



Alabama

ALABAMASSA.ORG

Greetings from the board of directors of the Alabama Self Storage Association. We trust that as we are coming to the end of summer that all is well for you and your self storage business. I know that for most of you who are reading this you are, I am sure, excited about the state's favorite time of year that is about to be upon us. As you read this we will be less than a few days away from when your favorite college football team will kick off. Whether you pull for the Tigers, the Tide, or another team close to your heart, we are glad that you are a part of our team as a member of the Alabama Self Storage Association.

We are still discussing and weighing all of our options to introduce legislative efforts during the 2016 session. All options are on the table, but we would like to hear from you. Please give us your input on whether we should introduce legislation for the fourth year in a row. We hate to lose any momentum that we have gained. We have come so close the last two years. However, given our budget situation, we also have to consider what the wisest decision is for the association as a whole.

Our next event is the annual fall luncheon, held in late October in the Birmingham area. We are in the beginning stages of planning for the event. Please check our website in the coming weeks for updated information. We will have all details finalized in the next edition of *SSA Globe*. We hope to see you in Birmingham!

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 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 205-685-0244 or brent.fields@docupak.com

Arizona

AZSELFSTORAGE.COM

If you have a storage business in the Upper Colorado River area, we're coming again! No, that is not a threat. It's a promise and an invitation.

Register now to "Meet Us at the River" Oct. 15-16. This event is designed to bring AZSA training to the Upper Colorado River Region of the state. AZSA will combine forces with California and Nevada, where the three states meet to offer this full-day conference for the second year in a row.

Since no new venues have opened up right on the tri-state intersection, we're going back to The Golden Nugget Casino in Laughlin, Nevada, again this year. Starting with a networking reception the evening before, 5:00 p.m. – 7:00 p.m. on Oct. 15, the conference will focus on the needs of self storage, RV, boat and vehicle storage businesses along the Upper Colorado River and elsewhere in Arizona, California, and Nevada.

Top national speakers will zero-in on operational, management, legal, investment and financial challenges you face. At the podium will be Marc Boorstein of MJ Partners, Connie Kadansky of Exceptional Sales Performance, Sue Haviland of Haviland Storage Services & Self Storage 101, and back by popular demand and to entertain us all with his wit and knowledge, Jeffrey Greenberger, Esq., of SelfStorageLegal.com.

There will also be a roundtable session complete with tables for each of the three states to discuss

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Alabama
Arizona
Arkansas
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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

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state-specific issues. Roundtables will be offered by Baja Construction, Chateau Products, MiniCo Insurance Agency, OpenTech Alliance, PTI Security Systems, SiteLink, StorageTreasures.com, and U-Haul Self Storage Affiliate Network.

Register for this great educational, networking, business building event by visiting <http://www.eventbrite.com/e/2nd-annual-tri-state-conference-azsa-cssa-nvssa-tickets-17050542632?aff=CSSA2015>.

Registration is \$125.00 and rates at The Golden Nugget start at \$35 per night. But make your plans quickly because at these prices, things are filling up fast! Call the hotel at 702-298-7111 and refer to Room Block Code GCASS15.

Other AZSA events this fall include vendor meetings, educational workshops and networking breakfasts. Check out all the details at www.azselfstorage.org, or 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

The CSSA is teaming up with the California Employers Association to make good use of the CEA's human resources offerings. CSSA members will now be able to benefit from a wide range of HR products, as well as personal help. For example, a human resource expert will be available to provide California HR information and support by phone from 8:00 a.m. to 5:00 p.m. Also, CEA will offer *HR Answers Now!*, an online labor law library with state and federal employment laws.

CSSA members will also have access to: (1) Job descriptions: an online wizard to develop and customize job descriptions; (2) Performance reviews: an online wizard to simplify and customize your performance reviews; (3) a CEA suite of services, including HR forms and fact sheets and an HR reference guide; (4) Newsletters: a monthly subscription to the *The California Employers Report*; (5) *CEA Weekly Update*: an emailed weekly bulletin on current HR issues; and (6) *CEA Sample Employee Handbook* and annual updates.

"The human resource realm has changed dramatically over the last 10 years. We feel that we will help our CSSA members in a big way by adding this free access to the vast wealth of California Employers Association information and services," said Erin King, CSSA executive director. "We are constantly looking at ways to improve self storage in our state, and we hope this human resource addition will be used by all our members. It is *free*, after all!"

If you'd like to become a member of the CSSA, please contact Erin King at (909) 912-1962 or visit www.CaliforniaSelfStorage.org.

Colorado

COLORADOSSA.COM

Colorado's Annual Membership Meeting is on Friday, October 16, 7:30 a.m. – 12:00 p.m. and will take place at the Double Tree by Hilton, 3203 Quebec St., Denver, Grand Ballrooms II & III.

Be sure to check the COSSA website for the schedule: www.coloradossa.com. Questions about Colorado SSA: contact Maggie at 303-350-0070.

Connecticut

CTSSA.ORG

The Connecticut Self Storage Association (CTSSA) is co-hosting with the Massachusetts Self Storage Association (MASSA) their joint North-east Storage EXPO (new name, same

great event). The EXPO is being held at Pequot Towers, Foxwoods, a highly acclaimed destination casino and resort. October 7 is our opening reception and October 8 is the trade show and education sessions. Exhibit and sponsor registration is open. Call Mary Ann Turner at 860-745-4649 to learn more or to select your booth. Registration is also open at www.ctssa.org.

CTSSA members enjoy educational meetings and networking luncheons, free training webinars, quarterly newsletter, 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. Find the CTSSA membership application 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) is hosting its second major event of 2015 on November 5 at The Yacht Club, A Disney Resort, Orlando. The Owners, Operators and Investors Summit will feature Dean Jernigan of Jernigan Capital and Ken Nitzberg of Devon Self Storage. A third featured speaker is being confirmed. This event includes networking time for the leaders of self storage facilities and self storage

investors. Vendor sponsorships that include registration are available and are the only option for vendors who want to attend the summit. Registration is open and details are available for both sponsors and attendees at www.FloridaSSA.org. Every year FSSA hosts six training webinars. The website is constantly being updated with dates as registration opens, so check www.FloridaSSA.org 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.

FSSA is also hosting four regional meetings on lien sales. Check www.FloridaSSA.org for details.

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 863-884-7204, or email clong@floridassa.org.

Georgia

GASSA.ORG

The Georgia Self Storage Association (GASSA) continues to meet for a luncheon on the second Tuesday of each month for networking, education and a board meeting. The program is packed with information on how to improve profitability and efficiencies in the storage industry, often with a nationally recognized speaker. Members and non-members are welcome. Membership dues are \$250 per calendar year (January – December). Join GASSA today!

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JOIN

**AND STAY UP TO
DATE IN STORAGE**

The Connecticut Self Storage Association provides members a powerful network of information and experience, as well as the advice and experience of industry insiders and self storage operators.

CTSSA PROVIDES:

- Legislative advocacy
- Educational opportunities
- Networking events
- Annual storage EXPO
- Articles and information via our website and newsletter



JOIN NOW
AT **CTSSA.ORG!**



POWERFUL TOOLS FOR YOUR SELF STORAGE BUSINESS

LEADERSHIP

The FSSA promotes an established, unified voice and ensures stability and growth of the self storage industry.

TARGETED INDUSTRY EDUCATION

Presenting content on the issues important to your business.

ACCESS TO KNOWLEDGE

Complimentary subscription to the quarterly magazine INPRINT, Mini-Storage Messenger and Self-Storage Now! in addition to discounts on MiniCo publications.

INCREASE SALES

FSSA members use SpareFoot's listing and reservation capabilities through the association's website at no charge.

SAVE MONEY, GET DISCOUNTS

Discounted pricing on print and online advertising.

RESOURCES

Attorney-generated lease agreements for both unit rental and Boat/RV storage at discounted member rates.

AFFILIATION WITH SSA

Indirect membership with the SSA for facility members.

ASK THE EXPERTS

Members are just an email away when questions about facility management arise.

VENDOR DISCOUNT PROGRAM

Save money by purchasing through FSSA's Vendor Discount Program.

TAP OUR NETWORK

Join us at our EXPO, the Executive Retreat, Regional Meetings and webinars.



JOIN AT FLORIDASSA.ORG!

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In July, the GASSA educational program focused on tenant insurance case studies with featured speakers from BaderCo and Stor-Safe, a product of Repwest Insurance Company. These two speakers walked through case studies of two major disasters at storage facilities, how insurance claims should and can be handled, and how staff at the storage facility can increase insurance adoption by tenants.

The GASSA would like to invite everyone in the self storage industry to attend the expo and conference October 14-16 in Savannah, Georgia! Information can be found on the website. This event is cohosted by the South Carolina Self Storage Association and the GASSA. There will be numerous opportunities for networking, education and good old fashioned fun at this exciting event—so we hope to see you there!

Monthly luncheons are from 11:30 a.m. to 2:00 p.m. at The Georgian Club, 100 Galleria Parkway, Suite 1700, Atlanta (members \$30, non members \$35). Please RSVP to the executive director at gassa.org@gmail.com or by phone at 678-764-2006. Visit gassa.org for additional information.

Idaho

IDSSA.ORG

For all self storage owners, operators and managers in Idaho, we have fantastic news! During a reorganizational meeting held earlier this year, attendees and members of the Idaho Self Storage Association voted to become a charter association of the national SSA. While we are just getting started, we are truly proud to represent your interests across Idaho. In order for this charter to grow and begin reaching its true potential, we need your support. By becoming a member of the IDSSA, you will receive benefits 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 nnassif@selfstorage.org.

Illinois

ILSELFSTORAGE.ORG

The IL-SSA's Fall Summit will be November 12 at the Marriott Bloomington-Normal Hotel and Conference Center in Bloomington. Join us for a great networking opportunity, a legal session to include what you need to know about the new Illinois lien law and much more. Visit www.ilselfstorage.org for more information. Also, the IL-SSA has just started offering an Illinois standard rental agreement. The cost is \$295 and is 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.ilselfstorage.org. Benefits include an opportunity to order a 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

Are you still not sure if joining the INSSA is best for your business? It's time to take the next step. Benefits of membership include a subscription to *SSA Globe*, the Indiana 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 email Nichelle Nassif at INSSAexecdir@selfstorage.org or visit ssaindiana.org to join now!

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Visit
us in Booths
723-725 in
Las Vegas

INTERRUPTIONS
COST YOUR property
MARKET share
& RENTALS

SOLVE the PROBLEM
BY centralizing
like THE REITs

new
prospects
PHONE · WEB FORMS
LIVE CHAT



(877) XPS-USA1

XPSUSA.COM

Kansas

KSSOA.ORG

Planning is underway for our November 11 fall luncheon at the Crestview Country Club again this year in Wichita. If you have 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.

For new members, please visit the website at www.KSSOA.org or call Shawn Herrick at 785.286.1110. Our current contact information is KSSOA, 7321 NW Rochester Road, Topeka, Kansas 66617: Phone - 785.286.1110.

Kentucky

KYSSA.ORG

Are you a member of the Kentucky Self Storage Association? If not, the good news is that you can still become a member today. 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

Interested in joining the Self Storage Association of Louisiana? Contact Wanda Cox at (225) 774-2117 or email her at lassa@cox.net. Be sure to visit the website for information about upcoming events www.ssala.org.

Maine

MAINESSA.COM

MeSSA's next meeting is tentatively scheduled for September 24, and our first meeting of 2016 will be January 28. Stay tuned as additional details, including location and speaker, will be announced on our website and Facebook page.

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

For all those members of the Maryland Self Storage Association out there, we have great news! Our 2015 annual meeting is scheduled for October 14. It will be hosted at the Hilton BWI Airport Hotel in Linthicum Heights, Maryland. Please be on the lookout for more details and information at www.ssamaryland.org under the coming events page.

In other good news, new updates to the Maryland lien law were adopted over the summer as a result of the hard work of the national SSA and the MDSSA. Check out our website for more information regarding the updates.

Not yet a member of the MDSSA? 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



Join us for the Maryland Self Storage Association's

ANNUAL MEETING

October 14, 2015

Hilton BWI Airport, Linthicum Heights

Topics to include:

Operational Sessions

Legal Session with Q&A

...and more

Information at

www.ssamaryland.org

or call 703-575-8000 ext.122

offerings, research, technology, publications and legal information. Visit our website for an application today.

Massachusetts

MASELFSTORAGE.ORG

The Massachusetts Self Storage Association (MASSA) is co-hosting with the Connecticut Self Storage Association (CTSSA) their joint Northeast Storage EXPO (new name, same great event). The EXPO is being held at Pequot Towers, Foxwoods, a highly acclaimed destination casino and resort. October 7 is our opening reception and October 8 is trade show and education sessions. Exhibit and sponsor registration is open. Call Mary Ann Turner at 860-745-4649 to learn more or to select your booth. Registration is also open at www.maselfstorage.org.

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

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

If you would like to be added to the MASSA mailing list, or if you are interested in advertising on the 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

Join SSAM as we host our annual conference October 27–28 at Greentown Casino in Detroit. This year's conference will be a day and a half event including a cocktail reception on October 27. More details are available on the SSAM website, including registration, sponsorship, and vendor information. Please visit: www.selfstoragemichigan.com/member_news.aspx.

New events and important industry information can be found at www.selfstoragemichigan.org and in the *Industry Insights* e-newsletter. 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.selfstoragemichigan.org.

Minnesota

MINNESOTASSA.ORG

The Minnesota Self Storage Association is proud to be the official chapter organization of the national Self Storage Association representing the interests of those in the Minnesota self storage industry. We are diligently working with the law

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THE MASSACHUSETTS SELF STORAGE ASSOCIATION

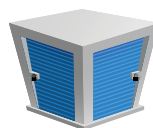
is transforming the self storage industry through

ADVOCACY, EDUCATION, CONNECTIONS and COLLABORATION.

JOIN TODAY!

BENEFITS INCLUDE:

- » Legislative advocacy
- » Educational opportunities
- » Networking events
- » Annual storage EXPO
- » Articles and information via our website and newsletter



MASSA

Massachusetts Self Storage Association



BECOME A MEMBER AT MASELFSTORAGE.ORG!

firm, Lockridge, Grindal & Nauen, to represent our interests in Saint Paul. Thanks to the dedication of the national Self Storage Association and our local MNSSA members, legislation was passed clarifying your ability to offer tenant insurance earlier this year. We want to send everyone a big thank you for their efforts.

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.

Mississippi

MSSSOA.ORG

Interested in joining our association? Are you a self storage owner/oper-

ator or involved in the self storage industry? We are always accepting new members. Check out 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.

Since Nebraska is one of only two states in the U.S. that does not have self storage lien laws, the NSSOA is making the passage of legislation its top priority. The fall meeting will take place on November 10 at the Country Inn & Suites Conference Center, 5353 N. 27th Street, Lincoln. For more information, or to become a member of the NSSOA, phone 308-338-9947 or visit www.nebraskaselfstorage-ownersassociation.com.

Nevada

NVSSA.ORG

It is the 2015 SSA fall conference and Las Vegas is where it's at! We invite you to join us for a free

SSA 2015 Fall Conference

NVSSA MEMBERS MEETING

Free to Nevada Storage Owners & Conference attendees!



September 9, 2015

4:45pm

Caesar's Palace Las Vegas

HOW TO INCREASE REVENUE THROUGH ANCILLARY SALES

Presented by Tony Borysenko



Join us after the presentation at the Welcome Reception for a fun and fabulous fundraiser !

educational session on Wednesday, September 9, at 4:45 p.m. at the incomparable Caesars Palace for a dynamic educational presentation, Boost Your Revenue through Ancillary Sales, presented by longtime NVSSA supporter Tony Borysenko of Chateau Products. This presentation is open to all fall conference attendees and we hope to see you there!

We are expanding and growing in many ways, including membership networking events and participation opportunities. Come see us at booth #335 on the trade show floor to see what NVSSA membership can do for you. Our board is eager to meet you.

We are hosting our fantastic Annual Legislative Action Fundraiser on Wednesday, September 9, beginning at 6:30 p.m. just outside the opening night welcome reception. There will be a chance to win fabulous items for everyone in our drawing! Purchase your ticket(s) from any NVSSA board member on the trade show floor or swing by booth #335 to support legislative change in Nevada. Your previous donations and support of our legislative efforts have enabled NVSSA to have some major successes in the Nevada legislature with the passing of SB-150 and AB-182. We need your continued support to

sustain this vital work on behalf of our members.

Stay tuned for information on the 2nd Annual TriState Conference coming next month along the majestic Colorado River in Laughlin, Nevada, where the three states meet. Visit www.nvssa.org for more information.

Members, we want to hear from you. Tell us what you want to learn about. We welcome educational topic suggestions. Call Valerie at 702-952-2455 if you want to talk about how you can benefit by joining NVSSA. You may also submit your suggestions via email to: Valerie@amnevada.com.

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Stay Connected With the SSA!

Follow us on Facebook and Twitter to get:

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



New Hampshire

NHSSA.NET

The New Hampshire Self Storage Association (NHSSA) continues to add content and resources to its new website and is actively seeking original content in the form of blog posts or articles, forms, resources, etc. Anyone with insight into the storage industry who would like to share information with our members is invited to participate. Call Liz Comeau at 603-609-8330 for more information.

The fall meeting will be held on October 2 at a restaurant in Manchester, date to be announced. Check our website for details!

New Jersey

NJSSA.ORG

Hello, members of the New Jersey Self Storage Association. We are proud to help voice the interests of storage operators/owners across the state. Of course, in order to best serve your needs, we need to hear more from you! Have you done something to help others in your community? Have you dealt with any issues that you believe others in the New Jersey self storage community need to better understand? Please send along your stories to NJSSAexecdir@selfstorage.org so we can share these in our newsletter!

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 Mexico

NEWMEXICOSSA.ORG

Members of the New Mexico Self Storage Association, come check out our 2015 annual meeting located in Santa Fe this fall. Please check out our website for updates and more information on the educational sessions we will be hosting at the event this year.

In other news, an updated New Mexico lien law became effective on June 20, 2015. This law updated lien notification methods and allows for the removal of vehicles, trailers, and boats from self storage facilities following set procedures. Please check www.newmexicossa.org for the latest New Mexico tenant insurance and lien law 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 enjoy all the benefits, including quarterly newsletters with the latest industry information and trends, education, networking, *SSA Globe*, access to healthcare and much more.

North Carolina

NCSSAONLINE.ORG

Save the date for the North Carolina Self Storage Association Annual Convention & Tradeshow, November 15–17, at the Omni Hotel in Charlotte. NCSSA is very excited to be moving to Charlotte for this event. We have outgrown the Holiday Inn Resort in Wrightsville Beach (by selling out our 2014 convention with 200 attendees) and we've listened to our survey results and chosen a venue in Charlotte. NCSSA hosted a very successful seminar in August in Wrightsville Beach at the Holiday Inn Resort. The seminar was moderated by Mike MacManus, an NCSSA board member and included a panel of two NCSSA members and two NCSSA board members.

Watch for future updates about 2016 NCSSA seminars and webinars! 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. One of the many benefits is affiliation with the national Self Storage Association. Because of the affiliation, each NCSSA member receives an annual subscription to the *SSA Globe* magazine and free call-in attendance to SSA's new monthly Online University live webcasts. 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.

Ohio

OHIOSSA.ORG

Interested in becoming a member of the Ohio Self Storage Association? We are proudly serving the interests of storage operators and owners across Ohio. 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, tech-

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Finding out how your business is performing shouldn't be like searching for intelligent life.

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#730

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Introducing **District Manager™**,
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Which makes more money; Leasing up more units
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While you always want to lease up, managing your economic spread will make money faster. Your economic spread consists of several major factors: tenant discounting, inefficient concessions, waving, crediting, and deleting fees and payments, delinquencies, and employee theft. By managing these factors, you recover an impressive amount of money that you do not realize is being left on the table.

A good month of lease up can yield an extra \$2,000 to \$3,000 per month. Managing your economic spread can more than double that.

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nology, 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

Attention, all self storage owners, operators and managers in Oregon. The Oregon Self Storage Association is proud to serve as the voice representing your interests and concerns

throughout the state. We have grown stronger every year, working to cut costs and expand revenue opportunities for your business. 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.

Pennsylvania

PASELFSTORAGE.ORG

Join PASSA on Wednesday, October 14, for a charity golf outing with friends, members, vendors and colleagues before we kick off our 2015 annual meeting. We will be golfing at Overlook Golf Course located in Lititz, just outside of Lancaster. Our golf outing will begin at 11:00 a.m., includes lunch, and will be followed by our 2015 annual meeting opening reception being held in the Courtyard at the Eden Resort, 6:00 p.m. – 7:30 p.m.

Our annual meeting will be held October 15, 8:30 a.m. – 4:00 p.m. at

the Eden Resort in Lancaster and will kick off with a keynote presentation from award-winning consumer psychologist Kit Yarrow. Kit will discuss her book, *Decoding the New Consumer Mind*. A decade of swift and stunning change has profoundly affected our psychology—and consequently how, when and why we shop and buy. In *Decoding the New Consumer Mind*, Yarrow illuminates the impact of three major socio-cultural shifts on the psychology of shoppers and describes four strategic adjustments that businesses need to make to succeed and connect with today's transformed consumer. Kit will take you on a tip-filled, guided tour of the radically revised minds and hearts of today's consumers.

Following Kit's presentation, there will be a 90-minute panel of self storage Internet experts working collaboratively to show you how to apply the tips Kit shares. This panel will include: Sparefoot (what consumers want & online marketing); Phone-Smart & Storage Mart (one of the largest privately held operators); Automatit (mobile-friendly sites), OpenTech Alliance (online rentals, automation and level of lead interaction) and Storage Asset Management (operator).

After lunch, we will be holding a live auction for charity, so don't miss it and bring your checkbooks or cash! You never know what might be auctioned!

This event is for owners and managers as well as anyone who handles your live/online auctions. Everyone will benefit from Kit Yarrow's presentation, the self storage Internet experts' panel, the owners and managers tracks and the excellent roundtable sessions planned for the rest of the day. Our owners track will focus on financing with Neal Gussis, co-founder and principal at CCM Commercial Mortgage, who will focus on capital market trends and the current state of capital markets. The second track for owners will be on LED lighting and lighting technology with Matt DePrato from



Join us for the Virginia Self Storage Association's

ANNUAL MEETING

October 15, 2015

Embassy Suites, Richmond

Topics to include:
Operational Sessions
Legal Session with Q&A
...and more

Information at

www.virginiassa.org

or call 703-575-8000 ext. 122

Storage Construction and Paul Rhoads from Achieve Energy Solutions LLC.

Our managers track will include The Platinum Rule—how people today want to be treated from a customer service perspective—with Robert Chiti, owner of OpenTech Alliance. The second track for managers will focus on collection practices.

Of course, we couldn't do all of this without our generous vendor members! If you are interested in golfing (sponsoring a foursome, etc.), exhibiting, securing and leading a roundtable for the annual meeting, or in making a donation for our live auction, please contact Kim at kimberlycossar@wannerassoc.com or by telephone at (717) 441-6044 ASAP as commitments will be accepted on a first-come, first-served basis. We are already filling spots, so don't wait any longer! You won't want to miss this exciting event. For more information and to register, 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.

Save the date: October 22, Columbia, time TBD. Details: www.scsself-storage.org/events. Attendance is free and the food is great, but an RSVP is handy.

Tennessee

TNSSA.NET

TNSSA Legal Seminar: Our 7th Annual Legal Seminar in Murfreesboro is set for October 22! This day-long seminar features attorney Scott Zucker and guest speakers

which include Michael Haugh of Absolute Storage Management, Todd Levy of StorSmart Insurance and more. We will be meeting at the Embassy Suites Nashville SE in Murfreesboro. Registration for this event is open and a discount will be given for those that pay ahead. Register now at www.tnssa.net/events.

4th Quarter Luncheon and Annual Membership Meeting: We hope you will also make plans to attend our final event of the year. At this meeting you will get to meet the new board members for the upcoming year as well as hear from industry experts in our roundtable discussions. This meeting is scheduled for November 17 in Nashville.

Manager of the Year: 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 on the TNSSA website, 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 of next year for the 2015 Manager of the Year Award presentation.

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

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



7th Annual Legal Seminar

**October 22nd
9am - 5pm CST**

Embassy Suites SE
Murfreesboro

Featured Speaker: Attorney

**Scott
Zucker**

of the Self Storage
Legal Network



ASK SCOTT!

Questions for Scott can be submitted prior to the event. Email info@tnssa.net and he will answer your questions at the seminar!

Additional Topics Include:

Industry Update and Trends

By Michael Haugh

Tenant Insurance Application

Process Explained

By Todd Levy

And More!

Register Now and Save!

Prepayment: TNSSA Members \$125 and Non-Members \$185

Pay-at-door: TNSSA Members \$155 and Non-Members \$215

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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 by 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

Are you involved in the self storage industry? Do you do business in Vermont? If you said yes to these questions, then it's 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

The Virginia SSA annual meeting is coming up on October 15! The event will be located at the Embassy Suites in Richmond. For more information on the meeting including guest speakers and seminars, please visit www.virginiassa.org. Not yet a member of the VASSA? 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 contact Nichelle Nassif at VASSAeccdir@selfstorage.org.

Washington

WA-SSA.ORG

Membership in the Washington Self Storage Association is a tremendous resource for self storage owner/operators in the state. 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 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.

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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 again at the offices of Secovi.

The venue is also 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. Please visit the Brazilian Association website (www.ASBRASS.com.br) for more details. All information plus registration for both vendor and attendees will be available online. As an added feature for all attendees, 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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