



Alabama

ALABAMASSA.ORG

As we enter into the heart of fall and the Thanksgiving holidays, the Alabama Self Storage Association would like to extend our deepest thanks to all of our members. Thank you for making the Alabama Self Storage Association a success. We greatly appreciate your support and commitment to our organization. Our hope is that we can continue to serve you, as members of our association and our industry, with the highest level of integrity and fortitude as your voice for self storage owners, operators, managers and suppliers all across the great state of Alabama. We covet your input and continued involvement as members of the Alabama Self Storage Association. Thank you again.

We had a great turnout at our annual fall luncheon last month. We want to say a special thank you to those of you who took time out of your schedule to attend. We hope that you found the event profitable. As always, Bob Copper delivered up some invaluable information for us to use in the day-to-day operations of our self storage businesses. We will have a full report of the luncheon in the next edition of the *SSA Globe*.

We are in the beginning stages of planning our next event. Our annual Winter Conference and Trade Show will be held in February in Birmingham. We will have more details for you in next month's edition of the magazine.

The board of directors is still considering the possibility of seeking legislative changes to the Self Service Storage Act of 1981 during the 2016 legislative session. We are continuing to meet with our lobbyist and sponsors, and weighing all options. We welcome your thoughts on this issue.

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 williambrentfields@gmail.com. Your suggestions and comments will go directly to the association board of directors for consideration.

If you have not joined the Alabama Self Storage Association we want

you as a member of our team. Join today and take advantage of all of the wonderful benefits for all of our members. Some of those benefits include affordable membership, advocacy and keeping an ear to the ground in Montgomery, news and information, education programs, networking and informative meetings, communications and publications, national association relationship and much more! Join us today as membership in this organization can make a difference. For more information contact us through our website at www.alabamassa.org, or Brent Fields at 205-281-9268 or williambrentfields@gmail.com.

Arizona

AZSELFSTORAGE.COM

Between your Halloween candy and Thanksgiving turkey, we hope you'll squeeze in AZSA's educational workshop in Tucson, November 19, at the Arizona Riverpark Inn, 777 W. Cushing Street, 6:30–8:30 p.m. This is the same workshop that was presented in Laughlin on October 15 and in Phoenix on October 22 at the DoubleTree Inn Suites. It will be repeated again in Yuma on January 26 and broadcast to the rest of the state via webinar in March.

Sue Haviland, owner of Haviland Storage Services, provides training, consulting and management to the self storage community. The presentation in Tucson will focus on "Self-Storage Buying Behavior: What Your Customers Really Want." Sue will address how consumer buying habits apply to our industry, what drives someone to buy or not, how to attract customers, the secrets of superstar sales people, and the importance of selling your facility's features and benefits.

As always, the chair of AZSA's Legal and Legislative Committee, Richard Marmor, Esq., will help you overcome legal challenges in a session devoted to your questions at the workshops in Phoenix, Tucson and Yuma.

See Across, page 42



Alabama
Arizona
Arkansas
California
Colorado
Connecticut
Florida
Georgia
Idaho
Illinois
Indiana
Kansas
Kentucky
Louisiana
Maine
Maryland
Massachusetts
Michigan
Minnesota
Mississippi
Missouri
Nebraska
Nevada
New Hampshire
New Jersey
New Mexico
North Carolina
North Dakota
Ohio
Oklahoma
Oregon
Pennsylvania
South Carolina
Tennessee
Utah
Vermont
Virginia
Washington State
Wisconsin
SSA Asia
SSA of Australasia
Brazilian Self Storage Group
Canadian SSA
Federation of European
Self Storage Associations
Japan SSA
Rental Storage Assoc. of Japan
Latin America SSA
Mexico SSA

Across, from page 41

The 18th Annual Arizona Self-Storage Conference, Trade Show & Golf Tournament, will be April 11–13, 2016—one month earlier than this year—again at the Wild Horse Pass Hotel & Casino. Golf will be back at the Whirlwind Golf Club, co-located with the conference venue, and will be a Pro-Am event. AZSA’s annual show will feature leading educators and top national speakers, more than 60 exhibits, and fabulous networking opportunities. Exhibit information will be available at the end of this month. Watch for details at www.azselfstorage.org and in your inbox.

For more information, contact AZSA Executive Director Anne Mari DeCoster at azsahq@gmail.com or 602-374-7184.

Arkansas

ARSSA.ORG

Interested in becoming a member of the Arkansas Self Storage Association? Contact the ASSA offices at 501-607-4775 for more information.

California

CALIFORNIASELFSTORAGE.ORG

Save the date #1! The CSSA is happy to announce that the 3rd Annual West Coast Self Storage Owner’s Summit returns to Napa Valley May 4–6. This year’s event will include our special Small Owners Forum meeting once again and will provide vendors and operators plenty of opportunities to learn and network.

Save the date #2! The 12th Annual Self Storage Owner’s Summit returns to the Balboa Bay Resort in Newport Beach on July 21. Join the CSSA and our event partner Talonvest Capital as we take an in-depth look at the current state of the self storage industry with a focus on the capital markets, acquisition and development trends and the latest in self storage news.

Do you have a manager you would like to recognize? Each month the

CSSA selects a manager of the month to highlight on our website and social media feeds. Send in your manager’s entry with a brief description as to why he or she should be considered for our prestigious honor. Winners will be recapped in the final 2016 industry newsletter sent out to the entire state.

The CSSA’s 2016 calendar of events has gone live online. Visit www.californiaselfstorage.org to learn more about upcoming events. We look forward to seeing you soon.

Colorado

COLORADOSSA.COM

Colorado’s annual membership meeting was on Friday, October 16, at the Double Tree by Hilton, 3203 Quebec St., Denver.

Be sure to check www.coloradossa.com for the schedule. Contact Maggie at 303-350-0070 with questions about Colorado SSA.

Connecticut

CTSSA.ORG

The Connecticut Self Storage Association (CTSSA) co-hosted with the Massachusetts Self Storage Association (MASSA) their joint Northeast Storage EXPO (new name, same great event). The EXPO was held at Pequot Towers, Foxwoods, one of Connecticut’s highly acclaimed destination casino and resort on October 7–8. We thank everyone involved in making this event a success. If you missed it this year, we hope you’ll join us next October for our main event.

CTSSA members enjoy educational meetings and networking luncheons, free training webinars, quarterly newsletter, and 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 www.ctssa.org or call the office at 860-228-3624 and become a member immediately.

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 354146, Palm Coast, FL, 32135; 860-228-3624; 860-228-1337 fax; or email clong@ctssa.org.

Florida

FLORIDASSA.ORG

The Florida Self Storage Association (FSSA) has finalized its 2016 Conference and EXPO program. The EXPO will be held May 11–13, at the Embassy Suites Orlando – Lake Buena Vista South (just down the street from the Disney theme parks). Exhibitor and sponsor registration opens soon. Registration for the event will open early in 2016. Check www.FloridaSSA.org for the latest information on next year's EXPO.

FSSA hosted its second major event of 2015 on November 5 at The Yacht Club, A Disney Resort, Orlando. The Owners, Operators and Investors Summit featured several industry keynotes plus a government relations update from the FSSA lobbyist. If you missed it, you missed a great event that included three networking sessions including a reception on the dock with optional tickets to Disney's Wine and Food Festival. Next year's Summit will be held at the same great location on November 10.

Every year FSSA hosts six training webinars. The website, www.FloridaSSA.org, is constantly being updated, so check often for the latest. The webinars are free for members and \$49 for nonmembers. If you're a member and haven't been receiving our notices, add your email address to your member record or contact the office at 863-884-7204.

A strong membership results in a more commanding presence with legislators. If you aren't a member, join today so your voice is heard. The FSSA membership application is online at 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 clong@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 nonmembers are welcome. Membership dues are \$250 per calendar year (January–December). Join the GASSA today!

GASSA launched a series of regional educational meetings this year in addition to its monthly meetings in Atlanta. We have had great success in participation so far in Rome, Savannah, Valdosta, Macon, Augusta and Columbus, getting to know more industry members and providing helpful market updates and education. We are looking forward to our last regional meeting in November in Gainesville.

We had a great meeting with the South Carolina Self Storage Association in Savannah in October, and we want to issue a big thank you to all who attended, sponsored, exhibited and spoke at the 2015 conference. Planning for 2016 will start soon!

Second Tuesday of the month luncheons are from 11:30 a.m. to 2 p.m. at The Georgian Club, 100 Galleria Parkway, Suite 1700, Atlanta (members: \$30; nonmembers: \$35).

Please RSVP to Samantha Kilgore, executive director, at gassa.org@gmail.com, phone 678-764-2006, or fax 706-883-8215.

Idaho

IDSSA.ORG

Hello, members! As a new charter association of the national SSA, we have been working hard to gain momentum here in Idaho. This year the IDSSA is looking into updating lien law provisions consistent with recent improvements in other states. We know how important these changes can be for your business, so we want to get started as soon as possible.

We are proud to announce that our first IDSSA annual meeting held last month in Boise was a success. We wish to thank those who attended on October 22, including a special thanks to our exhibitors and sponsors. Without them we would not be able to put on such a fantastic gathering of self storage professionals from all over the state. All of our attendees really enjoyed themselves. As a brand new association, our brief overview at the beginning of the meeting proved helpful in educating our fellow storage professionals about our hopes and goals. Guests found the information offered during our Idaho lien law and Q&A session from Self Storage Legal Network attorney Carlos Kaslow beneficial and valuable. We had attendees comment on how relevant Tom Obstarczyk's presentation, Collections on Active Duty, was; with so many active duty military members in Idaho, we are glad he was able to come out and speak for us. After all, working with military tenants can be a delicate process. The better you understand both their rights and yours, the more protected you will be in the future.

Please remember, in order for this charter association to grow and begin reaching its true potential, we need your support. By becoming a member of the IDSSA, you will receive bene-

See Across, page 44

fits such as a subscription to *SSA Globe*, access to healthcare, data, research, webinars, updated information on tax reforms, and discounts on national SSA conferences and workshops. To become a member, please contact Nichelle Nassif at 703-575 8000 ext. 122 or IDSSAExecDir@selfstorage.org.

Illinois

ILSELFSTORAGE.ORG

Great news for self storage owners and operators throughout Illinois! There is still time to register for and attend the November 12 IL-SSA Fall Summit in Bloomington-Normal. It will be at the new Marriott Bloomington-Normal Hotel and Conference Center. If you are looking for fellow self storage professionals, fantastic educational sessions and a welcoming atmosphere, this event is for you. Please come join us for this great networking opportunity where we will host a legal session to include everything you need to know regarding the new Illinois lien law, sessions designed to help your

business, and much more. Visit www.ilsselfstorage.org for more information as well as a program schedule.

The IL-SSA now has an Illinois standard rental agreement available. The cost is \$295 and is a benefit only available to IL-SSA members. Contact ILSSAExecDir@selfstorage.org for more information and to order your copy. If you're not yet a member of the IL-SSA, you can join at www.ilsselfstorage.org. Benefits include the exclusive opportunity to order a state-specific standard rental agreement, 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

Hello, members of the Indiana Self Storage Association! Can you believe November is already here? It is time to grab our coats and prepare ourselves for shorter days and colder nights. As fall passes and winter settles in, we hope business is still running smoothly. Thanksgiving is

just around the corner, and in the spirit of the holiday, we would just like to thank all of our members for their contributions this year.

We are proud to serve self storage operators and owners all over this great state. Over the past few years, the Indiana SSA has worked hard serving as the voice for self storage owners and operators alike in Indiana. Vital to this goal is our continuing effort to modernize the Indiana lien law. Thanks to these efforts, changes including additional notification options during the default process as well as modified vehicle lien and value limitation provisions have served to greatly strengthen the self storage industry in the state.

Not yet a member of the INSSA? Not sure if joining is best for your business? We believe you should take the next step and find out. Benefits of membership include a subscription to *SSA Globe*, the Indiana SSA newsletter, member discounts of the national SSA related to data, legislative briefings, meetings, communications, other educational offerings, research, technology, publications and legal information. Please contact Nichelle Nassif by email at INSSAExecDir@selfstorage.org or visit www.ssaindiana.org for more information!

Kansas

KSSOA.ORG

Visit our new website as it continues to be improved at www.kssoa.org.

Our fall luncheon is booked at the Crestview Country Club again this year in Wichita, November 11. If you have any requests or feedback, please contact us.

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.



Join us for the Illinois Self Storage Association's

FALL SUMMIT

November 12, 2015 | 9:30AM – 3:30PM
Marriott Hotel & Conference Center
Bloomington - Normal, Illinois

Education you don't want to miss...
**SSA Industry Update, Legal Review
and an Operational Session**

Information at
www.ilsselfstorage.org
or call 703-575-8000 ext. 122

“KSSOA strives to provide a high return on members’ dues investment on all of its member benefits,” said KSSOA President Larry Goldman. “Thanks to our legislative success back in 2012, KSSOA members have continued to benefit from lower postage costs, lower public notice costs, and other critical issues.”

For new members, please visit www.KSSOA.org or call Shawn Herrick at 785-286-1110.

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

Kentucky

KYSSA.ORG

Greetings, members! Everyone here at the Kentucky Self Storage Association wishes to send out a warm welcome to you. As the cold drifts in and the last little bit of fall heads out, we hope to find everyone still in high spirits. With winter approaching, now is the time to finish up any last minute work or adjustments on your facility before conditions become more difficult. After all, maintenance can be hard enough without the weather and shortened daylight hours working against you.

The Kentucky SSA takes great pride in serving our members across the state. Essential to the continued success of the self storage industry in our state is ensuring that our state lien law remains up to date. As a result of the hard work of both the national SSA and the KYSSA, changes have been enacted over the last several years streamlining the default process and providing a mechanism for the offering of tenant insurance. While we have made great progress so far in saving operators and owners in self storage from unnecessary expenses, our work is never completely finished. The Kentucky Self Storage Association will continue to represent your interests in Frankfort as we progress forward.

Have you missed out all year on our great member benefits? Well, the

good news is that you can still become a member today. In fact, if you sign up now for your 2016 membership, you will receive membership for the remainder of 2015 for free! Membership in the Kentucky SSA is available to any owner/operator with a facility in Kentucky or any vendor by paying the requisite dues. Please contact KYSSAExecDir@selfstorage.org with any questions or visit www.kyssa.org for an application.

Louisiana

SSALA.ORG

The Louisiana Self Storage Association wishes to thank all members who helped us put on the most successful fall expo yet! This year had a record number of registered attendees and vendors. New board members and officers were presented to the general membership and groundwork was laid for the upcoming spring legislative session.

Financial markets are looking for new venues to invest in, and self storage in our state is seeing a significant number of new starts and expansions, indicating our businesses are back doing well after the recession. Our executive director, Wanda Cox, receives daily calls and emails from business people from around Louisiana looking to get into our industry. Opportunities are still to be found, but saturation of the market in many areas makes finding those opportunities harder. The SSALA board strongly encourages those in the planning stages to do their demographic work and make sure the business is positioned for long-term survivability. Overbuilding, in cities like Baton Rouge, has fueled price and discount wars, which does nothing but bring down the value of all properties located in those areas. The board strongly encourages new builders to utilize all the resources of our association, as well as the national Self Storage Association, to make sure their dream project stays just that—a dream.

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

The Maine Self Storage Association would like to take this opportunity to thank our wonderful facility and vendor members for all of their input and intellectual contributions throughout the years. Without you, this association could not have grown into the storage juggernaut that it is. With one of the best lien laws in the country and several successful legislative battle outcomes, we feel our members are second to none.

MeSSA’s recent meeting at Mainely Brews in Waterville was educational for all attendees. Kris Lavallee, VP of business development at PaySouth, spoke to the group about the new credit card security features (EMV chips) and how they will affect the storage industry, as well as what facilities can do to protect themselves.

As always, we welcome input from our members on any topics they would like to hear about or venues they recommend for future meetings.

We are always looking to help new members improve their business and increase their bottom line and there is no better time than now to join. For more details on how to become involved, please contact Mark Adler at mark@mainessa.com, or visit mainessa.com. We also encourage everyone to become a fan of MeSSA on Facebook.

Maryland

SSAMARYLAND.ORG

Hello, MDSSA members! We hope everyone is doing well as the self storage industry in this state continues to thrive. As November arrives, the last few colorful leaves

See Across, page 46

of fall are signaling that winter is on its way. Keep in mind, now is the time to make sure your facility is ready to handle any possible curve balls that the weather might send your way.

The Maryland Self Storage Association is pleased to announce that our 2015 Annual Meeting last month was a success. We wish to thank those who attended on October 14 at the Hilton BWI Airport Hotel. A special thanks goes out to our meeting exhibitors and sponsors. We could not have been happier working with such a great group. Bob Copper, of Self Storage 101, led the way after our industry status report session with his Best Practices for the Self Storage Industry seminar. From the responses we had, our attendees enjoyed the in-depth knowledge he was able to provide for them. Later on after the end of the meeting, we had several individuals tell us how helpful Carlos Kaslow's legal review session was as well. With all the new legislation that has been enacted this year, we are glad he was able to come out and clarify some of the new lien laws. If you would like to see more information regarding the lien law updates, please visit www.ssamaryland.org.

Are you not a member of the MDSSA? You should become one today! 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, publications and legal information. Visit our website today for an application.

Massachusetts

MASELFSTORAGE.ORG

The Massachusetts Self Storage Association (MASSA) co-hosted with the Connecticut Self Storage Association (CTSSA) their joint Northeast Storage EXPO (new name, same

great event). The EXPO was held at Pequot Towers, Foxwoods, one of Connecticut's highly acclaimed destination casino and resort on October 7-8. We thank everyone involved in making this event a success. If you missed it this year, hope you'll join us next October for our main event.

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, training webinars, 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, Palm Coast, FL 32135; 617-600-4481; 860-228-1337 fax; or email clong@maselfstorage.org.

Michigan

SELFSTORAGEMICHIGAN.ORG

SSAM held its annual conference October 27-28 at Greektown Casino in Detroit. We hope you were able to make it and found it to be a great experience! The SSAM board and staff are always looking for ways to bring value to our members. Have a suggestion or comment? Let us know!

New events and important industry information can be found at www.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 SSAM Industry Insights, please contact the association office and let us know!

If you're not already a SSAM member, we encourage you to join the Self Storage Association of Michigan to take advantage of the many benefits available. SSAM lobbies the Michigan legislature on behalf of the industry concerning issues that are important to you and your business. Your SSAM membership allows you to take advantage of special discounted rates on website design and development, credit card processing, a free listing on the SSAM website, and much more! SSAM has a professional management team to help answer your questions or to guide you to find the answers you need. For membership information, please call 888-308-7726, or visit www.selfstorage-michigan.org.

Minnesota

MINNESOTASSA.ORG

Salutations, self storage owners and operators in Minnesota. All of us here at the Minnesota SSA would like to send out a warm welcome. The industry is doing well here in Minnesota and we trust that your business is, too. Now that November has arrived, it means that winter weather is on its way. Temperatures will be dropping and the weather will soon become less and less cooperative. Be sure to keep your facility sidewalks clear and safe from any hazards. Water pooling can turn into dangerous ice quickly, so it never hurts to be careful.

For those who may not know, the Minnesota Self Storage Association is an official charter organization of the national Self Storage Association. We are devoted to serving the interests of those in the Minnesota self storage industry. The MNSSA is diligently working with the law firm Lockridge, Grindal & Nauen, to pursue your legislative interests in Saint Paul. Thanks to the hard

See Across, page 48

Self Storage

Data and Market Intelligence



**NOW
OFFERING
SALES
COMPS**

Succeeding in business means having reliable and trustworthy market intelligence. The Self Storage Association and Reis, Inc. have that market intelligence.

Reis, Inc., a leading provider of commercial real estate market information and analytical tools, and the SSA have introduced coverage of Self Storage properties in 50 major United States metropolitan markets and 279 submarkets. These market reports are made possible by the quarterly participation of SSA member facilities and three of the leading self storage real estate investment trusts (REITs)— over 10,000 self storage facilities.



This new data program provides investors, lenders, developers, industry analysts, and self storage facility

owners and operators, with the critical local market intelligence that they require in order to make superior asset- and portfolio-level decisions. To date, self storage professionals have not had access to current and comprehensive market information from a nationally-recognized provider.



Key Report Features:

- 50 Markets and 279 Submarkets. See a list of markets at www.selfstorage.org
- Climate Controlled vs Non-Climate Controlled
- Five main unit types: 5x5, 5x10, 10x10, 10x15, 10x20
- Rent & Vacancy Rate Comparisons
- Trends, Benchmarks and Forecasting
- PDF & Excel formats
- Full Map of Metro and/or Submarket



See a sample report at www.selfstorage.org

Three easy ways to participate:

1. Enter your data through our web portal.
Call (800) 366-7347 for your login and password
2. Participate over the phone by calling (800) 366-7347
3. Fill out the form and email to Reis at info@reis.com.
Download the survey at www.selfstorage.org



These self storage reports are available for purchase at www.selfstorage.org

REPORT PRICING

Non-Members / Non-Participants: \$299 per report

SSA Direct Members: \$269 per report (10% discount)

SSA Direct Member Participants: \$239 per report (20% discount)

Bulk discount pricing available
call (703) 575-8000



work of the association and dedication of our MNSSA advisory board and local MNSSA members, revisions were enacted to the state lien law, including additional notification options during the default process as well as updates adjusting vehicle lien and value limitation provisions. Minnesota also become the first state to exempt the sale of tenant insurance from state licensing laws (the process of selling it is still regulated). While we wish to convey a big thank you to everyone for their efforts, our work is not over yet. The Minnesota SSA concentrates on ensuring that a positive legislative environment exists for those in our industry.

If you are already a member of the Minnesota SSA, please tell others about us who might be interested. Not yet a member? Would you like access to our great membership benefits? Want to become more involved in your industry? The MNSSA is looking for active members in the self storage community. For membership information and benefits, please email Nichelle Nassif at MNSSAExecDir@selfstorage.org, or call 703-575-8000 ext. 122 if you have any questions.

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 msssoassn@gmail.com.

We have updated our lease agreement. Contact Executive Director Meagan Garden at msssoassn@gmail.com, or call 228-365-8965 for details and to purchase your copy of the lease agreement. We accept credit cards. Thank you for your continued support.

Missouri

MSSOA.ORG

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

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

Nebraska

NEBRASKASELFSTORAGEOWNER-SASSOCIATION.COM.

Are you involved in the self storage industry? If you answered yes to this question, then it's time for you to become a member of the Nebraska Self Storage Owners Association. Benefits include subscription to *SSA Globe*, biannual Nebraska Self Storage Owners Association newsletter, educational conference meetings and networking luncheons featuring renowned speakers, business information on our website that includes logo, address, email, website link. So, why are you waiting any longer to become a member! Feel free to check us out at www.nebraskaselfstorageownersassociation.com, contact Bill Lange at 308-338-9947, or email us at nssoa@outlook.com.

Nevada

NVSSA.ORG

It's the season of gratitude and the NVSSA board of directors would like to thank those of you who made the trip to Laughlin to attend the 2nd Annual Tri-State Conference! Once again, the three states, Arizona, California and Nevada, along with industry partners, came together to bring a unique and dynamic event featuring education and networking in an intimate yet spectacular setting along the rugged banks of the Colorado River. We would like to thank the speakers who took the time to

give such informative presentations. This year's presenters included Marc Boorstein, principal of MJ Partners, Connie Kadansky, Sue Haviland, and Jeffrey Greenberger. This fantastic event would not have been possible without the generous sponsorship support of NVSSA members Chateau Products, SiteLink, and Morgan Pavement. We also extend thanks to additional sponsors out of California and Arizona: Mini-Storage Messenger, MiniCo, StorageTreasures.com, OpenTech Alliance, PTI Security Systems, Baja Construction Inc., U-Haul Self Storage, and Accent Building Restoration, Inc. We look forward to even more successful events to come.

Our free networking breakfasts have been very well received in both northern and southern Nevada and we are continuing to develop more informative and relevant discussions. We have more exciting networking events to come and look forward to meeting more Nevada self storage operators and their industry partners. These meetings are an invaluable resource to our members and just one of the benefits of being an NVSSA member. NVSSA prospects take advantage of our current special and join now! Get 14 months for the price of 12 with our year-end membership special. Have access to the most up-to-date leases, legislative watch and advocacy, as well as free legal information. NVSSA members enjoy the additional benefit of an indirect membership with the national SSA, which includes an annual subscription to the *SSA Globe* magazine, discounts on education, events, access to MiniCo Insurance healthcare plans and more!

To register for NVSSA events, visit www.nvssa.org and check out the events page. Registration is as easy as a few clicks of the mouse! We have 2016 networking breakfast sponsorships available in northern and southern Nevada; reserve yours today! Call Valerie at 702-952-2455 with any questions or presentation suggestions. We are here for you!

New Hampshire

NHSSA.NET

Plans are underway for the December holiday celebration and annual meeting. Please see nhssa.net for more details. Elections will be held for open board position(s). Interested parties should contact Liz Comeau at 603-609-8330.

New Jersey

NJSSA.ORG

Hello, members of the New Jersey Self Storage Association! The year certainly seems to be flying by as November arrives. With Thanksgiving quickly approaching, it is the time of year we express our gratitude, so we want to take this opportunity to thank all of our members for their involvement with the NJSSA. It makes us proud to represent such hard working business owners all across New Jersey.

The New Jersey Self Storage association is the only association voicing the thoughts and concerns of self storage operators and owners across the state. The greater and more active our membership, the more influence we have in creating a fair legislative environment for self storage. Are you not yet a member of the New Jersey SSA? Membership 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, publications and legal information. Please visit www.njssa.org for a membership application.

New Jersey SSA members: We would love to hear even more from you! Have you done something to help others in your community? Are you aware of issues concerning others in the New Jersey self storage community that you believe all operators

need to better understand? Please send along your stories to NJSSAexecdir@selfstorage.org so we can help enlighten your fellow self storage professionals.

New Mexico

NEWMEXICOSSA.ORG

Hello to all of our members out there in New Mexico! After a wonderful meeting in September, thoughts and suggestions regarding our annual meeting for next year keep coming in, so please take this opportunity to let us know what you thought of the meeting and any additional topics you'd like to hear about in the future. The more you communicate with us, the better the New Mexico Self Storage Association can serve you!

During this final quarter of 2015, we have been tirelessly working to help strengthen the self storage industry in this state. In 2015, updates were enacted due to our congruent efforts with the national SSA. These modifications to the lien law expanded upon the notification options available to facility operators and updated vehicle lien laws. Thanks to these reforms, New Mexico self storage owners will avoid unnecessary expenses year after year. If you have any more questions regarding the lien law updates, please check out www.newmexicossa.org for more information.

We encourage you to become a part of this legislative improvement process by joining the New Mexico Self Storage Association. Owners, operators and vendors who join NMSSA will begin to enjoy all the great benefits of membership right away, including quarterly newsletters with the latest industry information and trends, education, networking, *SSA Globe* magazine, access to healthcare, and much more.

North Carolina

NCSSAONLINE.ORG

We at the North Carolina Self Storage Association can't believe that it is November already. This year has

flown by and we are pleased to report that we have had many successful events in 2015.

The North Carolina Self Storage Association Annual Convention & Tradeshow is November 15–17, at the Omni Hotel in Charlotte. NCSSA is very excited to have moved 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! Registration rates start at only \$199 per attendee!

Watch for future updates about 2016 NCSSA seminars and webinars!

Don't forget to join the NCSSA! In 2015, NCSSA has increased membership 11 percent (as of September 9). There is strength in numbers and joining this fast-growing association is essential to the future of self storage in North Carolina.

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 for more information.

North Dakota

NORTHDAKOTASSA.COM

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

Interested in joining NDSSA? Thinking about sponsoring one of our events? Please visit northdakotassa.com for more information.

See Across, page 50

TNSSA 2015 Manager of the year



Tennessee's best & brightest recognized for their achievement

Nominate A Manager

You know a manager that goes above and beyond. You know a manager that is committed to their community, and thinks outside of the box in their management style. You know a manager that has increased occupancy while decreasing their delinquencies.

Nominate that Manager today!

"There is no greater feeling than that of being recognized by your industry peers and colleagues."

-Stephanie Tharpe

2012 TNSSA Manager of the Year



TNSSA 2014 Manager of the Year - Donna Porter of Storage Solutions

To make a nomination:

Visit www.tnssa.net - complete the Nomination Form and submit it via email to info@tnssa.net.

Be sure to provide details about your nominee.

Note: Nominee must manage a facility that is a member of TNSSA.

Across, from page 49

Ohio

OHIOSSA.ORG

Greetings, all self storage owners, operators and managers in Ohio. 2015 has been a great year for our industry. Self storage continues to thrive in our state. November has arrived, and no doubt that means preparing your business for another Ohio winter. Make sure you have a plan focusing on how to handle the upcoming weather changes. Additionally, November means Thanksgiving, the start of the holiday season where we focus on thanking those around us for their support. In keeping with the holiday spirit, everyone here at the Ohio SSA would like to say thank you to our members across the state.

The Ohio Self Storage Association is committed to helping our members, proudly promoting the interests of self storage operators and owners across Ohio. In accordance with this, the OHSSA works hard to make sure that legislators in Columbus continue to host an economic environment that is friendly toward the self storage industry. We believe ensuring this fair atmosphere remains central to our goal of helping all self storage businesses reach their full potential.

Please remember, we can only accomplish our objective through active support from all benefiting parties. Interested in becoming a member of the Ohio Self Storage Association? Membership in OHSSA is available to any owner/operator with a facility in Ohio or any vendor by paying the requisite dues. Benefits include a subscription to *SSA Globe*, the Ohio SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, publications and legal information. Please visit www.ohiossa.org for a membership application.

Oklahoma

OKSSA.ORG

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

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

Oregon

ORSSA.ORG

Greetings and salutations to all of our members from the folks here at the Oregon Self Storage Association. Fall is heading out the door and winter is on its way. Depending on where your facility is located, it might just be time to start planning ahead for the change. Winter can arrive before you know it, and the only thing worse than bad weather hitting unexpectedly is having it arrive without any way to handle it.

The Oregon Self Storage Association is proud to be your voice representing the interests and concerns of your business throughout the state. We grow stronger every year, cutting costs and expanding revenue opportunities for your business. Over the past several years, updates establishing more modern standards for the default process have been enacted thanks to the ORSSA and the national SSA. Additionally, our work has allowed for Oregon self storage operators to offer tenant insurance, promoting better protection for both your business and your tenants.

Please keep in mind that only through active participation from all potential benefactors of our efforts will the self storage industry in Oregon continue to thrive. This great state is as diverse as it is unique, and we want to make sure every facility owner/operator has a chance for their opinion to be heard. If you are not a member yet, you should join today. Ultimately, we

want your thoughts to be heard. Our members are entitled to great benefits including a subscription to *SSA Globe*, the Oregon SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, publications and legal information. Visit www.orssa.org for more information and a membership application.

Pennsylvania

PASELFSTORAGE.ORG

If you are interested in joining the Pennsylvania Self Storage Association, please email Kim at kimberlycossar@wannerassoc.com or call her at 717-441-6044 with any questions. This year has almost come to an end, so do not wait any longer! You do not want to miss this exciting opportunity. For more information regarding membership, please go to www.paselfstorage.org.

South Carolina

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, call 803-814-4000, or visit our brand new and informative website at www.SCSelfStorage.org. Membership is easy and the benefits are great. Attendance at our meetings is free and the food is great, but an RSVP is handy.

Tennessee

TNSSA.NET

TNSSA 4th Quarter Luncheon and Annual Membership Meeting: Our final meeting of the year will be held on the 17th of this month! We hope that you will join us at the Four Points by Sheraton in Nashville - Brentwood. The results of our board member elections will be announced

at this meeting. Our event will begin with networking at 10:30am followed by lunch, featured speaker Stacey Gorman, and roundtable discussions. This event is sponsored by Global Roofing Company, Paramount Metal Systems and Select Merchant Solutions.

Manager of the Year: A manager holds the keys to success for a facility. This person is the first face that customers see. This person is the voice on the phone speaking with potential customers. An effective manager is the most important investment an owner will make. An effective manager works to increase occupancy and manage delinquencies. But, an effective manager also works in the community, is a good leader and thinks outside of the box. If you know someone who fits that description this year, we encourage you to nominate them for TNSSA Manager of the Year. Nominations may be made by any TNSSA member and will be accepted through December 31, 2015. Nominations must be completed on the registration form, which is available at www.tnssa.net. The award recipient will be chosen by the board of directors. Plan to attend the quarterly luncheon in February for the 2015 Manager of the Year award presentation.

Newsletter: If you are interested in contributing articles to our newsletter, or if you would like to advertise, please contact Melissa Roberts at melissa2911@gmail.com.

For more information about Tennessee Self Storage Association please visit www.tnssa.net or contact President Josh Lynn at joshl@storageplace.com or info@tnssa.net.

Utah

SSAUTAH.ORG

Interested in becoming a member of the Utah Self Storage Association? Membership in the UTSSA is available to any owner/operator with a facility in Utah or any vendor paying the requisite dues. As a member, you are entitled to great benefits. For

information about these benefits and membership, please contact Nichelle Nassif at nnassif@selfstorage.org or 703-575 8000 ext. 122.

Vermont

SSAVT.ORG

Do you do business in Vermont? Are you involved in the self storage industry? If you answered yes to these questions, then it is time for you to become a member of the Vermont Self Storage Association today. 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, 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 for a membership application.

Virginia

VIRGINIASSA.ORG

Hello, VASSA members! Those of us here at the Virginia Self Storage Association wish to send a warm welcome to everyone. We hope everyone got a chance to enjoy the last bit of fall now that all the leaves have fallen and the colder weather begins to settle in Virginia. Thanksgiving is right around the corner this month, so be sure to say thanks to all of those around you. Following in the holiday spirit, the VASSA would like to say thank you to all of the members who make the association so unique.

We are happy to announce that our 2015 Annual Meeting in Richmond at the Embassy Suites last month was a success. We wish to thank everyone who attended our gathering on October 15. A special thanks to our exhibitors and sponsors, because without their support our meeting would not have been the same. An

See Across, page 52

atmosphere of friendliness and learning filled the meeting. Many of the topics presented led to wonderful discussions regarding innovations in reliable decision making. At the beginning of the meeting, Carlos Kaslow, Self Storage Legal Network, led a legal review session covering the new lien law updates in Virginia this year. In case you could not attend or would simply like to see more information regarding the lien law updates, please visit www.virginiassa.org. Our Self Storage Industry Update & SSA Report from Self Storage Association CEO Tim Dietz provided a quick overview of national trends in self storage as well as some of the more recent updates for Virginia's industry. Finishing the day's education was Bob Copper of Self Storage 101 presenting his Best Practices for the Self Storage Industry seminar. Attendees learned unique insights about daily operations that they could apply to their own facility. Thinking about joining the VASSA? Membership benefits include a subscription to *SSA Globe*, the Virginia SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, publications and legal information. For more information on the Virginia Self Storage Association, please contact Nichelle Nassif at VASSAExecDir@selfstorage.org.

Washington

WA-SSA.ORG

We have a date for our 2016 conference: May 6! Put this date on your calendar for WA-SSA's 2016 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 six years.

We look forward to putting together another fun, educational and inter-

esting event for our members. Networking with other owners and operators is always a great source of information and help, and you'll be able to check out the latest and greatest products and services our vendors are providing. Details will be at www.wa-ssa.org as they become available.

And don't forget, the Washington Self-Storage Association is a tremendous resource for self storage owner/operators in Washington. If you aren't a member, go to www.wa-ssa.org and sign up. It's a great, low-cost investment for your business, with a substantial return.

Wisconsin

WISELFSTORAGE.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

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.

For more information on joining the Self Storage Association of Asia, contact Executive Director Luigi La Tona: e-luigilatona@selfstorageasia.org; 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 or visit www.self-storage.com.au.

Brazil

ASBRASS.COM.BR

The latest modifications to the program for the self storage trade show planned for November 9–10, to be held in São Paulo, Brazil, will greatly enhance the educational program. Added speakers include a real estate professional from one of the world's leading brokerage houses, whose responsibility will be appraising self storage transactions in Latin America. Attendees will learn first hand how the marketplace is valuing this segment. Another guest speaker will discuss how to best implement social media.

Other topics planned will include a panel of major real estate fund investors in the segment discussing their perspective of the state of the market for self storage. In addition, we plan to have speakers discussing construction, zoning and building department challenges and costs.

This year's event will provide amazing content and access to relevant industry information that both operators and interested investors are looking for.

ASBRASS, the Association of Brazilian Self Storage, in cooperation with Secovi-SP and Better Management Systems, LLC will be the sponsors again for this year's Latin American Self Storage Trade Show and Educational Expo, held at the offices of Secovi. The venue is unique. Our host, Secovi-SP, acknowledged as one of the most dynamic and renowned employer syndicates in the country, represents the leading names in São Paulo State's real estate industry.

Visit our website (www.ASBRASS.com.br) for details. All information plus registration for both vendor and attendees will be available online. All talks will be presented in Portuguese and Spanish, as well as English. This is an event that is truly for everyone, owners, operators, developers and investors alike. Email brazil-tradeshow@gmail.com for more information.

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

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

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

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

Contact: jtardan@amdaac.com.mx. Visit: www.amdaac.com.mx. ❖

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