



Alabama

ALABAMASSA.ORG

Greetings from the Alabama Self Storage Association board of directors. It's not too late to sign up for our fall luncheon. The luncheon will take place on Thursday, October 16 at Vulcan Park and Museum in Birmingham. The event will be from 10:30 a.m. to 1:30 p.m. Bob Copper will be our featured speaker. As always, Bob will bring us an array of information that we can all use in our self storage business. Also, we will hear from local attorney Bill Nolan. Bill specializes in helping family-run businesses transition from one generation to another. The cost of the event is \$35 for members and \$50 for non-members. We will also celebrate our 10-year anniversary this year. We want to celebrate the anniversary and offer an anniversary gift to our members. Our gift to you will also hopefully help us recruit new members. If you are a member of the association and if you bring a self storage colleague that is not a member, your luncheon will be free and your colleague can attend at the member rate! Also, if that member joins we will take \$35 off the membership cost for their first year. We hope to see you there. Please visit www.alabamassa.org and register today.

We want to say a special thanks to those of you who have donated to our lobbying fund throughout the summer. We are well on our way to our fundraising 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 per 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 do have any comments, ideas or suggestions please send them to Brent Fields at brent.fields@docupak.com. Your suggestions and comments will go directly to the

association board of directors for consideration.

If you have not joined the Alabama Self Storage Association we want you as a member of our team. Join today and take advantage of all of the wonderful benefits for all of our members. Some of those benefits include affordable membership, advocacy and keeping an ear to the ground in Montgomery, news and information, education programs, networking and informative meetings, communications and publications, national association relationship and much more. Join today, as membership in this organization can make a difference. For more information, contact us through our website (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 will build our ops, RV, legal and investment IQ with Jeffrey Greenberger, Esq. of Self-StorageLegal.com, Bob Hayworth of Baja Construction, Carol Krendl of SkilCheck, Doug McCarron of Premier Storage Investors, and Zach Dickens of Extra Space. They will "Meet Us at the River" October 16-17 in Laughlin, Nevada, for the first Tri-State Self Storage Conference hosted by the Arizona Self-Storage Association and state associations of California and Nevada.

Even Toby Keith is coming! We hope *you'll* Meet Us at the River, too. Register for this great educational, networking and business-building event at www.azselfstorage.org or www.californiaselfstorage.org/event/tri_state_conference. The full-day conference is designed specifically

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Virginia
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Wisconsin
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Federation of European
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to meet the needs of self storage, RV, boat and vehicle storage businesses along the Upper Colorado River and nearby areas in Arizona, California and Nevada, focusing on your operational, management, legal, investment and financial challenges. And about Toby Keith: every attendee will have the chance to win two tickets to his concert on October 18!

This will be 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 October 23 at the Doubletree Inn Suites in Phoenix; November 20 at the Riverpark Inn in Tucson; and Jan. 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 (October 14 and November 18, both at the IHOP on Rosemont and Grant, 8:00 a.m.–9:30 a.m.) and Phoenix (Nov. 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. This year the meeting was in Little Rock at the Statehouse Convention Center September 24–25 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

In the case of regional self storage, one might say that three heads are better than one, as the California Self Storage Association (CSSA), Arizona Self-Storage Association (AZSA) and Nevada Self Storage Association (NVSSA) will combine forces to host the initial "Meet Us at the River" Tri-State Self Storage Conference in Laughlin, Nevada, October 16–17. The event will feature top speakers like Jeff Greenberger, Esq. (SelfStorageLegal.com) and Carol Krendl (owner of SkilCheck Services), roundtable sessions (led by groups like Chateau, U-Haul, OpenTech Alliance, StorageAhead, MiniCo), breakout sessions for each state association and, of course, networking possibilities galore. Bob Hayworth, the CEO of Baja Construction, will do a breakout session on solar and boat/RV storage. It begins on October 16, 5:00 p.m.–7:30 p.m., with check-in and networking as well as an opportunity for attendees to meet their respective board members.

"We are so thrilled to be part of this event with the AZSA and NVSSA," said Erin King, the CSSA's executive director. "To be able to bring the

three states together for meaningful educational sessions as well as an opportunity to network on a grander scale is really terrific!”

But the excitement for CSSA members doesn't end there, as a few days later the CSSA will host its final Owner's Networking Breakfast of the year in Irvine. The event will take place October 21, 10:00 a.m.–noon, at Mimi's Café. Join the CSSA, Colliers International, Storitz and a special local area owner/speaker for breakfast to discuss current market trends including quarterly results, occupancy, a legislative update and more. It is a great opportunity for self storage professionals in the Irvine area to meet and greet with others in the industry—and the cost is only \$15.

Then there are the special holiday gatherings that the CSSA will host in December—one for Northern California and one for Southern California—both of which are free. The 2014 Northern California Annual Meeting and Holiday Reception will take place on Thursday, December 4, 6:00 p.m.–9:00 p.m. at Il Fornaio in Walnut Creek.

Colorado

COLORADOSSA.COM

COSSA continues to grow steadily, with more than 200 members. It's a great time for the self storage industry in Colorado. Property values are high and most facilities are seeing strong rental activity. The COSSA board is actively trying to raise the footprint of the self storage industry in the state by supporting community service projects and offering educational meetings to its members.

To join COSSA, just log onto 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.

The COSSA fall member meeting will be October 16 at the beautiful Doubletree Hotel, 3203 Quebec

Street, Denver. The program will be a comprehensive mix of information and speakers. Guy Middlebrooks of Cubesmart will discuss national trends in the industry; COSSA board members Tom Razo and Jeff Kinder will share their many years of industry experience to talk about the intrinsic lifeline of your storage facility—what you can expect for your facility after 10, 20, 30 years of operation. There will be a follow-up panel discussion on the marijuana issue in Colorado and possible impacts on your business, and a tax expert on how and why you should contest your continually increasing tax assessments. And, as usual, the networking opportunities at these meetings with owners and managers from across the state are invaluable. Don't miss it!

Connecticut

CTSSA.ORG

The Connecticut Self Storage Association (CTSSA), in collaboration with the Massachusetts Self Storage Association (MASSA), will host the Northeast Self Storage Tradeshow, October 1–2 at Mohegan Sun in Uncasville, Connecticut. Note that this is a date change due to scheduling conflicts. The trade show includes exhibits, general sessions and roundtables, plus ample time for networking. Watch www.ctssa.org for details.

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. 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.

Please check www.ctssa.org for details on our next educational seminar.

CTSSA members enjoy educational meetings and networking luncheons, quarterly newsletter, member discussion forums, library of documents, website, subscription to *Self Storage Now* 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 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

Plan ahead for our next two expos: May 13–15, 2015, and May 11–13, 2016. Both events will be held at the Embassy Suites Orlando – Lake Buena Vista South. Expect to be wowed!

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 online FSSA membership application is 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

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interested in advertising, send your request and contact information including email address to FSSA, PO Box 354146, Palm Coast, FL 32135; call us at (863) 884-7204; or email info@floridassa.org.

Georgia

GASSA.ORG

Something new is happening in Georgia in October! Mark your calendars and make plans to attend the GASSA 2014 Expo, October 22–23. See our ad in this issue of the *SSAGlobe*.

The Georgia Self Storage Association (GASSA) continues to meet year-round on the second Tuesday of each month for networking, luncheon and board meeting at The Georgian Club—except for this October. Our regular second Tuesday of the month October meeting, which would normally be held on October 14, has been cancelled, as well as the educational seminar that was scheduled for the afternoon.

Instead, the GASSA will hold a trade show and conference—GASSA 2014 Expo—at the Hilton Atlanta/Marietta Hotel and Conference Center on Wednesday, October 22 and Thursday, October 23. The hotel and conference center is located at 500 Powder Springs Street in Marietta. Members and non-members are welcome to attend. GASSA 2014 Expo will offer a unique opportunity to network and stay current with other storage owners as well as interact with industry vendors and service providers. In addition, learn from the industry experts—there will be educational workshops with topics ranging from legal to operational issues. More details can be found at www.gassa.org or by contacting the GASSA executive director at gassa.org@gmail.com.

The next second Tuesday of the month luncheon will be November 11 from 11:30 a.m. to 2:00 p.m. at The

Georgian Club, 100 Galleria Parkway, Suite 1700, Atlanta. 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! (Luncheon fee: 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 for information.

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 bene-

fits 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 preparing the final touches on the 2014 fall luncheon November 13 at the Crestview Country Club in Wichita, Kansas. Please don't hesitate to send us your suggestions.

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

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

For new members, please visit www.kssoa.org or call Shawn Herrick at 785-286-1110. Visit www.kssoa.org for updated information as it becomes available.

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

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 is proud to announce that Bob

Copper and Scott Zucker will be our key speakers at the SSALA Fall Expo, being held November 19 in Baton Rouge. Both are regular presenters on the national level and promise to bring new and valuable information to their presentations this year. Registration will begin September 15, and the registration forms are available for download at www.ssala.org. We are excited the expo will be back at the Holiday Inn South in Baton Rouge. Once again, we are holding two separate sessions in the morning, one geared toward owner/operators and the other toward managers. Presentations on cell tower leases on self storage properties, making that important positive first impression, and understanding website development have also been booked. Be sure to check our site regularly to see the other speakers being lined up. The SSALA expo is the best bang for the buck in the South.

We have been given a heads up that sales tax on self storage monthly rents is being looked at, again, for

the upcoming legislative session in March 2015. It is so important for owners, operators and managers to make contact with their state representatives and tell them you adamantly oppose this arbitrary imposition of sales tax on real estate. The Resource Download area of www.ssala.org has all the talking points needed for you to make your case that our industry should not have to bear this burden when no other sector of the real estate market is being considered for sales tax. Your facilities represent your investment in Louisiana and your future—you should not be willing to allow legislation this negative to our industry to happen without putting up a fight. New officers will be elected in November. If you have an interest in serving on the board of the SSALA, please contact Executive Director Wanda Cox at 225-774-2117.

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Save The Date!

FSSA Executive Retreat

November 6, 2014

The Yacht Club, A Disney Resort

1700 Epcot Resort Boulevard

Lake Buena Vista, FL 31830

Registration Opening Soon at

www.FloridaSSA.org

Plan Ahead!

2015 FSSA EXPO

May 13-15, 2015

Embassy Suites Orlando

Lake Buena Vista South

2016 FSSA EXPO

May 11-13, 2016

Embassy Suites Orlando

Lake Buena Vista South

Interested in event sponsorship? Contact us at info@FloridaSSA.org or call us at 863-884-7204

Maine

MAINESSA.COM

The Maine Self Storage Association'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.

Sadly for the association, treasurer and longtime board member Maggie Fucci has stepped down. We wish Maggie good luck and hope to have her back soon.

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

Thank you to those who attended Maryland SSA's annual meeting on September 23. It was a great day of networking, and learning about and implementing the Maryland lien law. Thank you to all our meeting sponsors and exhibitors for your support.

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 educa-

tional offerings, research, technology, membership rewards, publications and legal information.

Massachusetts

MASELFSTORAGE.ORG

The Massachusetts Self Storage Association (MASSA), in collaboration with the Connecticut Self Storage Association, will host the Northeast Self Storage Tradeshow October 1-2 at Mohegan Sun in Uncasville, Connecticut. Note that this a date change due to scheduling conflicts. The trade show includes exhibits, general sessions and roundtables plus ample time for networking. Watch www.maselfstorage.org for details.

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



GASSA
Georgia Self Storage Association

2014 EXPO

OCTOBER 22 - 23 | MARIETTA, GA

HILTON ATLANTA/MARIETTA HOTEL & CONFERENCE CENTER

For more information, contact GASSA Executive Director: gassa.org@gmail.com

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 soon.

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, subscription to *Self Storage Now* and additional benefits from SSA including a subscription to the *SSA Globe*.

If you would like to be added to the MASSA mailing list, or if you are interested in advertising on their website or in the *MASSA Advantage*, send your request and contact information including email address to MASSA, P.O. Box 417, East Granby, CT 06026; 617-600-4481, 860-228-1337 fax, or email lbolduc@maselfstorage.org.

Michigan

SELFSTORAGEMICHIGAN.ORG

Visit the completely remodeled SSAM website, www.selfstoragemichigan.org, for the information you need. 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 selfstorage-michigan.org to order one today. Your purchase will also include a valuable PowerPoint presentation by Public Act 61 author William J. Perrone (Dykema, SSAM legal counsel). The presentation covers the lien law changes specifically and provides in depth explanation. If you're not already a SSAM member, we encourage you to join the Self Storage Association of Michigan to take advantage of the many benefits available. SSAM lobbies the Michigan legislature on behalf of the industry concerning issues that are important to you and your business. Your SSAM membership allows you to take advantage of special discounted rates on website design and development, credit card processing, a free listing on the SSAM website, and much more! SSAM has a professional management team to help answer your questions, or to guide you to find the answers you need. For membership information, please call (888) 308-7726, or visit 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 nassif@selfstorage.org.

Mississippi

MSSSOA.ORG

Interested in joining our association as a member? Are you a self storage owner/operator or involved in the self storage industry? We are always accepting new members to our association. Check out www.msssoa.org for details, or email us at msssoassn@gmail.com.

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

Thank you for your continued support.

Missouri

MSSOA.ORG

If you would like to become a member, please contact Janet at mssoa2003@yahoo.com, or call the MSSOA office at 573-480-0454.

Nevada

NVSSA.ORG

The face of the NVSSA is changing for the better! We would like to invite all those interested in "Class A" education to join us in Laughlin, Nevada, for the Tri-State Educational Event "Meet Us at the River." Yes, it's true: NVSSA, AZSA and CSSA are collaborating for the first time ever! This historic collaboration shouldn't be missed. We have top speakers and vendors participating. Speakers like Carol Krendl (owner of SkilCheck Services), Jeff Greenberger, Esq. (SelfStorageLegal.com), roundtable sessions (led by groups like StorageAhead, Chateau, U-Haul, OpenTech Alliance, PTI and MiniCo), along with breakout sessions for each state. The CEO of Baja Construction will do a breakout session on solar and boat/RV storage.

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Come join us and network with some of the top vendors and educators in the business. The hotel accommodations at the Golden Nugget Hotel and Casino start at only \$35 dollars a night. Registration is only \$99.

Check the legislative tab of our new website at nvssa.org for our legislative efforts. Review them to make sure your facility is in legal compliance with the legislative changes. Every year at the fall SSA show we hold a silent auction to raise legislative funds. Vendors, owners and educators alike donate items for this auction (getting acknowledged for such) so that we can continue to represent your legislative needs in the state. Thank you so much for your donations and for your bidding this year!

We are also on Facebook now, so check out our page and “like” it to be connected to your state association. You can also register for “Meet Us at the River” from our Facebook page.

We want to take a minute to thank one of our own: Paul Peppard, a founding father of our association and an owner/operator in Las Vegas, has retired from the board of directors. His keen eye for detail and his drive for meaningful legislative change will be missed. Thank you, Paul, as your efforts will be felt by this association for years to come.

New Jersey

NJSSA.ORG

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

Thank you for everyone who attended the New Mexico Self Storage Association's first-ever annual meeting, which was held on September 25. It was a great day of networking with industry colleagues and vendors from around the region. The legal session and revenue management session were well received. Thank you to the sponsors and exhibitors for their support!

The New Mexico Self Storage Association is now officially a charter association of the national SSA. Owners, operators and vendors who join NMSSA will begin to enjoy all the benefits, including quarterly newsletters with the latest industry information and trends, education, networking, *SSA Globe*, access to healthcare, and much more. For more information on how to join NMSSA, please visit www.newmexicossa.org.

North Carolina

NCSSAONLINE.ORG

It has been a busy year for the North Carolina Self Storage Association!

The August seminar sold out and NCSSA received a great deal of positive feedback. This seminar featured two unique panels.

The first panel was entitled “Best Practices: How to Increase Revenue and Decrease Expenses,” and was moderated by Dale C. Eisenman. Mr. Eisenman is president and broker in charge of Midcoast Properties, Inc., and is a licensed real estate broker in North Carolina, South Carolina and Georgia. In addition to being a professional pilot early in his career, Dale has practiced law, owned and operated several small businesses and has been an active commercial real estate investor for more than

20 years. He now specializes in the self storage industry both as a self storage investor and as a self storage broker. As a Certified Commercial Investment Member (CCIM), Dale brings a unique level of real-world experience, knowledge and negotiation skills to each client relationship. Panelists included: March Chase, Jay Fulcher, Craig Robertson, Lynn Sykes and Matt Bailey.

The second panel featured some of the NCSSA “Manager of the Month” winners and the discussion focused on methods to improve facility management.

The September webinar had record attendance and the presenter, Roger Hibbs, was very well received. He offered essential information in his presentation, “Cost Segregation: Better Utilization of Depreciation to Enhance Cash Flow.”

The NCSSA annual convention will be held next month in Wrightsville Beach at the Holiday Inn Resort. We hope to see you there.

NCSSA expects to succeed in making 2015 an even better year than 2014. 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 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 with a guest to attend our annual conference.

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

OHISSA.ORG

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

We would like you to become a member of the Self Storage Association of Ohio! Membership in SSA-OH is available to any owner/operator with a facility in Ohio or any vendor by paying the requisite dues. Please visit www.ohiossa.org to print out a membership application.

Oklahoma

OKSSA.ORG

If you are not yet a member of the OKSSA we invite you to check us out at www.okssa.org. For more informa-

tion or to become a member, please email us at oklahomassa@gmail.com or call Jim Smith at 918-633-1572.

Oregon

ORSSA.ORG

Have you done something to help others in your community? Do you get involved with helping local charities? Please send along your stories to ORSSAexecdir@selfstorage.org so we can share these in our newsletter!

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

Pennsylvania

PASELFSTORAGE.ORG

Mark your calendars for the PASSA annual meeting scheduled for Thursday, October 23, at the Radisson Hotel Valley Forge/Valley Forge Casino Resort. Our guest speaker will 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. Get ready for some legal jeopardy. Test your knowledge or your manager's knowledge. You can win prizes!

To sponsor or exhibit, or for registration information, please contact Kimberly Cossar at 717-441-6044 or kimberlycossar@wannerassoc.com.

South Carolina

SCSELFSTORAGE.ORG

Save the dates: October 16, Columbia: time TBD; 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

Our 6th Annual Legal Seminar takes place Tuesday, October 14. This day-long seminar features attorney Scott Zucker of the Self Storage Legal Network. Additional speakers include: Michael Haugh of Absolute Storage Management, Dee Sharp of William Knight Insurance Agency, Stacey Gorman of Marcus & Millichap and Sam Celaya of U-Haul and a special presentation by the Wilson and Rutherford County Police Departments. We will be meeting at the Embassy Suites Nashville SE in Murfreesboro. Registration for this event is still open and a discount will be given for those who pay ahead. Register now at www.tnssa.net for the 6th Annual Legal Seminar.

November Luncheon: Mark your calendar for our November 18 Annual Membership Meeting. This is the final meeting of the year. Board election results will be announced at this meeting. We have several open-

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ings 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 nominations may be made by any TNSSA member and will be accepted until December 31. 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 2015 for the 2014 Manager of the Year Award presentation.

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 us at www.tnssa.net or contact President Dee Sharp at dees@wkia.us or info@tnssa.net.

Utah

SSAUTAH.ORG

Utah SSA's annual meeting will take place on October 24 at the Hilton Salt Lake City Center. Please register today at www.ssautah.org, under the coming events page.

Vermont

SSAVT.ORG

Not yet a member of the VTSSA? We would like you to become a member. Benefits include a subscription to *SSA Globe*, the Vermont SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information.

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

Virginia

VIRGINIASSA.ORG

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.



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

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@selfstorage.com.au.

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アジアセルフストレージエキスポ
亞洲迷你倉展 | 2015年5月13日 - 15日
Self Storage Asia Expo | May 13-15 2015
日本東京 Location: Tokyo, Japan

この日を空けて
おいてください
踴躍參與
2015年5月13日 - 15日
Save the Date
May 13-15, 2015

Discover Opportunity. Discover Asia.
詳細についてご興味のある方は、Luigi La Tonaまでご連絡ください luigilatona@selfstorageasia.org
For more information, register your interest. Reach Luigi La Tona - luigilatona@selfstorageasia.org.

Brazil

WWW.ASBASS.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 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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