euster Morochnik P.C.) for his exceptional legal and legislative update.

The NCSSA convention theme this year was "Broadway at the Beach" and the convention kicked off with a magical evening of great food, drinks and networking with industry peers. NCSSA members attended a magic show and participated in the "NCSSA Next Big Broadway Musical."

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

If you are a self storage owner or operator in North Carolina and have not yet joined the NCSSA, we encourage you to do so. It is essential for operators to stay informed of the many changes and laws affecting, or that have the chance to affect, our industry. Membership in this organization can make a difference. Make your voice heard. Email info@ncssa-online.org for more information.

North Dakota

NORTHDAKOTASSA.COM

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

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

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

Ohio

OHIOSSA.ORG

Looking for more information about 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 Asso-

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

Oklahoma

OKSSA.ORG

If you are not yet a member of the Oklahoma Self Storage Association, we invite you to check us out at www.okssa.org.

Membership is available to any owner/operator with a facility in Oklahoma or any vendor by paying the requisite dues. For more information please email us at oklahomassa@gmail.com 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 email your article to the Oregon SSA at ORSSAexecdir@selfstorage.org. Articles are always appreciated.

Pennsylvania

PASELFSTORAGE.ORG

PASSA held its annual meeting on October 23, at the Radisson Hotel Valley Forge/Valley Forge Casino Resort. Our guest speaker was be Carlos Kaslow, a California attorney who serves as the general counsel to the Self Storage Association. He is the editor of the *Self Storage Legal Review*, the SSA's legal periodical. He is a founding partner of the Self Storage Legal Network, the industry's only telephone and email legal information service. Mr. Kaslow has

provided legal consulting services to several of the largest U.S. self storage operators, including Public Storage Inc., Shurgard Storage Centers and U-Store-It. Mr. Kaslow has written numerous articles on legal and insurance issues confronting the self storage industry for the *SSA Globe* and other industry publications. He is co-author of the *Rental Agreement Handbook*, the CSSA model rental agreement, the Self Storage Association's state annotated lien manual series, and *The Best of the Self Storage Legal Network: Answers to the 75 Most Frequently Asked Legal Questions on the Self Storage Business*. Mr. Kaslow writes a monthly column in the *SSA Globe* magazine and teaches online legal seminars for the SSA Online University.

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

South Carolina

SCSELFSTORAGE.ORG

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

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

Tennessee

TNSSA.NET

November luncheon: November 18. Register today for our fourth quarterly luncheon and annual membership meeting! Our speaker format for this luncheon will be roundtable discussions. This is a great opportunity for some very helpful Q&A time with industry experts. Board member election results will also

be announced at this meeting. We have several openings on our board of directors for the 2015-16 term. If you would like to share your talents and help this great organization continue to grow, talk to a current board member, look for the nomination form on our website, www.tnssa.net, or email us at info@tnssa.net. We welcome your participation. Details for board applications can be found online.

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

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

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

Utah

SSAUTAH.ORG

Thank you to those who attended Utah SSA's annual meeting on October 24. It was a great day of networking and learning about and implementing the Utah lien law. The attendees particularly enjoyed the owner/operator panel. Thank you to

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Nominations of Managers working with any TNSSA member facility may be nominated through December 31, 2014.

Award will be presented to the winner at the 1st Quarterly Luncheon in February of 2015 in Chattanooga

Recipients will be chosen based on:

Commitment to Leadership, Creativity,
High Occupancy Rates, Low Delinquencies, Community
Involvement & Overall Business Practices

all our meeting sponsors and exhibitors for your support!

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. 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 information 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 join. Benefits include a subscription to *SSA Globe*, the Vermont SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information.

Membership in VTSSA is available to any owner/operator with a facility in Vermont or any vendor by paying the requisite dues. Please visit www.ssavt.org to print out a membership application.

Virginia

VIRGINIASSA.ORG

Do you have an interesting story about self storage that you'd like to share with other Virginia operators? If so, please submit an article to the VASSA's newsletter. Send it to VASSAexecdir@selfstorage.org. Your input is always appreciated.

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 www.wa-ssa.org. It's a great, low-cost investment for your business.

Wisconsin

WISELSTORAGE.ORG

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

Asia

SELFSTORAGEASIA.ORG

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

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

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

亞洲迷你倉商會為會員提供一系列服務。通過教育講座、市場營銷、市場研究、提高行業標準、倡議及商業社交網絡方面的重要機會協助會員發展。我們鼓勵會員積極參與和策劃各種活動及推廣方針。

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

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

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

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

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

Australasia

SELFSTORAGE.COM.AU

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

Brazil

WWW.ASBRASS.COM.BR

Voce é nosso convidado a participar da segunda edição da feira de self storage para toda a América Latina, nos dias 12 e 13 de Novembro, no Secovi, São Paulo, SP, Brasil. Informações detalhadas podem ser obtidas através do site www.ssabrazil.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

You are invited to participate in the second self storage trade show for all of Latin America, November 12–13 at Secovi, São Paulo, SP, Brazil. Complete information can be found online at www.ssabrazil.com.br.

Brazil offers close to 260,000 sq. meters of rentable space, but growth has been uneven. São Paulo city,

with a population of about 12 million people, offers around 120,000 sq. meters, while Rio de Janeiro, with a population of about 6.5 million, offers around 15,000 sq. meters. Other big cities with more than 2 million people, such as Salvador, Fortaleza and Curitiba, also offer significant growth potential.

Contact: presidencia@asbrass.com.br

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: www.amdaac.com.mx

The Mexican Self Storage Association organized a workshop in May, on Dominium 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: www.amdaac.com.mx. ❖

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