



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, 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 of press time we sit at just under 80 days away from the kickoff of the 2014 college football season. As you read this we will be less than 30 days away from your favorite team kick off. Whether you pull for the Tigers, the Tide, or another team close to your heart, we are glad that you are part of our team as a member of the Alabama Self Storage Association.

We are pleased to announce that we have just gone live with our completely revamped website. The update was long overdue. We hope that you find the new site much easier to navigate and that you find it simply looks better. We encourage you to give us your feedback as we look to make any improvements that we might have overlooked.

Our next event will be at the end of next month. We are finalizing the details at this time and will include them in the next issue of the *SSA Globe*. You will be receiving detailed information in the mail in the next week or so. Also, we encourage you to check for updated details on the website.

We want to say 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 \$120.00. That is a mere \$10.00 a month commitment. We would also encourage you to consider donating the total amount of your last storage auction. We are confident that this is our year with lien law changes. Your donations will pay dividends in savings if our bill is passed. We can't pass it without your financial support.

As we continue to grow as an organization we would like to remind everyone that we covet your input.

We always look to our members to give us new ideas and to make recommendations and suggestions on how we can better assist and serve you. If you 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 at www.alabamassa.org, or Brent Fields at 205-685-0244, or brent.fields@docupak.com.

Arizona

AZSELFSTORAGE.COM

Need some (not so) common sense? How about lien and foreclosure expertise? Maybe a chance to check out case law affecting our industry around the country, best practices for vehicle and boat storage, or use of solar energy in your facility? AZSA's offerings this fall will focus on these topics and more.

We start on September 3 at 11:00 a.m. with a webinar by Nancy Friedman, keynote speaker, trainer, and best-selling author, also known as The Telephone Doctor. Offering more than just how to answer the phone, Nancy captures audiences and creates a sense of urgency to implement excellent customer service throughout an organization to improve business and create

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Utah
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Virginia
Washington State
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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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customers for life. Register for this free webinar at www.azselfstorage.org.

Next on the agenda is attorney Richard Marmor's seminar, "Foreclosure Law A-Z," a four-hour seminar for owners, operators and managers on every aspect of the Arizona auction process. It is scheduled for the morning of September 5 (as long as the minimum number of registrants is reached). For self storage veterans, this seminar is a great way to brush up on the intricacies of the foreclosure process. For those new to the industry or state, it is an excellent primer on everything needed to run an auction in Arizona. The seminar is scheduled for the Black Canyon Conference Center from 8:00 a.m. to 12:00 noon on September 5, with registration and continental breakfast starting at 7:30 a.m. Register at www.azselfstorage.org. Richard's new book, *Arizona Self-Storage Statutes, Commentated*, is included in the price of registration. Sponsorships are available.

In October, the Arizona, California and Nevada state self storage associations invite you to "Meet Us at the River," our first tri-state conference. It will be held at the Golden Nugget in Laughlin, Nevada. An opening reception will be held Thursday evening, October 16, and a full day of presentations will be offered on October 17.

This tri-state event will feature top national speakers, including Jeff Greenberger Esq. of SelfStorageLegal.com on legal issues from a national perspective; Carol Krendl, owner of SkilCheck Services, on operations; and Bob Hayworth, CEO of Baja Construction, on solar and boat/RV storage. There will also be roundtables by Chateau Products, U-Haul, OpenTech Alliance, StorageAhead, MiniCo Insurance Agency and others; breakout sessions for each state association; and, of course, networking possibilities galore.

"Meet Us at the River" is a full-day conference designed specifically 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. We will focus on operational, management, legal, investment and financial challenges. Register for this combined Arizona-California-Nevada event at www.californiaselfstorage.org/event/tri-state_conference. Sponsorships are sold out for this event.

Rounding out this autumn's educational offerings are the AZSA's regional workshops in Phoenix on October 23 and in Tucson on November 20. These evening workshops are free to AZSA members. Visit www.azselfstorage.org for details and registration. Sponsorships are available for these events.

In addition to educational events, AZSA members will gather in Tucson for networking breakfasts on September 16 and October 14, 8:00 a.m. – 9:30 a.m., at the IHOP on Grant & Rosemont. The Phoenix networking breakfast will be September 30, 8:00 a.m. – 9:30 a.m., at the IHOP at 4501 E. Cactus in Phoenix. Sponsorships are available for these events as well.

For information on these and other AZSA activities, contact Executive Director Anne Mari DeCoster, Arizona Self-Storage Association, at azsahq@gmail.com, 602-374-7184, PO Box 44031, Phoenix AZ, 85064, or visit www.azselfstorage.org.

Arkansas

ARSSA.ORG

The Arkansas Self Storage Association is looking forward to our 10th annual expo. Valerie Boyd will explain how to conduct a lien sale. She has spoken at many of our events on lien law issues. Carlos Kaslow will speak about the changes in the lien law, preventing lawsuits and handling the unexpected. We will also have seminars on social media, online marketing, and Tom Ferstl will speak on how to handle property tax issues.

California

CALIFORNIASELFSTORAGE.ORG

The California Self Storage Association (CSSA), Arizona Self Storage Association (AZSA) and Nevada Self Storage Association (NVSSA) will be combining forces to host the first-ever “See You at the River” Tri-State Self Storage Conference, October 16–17, at the Golden Nugget in Laughlin, Nevada.

The event will feature top speakers like Jeff Greenberger Esq. (SelfStorageLegal.com) and Carol Krendl (owner of SkilCheck Services), roundtable sessions, breakout sessions for each state association and, of course, networking possibilities galore. Bob Hayworth, CEO of Baja Construction, will lead a breakout session on solar and boat/RV storage. It begins on October 16, 5:00–7:30 p.m., with check-in and networking as well as an opportunity for attendees to meet their respective board members.

Laughlin sits on the Colorado River where the three states come together. This is the first time that the CSSA, AZSA and NVSSA have come together. The three associations are pleased to be able to offer quality content as well as great networking possibilities. And to add to the excitement, a raffle will be held for two great seats for the Toby Keith concert at the Golden Nugget on October 19, which will likely be a sellout.

The convergence of the three states is exciting news for the director of each state association.

“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. Owners and managers in the surrounding areas should not miss it! Nonmembers are welcome, too, as we also hope to meet many new people. And, of course, we fully expect to have lots of fun!”

The good news continues with the low registration fee of only \$99.00; rates at the Golden Nugget start at \$34.99 per night. For more information, contact Erin King at Erin.King@cssaweb.com

Save the date: The CSSA will return to Napa Valley May 13–15 for our third annual West Coast self storage owners conference. Registration opens soon. Visit www.california-selfstorage.org to learn more.

Colorado

COLORADOSSA.COM

The COSSA fall member meeting/annual meeting will be held on October 16 at the Doubletree Hotel, 3203 Quebec Street, Denver. This is a new and bigger venue for us, so circle that date on your calendars now. Speakers will include Allison Felix of the Federal Reserve Bank and Guy Middlebrooks of CubeSmart, among others. There will also be a panel discussion on the marijuana issue in Colorado and how that could impact your business.

To join COSSA, just log onto our recently updated website and download the membership application, or email cossa@q.com. Do your part to support the self storage industry and become an active supporter of your industry association.

Connecticut

CTSSA.ORG

The Connecticut Self Storage Association (CTSSA), 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 State-

house 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).

Visit 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

The Florida Self Storage Association (FSSA) has several events planned.

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Save the date for our annual executive retreat designed specifically for facility owners: November 6, The Yacht Club, Lake Buena Vista. The venue is excellent—experience Disney hospitality! The program will cover owner-specific topics and owner-specific networking opportunities. Register online at www.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!

Also on our calendar for 2014 are webinars and regional meetings. The website is constantly being updated, so check often for the latest at www.FloridaSSA.org. The webinars are member-only events, so registration links will be distributed to members via email. If you are a member and haven't been receiving our notices, add your email address to your

member record or contact the office at (863) 884-7204.

A strong membership results in a more commanding presence with legislators. If you aren't a member, join today so your voice is heard. The 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 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

The Georgia Self Storage Association (GASSA) continues to meet on the second Tuesday of each month for networking, luncheon, and board meeting at The Georgian Club. There is always a program,

often with a nationally recognized speaker. Members and non-members are welcome. Membership dues are \$250 per calendar year (January–December). Join the GASSA today.

Paul Darden, owner of Darden Interests Inc., will be our September 9 keynote speaker. He will give a presentation on “District Manager,” which is his self storage income maximization software. A separate company formed by Paul Darden and Ian Velasco created the self storage management add-on software firm called District Manager. Since its inception in January of 2011, District Manager has over 670 users around the United States and five foreign clients. District Manager is considered to be a superior data-mining software that gives self storage owners the ability to make wise decisions by getting the appropriate data charted and reported. It also audits the stores for employee giveaways and/or theft. It is the only software that gives the owner automatic email alerts when something is not running properly.

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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

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Darden Interests Inc. did its first self storage market survey in Dallas, Texas, in 1976, but did not enter the management of self storage facilities until 1992. Over the years it has managed over 65 self storage facilities throughout the southwest. At this time, they own and/or manage 12 self storage facilities in Texas, Louisiana and Arkansas.

Second Tuesday of the month luncheons are from 11:30 a.m. to 2:00 p.m. at The Georgian Club, 100 Galleria Parkway, Suite 1700, Atlanta (members: \$30; non-members: \$35). Please RSVP to Executive Director Chuck Manley 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.ilself-storage.org. If you are interested in exhibiting or sponsoring this event, please contact ILSSAExecDir@self-storage.org for information.

If you're not yet a member, you can join on the site or contact ILSSAExecDir@self-storage.org. Benefits include the IL-SSA quarterly newsletter, member discounts on all IL-SSA and national SSA conventions, trade shows, and educational programs, and discounts on data and research findings.

Indiana

SSAINDIANA.ORG

Not yet a member of the Indiana SSA? Membership is available to any owner/operator with a facility in Indiana or any vendor, and benefits include a subscription to *SSA Globe*, The Indiana SSA newsletter, member discounts 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. 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 19 at the Crestview Country Club in Wichita, Kansas. Please don't hesitate to let us know of any suggestions you'd like considered.

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

"KSSOA strives to provide high return on members' dues investment on 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 the website at www.KSSOA.org or call Shawn Herrick at 785-286-1110. Visit www.ksoa.org for updated information.

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

Kentucky

KYSSA.ORG

Membership for the Kentucky SSA is available to any owner/operator with a facility in Kentucky or any vendor by paying the requisite dues. Benefits include a subscription to *SSA Globe*, the Kentucky SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information. Contact KYSSAexecdir@selfstorage.org with any questions.

Louisiana

SSALA.ORG

The date and place for the Louisiana Self Storage Association's Fall Expo 2014 has been set and all roads lead to Baton Rouge! The Fall Expo 2014 will be at the Holiday Inn South on November 19. Information about special room rates and registration forms are available at www.ssala.org. There are owners who do not believe in going to these expos because they feel there is nothing new to gain by attending. I can say from personal experience that I have never attended an expo that I left without at least one nugget of information that I was able to incorporate into my operations and make money. By not attending, those owners are giving their competitors who do attend the competitive edge. And what better message can you send your managers

than to let them know they are worth educating and developing into even better managers?

Summer is done and now we settle into the normal day-to-day activity time of year. There is no better time of year than fall to take advantage of the cooler temperatures and work on the outside appearance of your facility. Not sure where to start? Start with the front curb and work your way to the back of the property. Be honest in your assessment. There may not be money for all the repairs that need to be done, but an honest look at problem areas will help prioritize what should be addressed first. If you see it, at least one of your customers has seen it, too!

Lastly, for all of our south Louisiana association members, now is the time to make sure your disaster preparedness plans are in place. Hurricane models project a below-average year for hurricanes in 2014, but it only takes one to hit and your facility and business could be changed forever.

If you have any questions, please contact Executive Director Wanda Cox at 225-774-2117.

Maine

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

The Maine Self Storage Association's next meeting will be September 18 at the Stockhouse Restaurant in Westbrook. We hope to see everyone there. Details on speakers and topics will be announced shortly. Check our website and Facebook page for updated information.

Our winter meeting has already been scheduled for January 15; we will be returning to the Muddy Rudder Restaurant in Yarmouth.

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

As always, we welcome input from our members on any topics they

would like to hear about or venues they recommend for future meetings.

We are always looking to help new members improve their business and increase their bottom line, 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](http://ssamaryland.org)

The Maryland SSA's annual meeting will be held on September 23. Details and registration form for the meeting can be found at www.ssamaryland.org under our Coming Events page.

If you're not already a member of the Maryland Self Storage Association, you're missing out! Benefits include a subscription to *SSA Globe*, the

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Why join?

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Legislative
Support
Seminars
Luncheons
And much more

Come join us!



GASSA
Georgia Self Storage Association

www.gassa.org

The source for the advancement and success of the self storage industry in Georgia.

BIG news!

2014 Northeast Self Storage Tradeshow and Conference

October 1-2, 2014,
Mohegan Sun,
Uncasville, CT

Connecticut and Massachusetts combine their annual events into one **BIG** show. There will be exhibits, keynote addresses on hot topics, facilitated roundtables on operations and management issues, and ample networking opportunities. Don't miss the other perks our destination location offers: luxurious spa experience, wide variety of dining opportunities, entertainment in the Wolf Den, gaming and very nice overnight accommodations.

Questions?

Call 860-228-3624 or
617-600-4188

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Maryland SSA newsletter, member discounts of the national SSA related to data, legislative briefings, monthly educational webcasts, meetings, communications, other educational offerings, research, technology, membership rewards, publications and legal information.

Massachusetts

MASELFSTORAGE.ORG

The Massachusetts Self Storage Association (MASSA), in collaboration with the Connecticut Self Storage Association, is hosting 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 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

Register now for the SSAM annual conference. We will be returning to Zhender's in Frankenmuth on November 5. Please visit selfstorage-michigan.org/member_news for more information and to access the conference registration form.

Congratulations to the following individuals who have been elected to serve on the SSAM board for a three-year term: Robert Akouri (Cedar Closet Self Storage), Jon Hutto (Country Storage), and Maurice Pogoda (Pogoda Companies).

The SSAM board of directors for 2014-2015 includes: Robert Akouri (Cedar Closet Self Storage), Jon Hutto (Country Storage), Chad Lundberg (The Storage Group), Dan Morris (Chelsea Self Storage), Maurice Pogoda (Pogoda Companies), and Bill Rains (U-Haul of Central Michigan). The board of directors, staff and members would like to thank Teresa Leonard of Northern Properties and Kim Scott of M. Shapiro Development for their time and service on the board of directors.

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.

Interested in the latest industry buzz as it relates to your business in Michigan? Would you like to know about association events? Visit www.selfstorage-michigan.org; it may have the information you're looking for. 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 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.

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 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. For more information, email Nichelle Santos at nsantos@selfstorage.org.

Mississippi

MSSSOA.ORG

Interested in joining our association as a member? Are you an owner/operator 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 msssoasn@gmail.com.

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

Thank you for your continued support.

Missouri

MSSOA.ORG

We hope you joined us in August at the Lake for the 15th annual trade show. MSSOA is working on next year's trade show. Stay tuned for details.

As of the date of this article, MSSOA along with SSA is still working on the proposed lien law changes. The bill has been delivered to the secretary of state.

Check out the new MSSOA website at www.mssoa.org. It is completely new. You can join MSSOA, renew membership, order model rental agreements (MRA's) and view membership lists of owners as well as vendors. Take a look at it.

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

Nevada

NVSSA.ORG

The 2014 SSA fall conference is here and the Nevada Self Storage Association welcomes owners and industry partners from all over the world to fabulous Las Vegas! NVSSA is excited to host our Taboo Topics education series. We invite all SSA attendees and Nevada self storage owner/operators to join us at Caesars Palace on September 10 at 4:45 p.m. for a free education seminar where we will discuss the topic of self storage auctions and all that comes with them. Our vice president and education chair, Greg Welsh, has once again put together an auctioneer and legal expert panel to address all your concerns regarding self storage auctions in Nevada.

As a proud legislative advocate for Nevada owner/operators, NVSSA never stops in our mission to make the voice of our members heard. Although the Nevada legislature is not in session during 2014, we are still working on your behalf preparing for the 2015 legislative session. We need your help and support to continue to effect vital changes to existing laws affecting the self storage industry in Nevada. Be a part of our fabulous 5th Annual Legislative Action Silent Auction fundraiser on September 10, just outside of the welcome reception. Help us continue our legislative successes of 2011 and 2013. Bid on fantastic silent auction items donated by our industry partners.

Come and network with your board of directors on the trade show floor. Ask us about the benefits that NVSSA members enjoy. Does your company management fret about compliance with Nevada lien laws? Check out a sample of the most up-to-date self storage lease. Exclusively available to NVSSA members, it was created by the attorney who drafted the current lien laws and comes in a variety of formats. Other benefits include: an indirect affiliated membership with the national SSA, free educational

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sessions relevant to the self storage industry, free standard forms as well as sound legal information from an industry expert.

Coming next month is the first annual tri-state self storage event at the Golden Nugget in Laughlin, Nevada. Laughlin sits on the Colorado River where the three states come together. This is the first time that the AZSA, CSSA and NVSSA have come together, and the three associations are pleased to be able to offer quality content as well as great networking possibilities. And to add to the excitement, a raffle will be held for two great seats for the Toby Keith concert at the Golden Nugget on October 18, which will likely be a sellout. Meet Us At The River, October 16-17! Registration is an unbelievably low \$99. President Michelle Watson is waiting to answer

your questions about this exciting event; give her a call at 480-326-9520. Visit our awesome brand new website at www.nvssa.org for more information.

Sign up for Nevada self storage industry updates and event news at www.nvssa.org. While you are there, customize your member listing and contact profile. Find trusted member service providers with a few clicks of the mouse. Call Valerie at 702-952-2455, or email valerie@amnevada.com for more information.

New Jersey

NJSSA.ORG

We would like you to become a member of the New Jersey Self Storage Association. Membership in NJSSA is available to any owner/operator with a facility in New Jersey or any vendor by paying the requisite

dues. Please visit www.njssa.org to print out a membership application.

New Mexico

NEWMEXICOSSA.ORG

The New Mexico Self Storage Association's annual meeting will be held on September 25 at the Marriott Albuquerque Pyramid North Hotel. Please find the program agenda and registration form at www.newmexicossa.org.

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

EUROPEAN SELF STORAGE CONFERENCE & TRADE SHOW 2014
THE ASSOCIATION OF EUROPEAN SELF STORAGE ASSOCIATIONS

Stockholm

 October 1 & 2
 Radisson Blu Waterfront

Caspar Berry
 Professional Poker player and businessman

Johan Ronnestam
 Futurist

Emma Sinclair
 Car Parks and Storage

Klas Ekland
 European Economics

more details at www.ssauk.com

2 days of education, networking and entertainment in one of Europe's most beautiful cities.

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North Carolina

NCSSAONLINE.ORG

Save the date for the North Carolina Self Storage Association Annual Convention & Tradeshow, November 2–4. Mark your calendars for what is sure to be another well-attended and educational event.

The next NCSSA-hosted seminar will be held in Cornelius on August 13. This seminar will feature two unique panels.

The first panel is entitled “Best Practices: How to Increase Revenue and Decrease Expenses,” and will be 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 specializes in the self storage industry both as an investor and a 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.

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

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

OHIOSSA.ORG

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

We would like you to become a member of the Self Storage Asso-

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

Oklahoma

OKSSA.ORG

We are in the planning stages for our fall meeting, which will feature educational presentations, a trade show including local and national vendors. It presents a great opportunity to network with other self storage owners, operators and managers.

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

For more information 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 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*

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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 the 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

South Carolina has a new lien law. We did it! South Carolina self storage professionals have banded together with self storage professionals from all across the country and especially with our friends at the national SSA to get this law passed. Lien law reform has come to South Carolina.

Here are highlights of the changes: Remove the requirement of delivery by certified mail, return receipt required to First Class mail with certificate of mailing, certified mail, or electronic mail; adding provision if the lien is on a motor vehicle or watercraft, owner has the ability to have a South Carolina licensed

towing company remove the property after sixty (60) days; adding if the owner determines that the property in the storage space has a sale value of less than \$300, the owner may dispose of said property after holding it for 60 days after default; clarify the definition of when default begins at seven days after rent is due; remove the requirement of starting a contract on the first of each month as many facilities operate on anniversary dates.

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 contact us through email at Info@SCSelfStorage.org, phone at 803-814-4000 and through our brand new and informative website at www.SCSelfStorage.org. Membership is easy and the benefits are great.

Save the dates: October 16, Columbia: time TBD; January 22, 2015, 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

August Luncheon: Our time in Memphis last month was well spent. Jim Ferguson of SiteLink spoke about the importance of "Staying Ahead of Change: Laws, Online Auctions and Social Media." We would like to thank our sponsor, Global Roofing Company, for the wonderful lunch and networking opportunity that we enjoyed at the Germantown Country Club.

TNSSA Legal Seminar: Our 6th Annual Legal Seminar in Nashville is next month on Tuesday, October 14. This day-long seminar features attorney Scott Zucker and guest speakers which include Micheal

Haugh of Absolute Storage Management, Dee Sharp of William Knight Insurance Agency, Stacey Gorman of Marcus & Millichap, and more. We will meet at the Embassy Suites Nashville SE in Murfreesboro. Registration for this event is now open and a discount will be given for those who pay ahead. Register now at www.tnssa.net.

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 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 of next year for the 2014 Manager of the Year Award presentation.

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

For more information about 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

Do you have an interesting story about self storage that you'd like to share with other UT operators? If so, please submit an article to the UTSSA's newsletter related to the self storage industry in Utah. Send it to UTSSAexecdir@selfstorage.org. Your input is always appreciated.

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BRAZIL SELF STORAGE SHOW 2014

november 12th and 13th

Why come to Brazil?

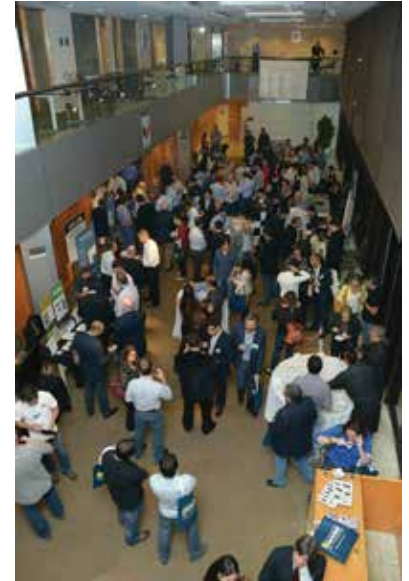
- » 200+ million people
- » Area: 8,6 million km² - 5th largest in the world
- » GDP'14: USD 2,1 trillion - 7th largest in the world.
- » Largest Economy in LATAM
- » Rising middle class - 40 million people added over last decade

Early stage self storage industry:

- » About 100 facilities nationwide
- » Heavily concentrated in São Paulo
- » Mostly single-facility operators
- » First generation facilities
- » Average quality below SS international standards
- » Development of sector significantly constrained by the lack of key factors essential for success: Industry expertise, Operational experience, SS awareness

What we expect for the 2014 edition:

- » Over 500 attendees
- » 16+ expositors – local and international
- » International Panel Discussion
- » Site Selection
- » Feasibility Study
- » SS Operations & Mkt
- » Regulations



Some of the 2013 edition exhibitors and sponsors opinions:

“The founding members are a collaborative group of first class professionals that are dedicated to the mission of expanding the self-storage industry throughout the emerging South American market.”

Larry hanks – The Self Storage Group

“The inaugural Trade Event held in Sao Paulo last November was a tremendous success for us. If you you are an industry veteran or an investor trying to learn more about the successes available in Self Storage this conference is a must attend in the future.”

Lance Comstock - PTI

TENNESSEE

SELF STORAGE ASSOCIATION

6th Annual Legal Seminar



October 14th
9am - 5pm cst
Embassy Suites
Nashville SE Murfreesboro

Featuring:

**Attorney
Scott
Zucker**

of the Self Storage
Legal Network



And Guest speakers:

Michael Haugh of Absolute
Storage Management,
Stacey Gorman of Marcus
& Millichap,
Dee Sharp of William
Knight Insurance Agency,
And More!

Register Now and Save!

Prepayment:

TNSA Members \$119

NonMembers \$179

Pay at the door:

TNSA Members \$149

NonMembers \$209

Price includes Lunch & afternoon snack

Sponsors:



Across the Country, from page 88

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

Vermont

SSAVT.ORG

Not yet a member of the VTSSA? We would like you to 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 Santos at VASSAexecdir@selfstorage.org.

Washington

WA-SSA.ORG

Membership in the Washington Self Storage Association is a tremendous resource for those who own and/or

operate self storage in Washington. Being a WA-SSA member also gives you associate member status in the SSA, with access to many of the national Association's resources and opportunities. If you aren't a WA-SSA member, you can sign up at www.wa-ssa.org. It's a great, low-cost investment for your business.

Wisconsin

WISELFFSTORAGE.ORG

The Wisconsin Self Storage Association will be holding its annual fall conference and trade show on October 3 at the Kalahari Resort & Waterpark in Wisconsin Dells. This year's featured speaker will be Joseph Niemczyk, president of Executive Self Storage Associates; he will be covering a wide variety of topics including pricing, marketing, advertising, and where to spend your dollars using technology. We will also have several break-outs during the day. The trade show will feature industry vendors from around the country. Watch www.wiselfstorage.org for complete details.

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.

SSA Asia

SELFSTORAGEASIA.ORG

自亞洲的存儲協會(ssaa)現在是附屬於國家公共福利金。如果你想要成為一個成員,請聯絡我們ssaa會員部 membership@selfstorageasia.org。位於ssaa17/F監護人內務, 32愛群道灣仔香港或致電852 2153 8045。

The Self Storage Association Asia (SSAA) is now affiliated with the national SSA. If you would like to become a member of SSAA, please

contact our membership department at membership@selfstorageasia.org. SSAA is located at 17/F Guardian House, 32 Oi Kwan Road Wan Chai Hong Kong or call 852 2153 8045.

Australasia

SELFSTORAGE.COM.AU

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

Brazil

WWW.ASBRASS.COM.BR

A segunda edição de a América Latina Self Storage Educação e Trade show irá acontecer em São Paulo, Brasil, em 12 de Novembro e 13 de março de 2014.

Esta é a melhor oportunidade para os operadores, programadores e interessados para atender, aprender e interagir com os proprietários existentes e os vendedores que lidam com o setor de armazenamento automático na América Latina.

Durante o evento, você irá encontrar várias apresentações sobre as operações e painéis de discussão com os operadores de diversos países.

A expo vai oferecer diversos serviços e produtos apresentados pelos melhores fornecedores no mercado, tais como O PTI, Janus, USC, Sitelink e outros.

Informações completas podem ser encontradas no www.ssabrazil.com.

The second Latin America Self Storage Education and Trade show will be held in São Paulo, Brazil, November 12–13. This is the best opportunity for operators, developers and interested parties to meet, learn and interact with existing owners

and vendors who deal with the self storage industry in Latin America.

During the event, you will find various presentations on operations and panel discussions with operators from different countries.

The expo will offer different services and products presented by the best suppliers in the market, such as PTI, Janus, USC, Sitelink and others.

Complete information can be found at www.ssabrazil.com.

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 México Self Storage ahora está afiliada con la Asociación Self Storage! AMDAAC miembros reciben todos los beneficios para los miembros afiliados, incluidos seminarios web, descuentos en SSA ferias y eventos, y la revista *SSA Globe*. Para preguntas acerca de cómo unirse, por favor envíenos un correo electrónico a Jenny Tardan jtardan@amdaac.com.mx.

The Mexico Self Storage Association is now affiliated with the Self Storage Association! AMDAAC members receive all the affiliated member benefits, including webinars, discounted prices at SSA trade shows and events, and the *SSA Globe* magazine. For questions on how to join, please email Jenny Tardan at jtardan@amdaac.com.mx. ❖

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