



Colorado Self Storage Association Newsletter Spring 2015

Colorado Self Storage Association
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PRESIDENT'S LETTER:

Will interest rates start to rise this summer? How will that affect the self storage industry in Colorado? You can find the answers to these questions and more at the COSSA Spring Meeting on Wednesday, May 13, 2015, at the Inverness Convention Center. At the meeting, Alison Felix, Economist and Branch Executive, of the Federal Reserve Bank of Kansas City will address projected rising interest rates and other issues. You will also have the opportunities to ask questions. In addition, COSSA Board Member, Ben Vestal, of the Argus Group, will talk about the state of the self storage industry in Colorado. He will also be talking about the various ways rising interest rates can affect our industry. You will not want to miss this opportunity to become informed on these important issues.

The other featured speakers at the meeting will also be addressing timely and informative issues relating to our industry. In this newsletter, you will find additional information about the speakers and their topics. Please take the time to review the information.

As always, we want to thank our wonderful sponsors for making it possible for COSSA to present such an outstanding program at such an affordable price. We are deeply appreciative of their support. We encourage everyone to take the time to visit with our sponsors to learn about their great products and services.

In 2014, COSSA's Board voted to select and partner with a Colorado-based organization that was devoted to serving the special needs community in Colorado and beyond. The Board approved Assistive Technology Partners (ATP) as the organization with which it wanted to

2014-15 COSSA BOARD

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JOHN SINGER

Legislative Liaison

MAGGIE THOMAS

Administrator

partner. COSSA and ATP share the common goal of making life easier for the disabled. At the spring meeting, Dr. Cathy Bodine, Executive Director of ATP, will introduce us to a family with whom ATP has had a relationship for some time.

As most of you are aware, the self storage industry in Colorado is doing very well right now. That is great news, but, if you have been in this industry for a while, you know the market can change quickly. I encourage everyone to attend COSSA's Spring Meeting.

Please enjoy the arrival of spring, and we hope to see you on May 13th.

Thank you for supporting COSSA.

Jackson White
COSSA President



COSSA SPRING MEETING & TRADESHOW

May 13, 2015

7:30 AM - 2:00 PM

On Wednesday, May 13th, COSSA will hold its 2015 spring meeting and tradeshow. We expect a large turnout, so don't delay in registering!! The meeting and tradeshow will be held at the Inverness Conference Center in Englewood.

One of the most valuable benefits afforded by these meetings is the opportunity to meet and network with other self storage owners and managers from around the state. Start your day with networking over breakfast, beginning at 7:30 AM.

Our sincere thanks to the companies that have responded with their support as sponsors for the event.



NEW MAILING ADDRESS

Please note the new mailing address for COSSA.

Be sure to update your records to avoid delay in sending mail to COSSA.

9457 S. University Blvd. #810
Highlands Ranch, CO 80126



ATP Contributions To Date

An update on the contributions to date will be provided at the Spring Meeting and Trade Show. Through October 2014, COSSA members contributed a total of \$2755 to Assistive Technology Partners. Thank you to everyone who has participated in this endeavor to help our seriously disabled neighbors.

WELCOME NEW FACILITY MEMBERS!

Green Valley Ranch Self
Storage
Denver

Aspen Property Development
Fort Collins

Trojan Storage of

To date they are:



Their support of the Association allows us the opportunity to provide great educational speakers and helps to keep our costs low to make the meeting accessible and affordable for all those attending.

Speakers and topics include:

Alison Felix, Federal Reserve Bank of Kansas City, Denver Branch - Economic Update on Colorado and the U.S.;

Jim Stevens, Extra Space Storage - Self Storage Performance, Colorado & National;

Ben Vestal, Argus Real Estate - Colorado Self Storage Investment Update;

Todd Mackintosh, COSSA's legal liaison will provide a legal issues update; and

Schur Success Auctions on Colorado Lien Laws issues.

We are excited to welcome a variety of vendors to the Spring Tradeshow. The Expo Hall officially opens its doors at 8:00 AM, prior to the opening remarks by Jackson White, President of COSSA, at 8:30 AM. This will give you a brief chance to meet with some of the vendors, but there are several opportunities throughout the day in which you can visit the trade show and visit with vendors and sponsors.

Be sure to check the COSSA website often for updates and the list of sponsors and vendors that will be at the tradeshow. We will start listing those shortly. Registration for the tradeshow is up and running, so sign

Colorado Springs

AA Affordable Storage
Frederick

Arrington's Self Storage
Aurora

Sopris Self Storage
Carbondale

Aurora Outdoor Storage
Aurora



**WELCOME NEW VENDOR
MEMBERS!**

Horne Storage Developments
Austin, TX

Colorado National Bank
Denver

(Any omissions are not intentional,
please let me know if I missed
adding your name to the list.)

up today!

VENDOR SPOTLIGHT

Paramount Roofing & Gutters

Locally Family owned and operated, Paramount has served the Denver metro and surrounding areas since 1997.

Paramount offers a full line of roofing, roofing repairs and gutter services for commercial, industrial and residential. We are licensed and insured and comply and enforce all OSHA safety standards. All work is backed by our local company that will be here long after others are gone. We offer in house and manufacture warranties for all roofs, roofing repairs and gutter installations.

We know that your business or home is a big investment and our interest is to protect your investment as if it were our own. We only recommend quality materials installed by knowledgeable people. It is our goal to ensure you know exactly what materials and services you are receiving before your job is installed. We are an approved applicator of Duro-Last, Mule-Hide, GenFlex, CertainTeed and Owens Corning.

Customer satisfaction is our biggest concern. Too many roofing companies will sell the cheapest materials possible without regard to workmanship in order to win a bid. We will always put Quality over Quantity. **"A cheap roof is no bargain"**.

Paramount is a customer-oriented business that provides the highest quality workmanship on all our projects. Paramount has relied on referrals and repeat customers which kept us a thriving business. We have been an Accredited Business with the Better Business Bureau for the past 11 years and we support our community through sponsorships of local youth activities such as Brighton High School Football, Brighton High School Dance and Brighton High School Basketball.

Paramount Enterprises, LLC looks forward to servicing you for all your roof, roof repairs and gutter needs.

Visit us on our website www.paramountroofingandgutters.com, Facebook and Twitter.

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Suite 100, #116
Brighton, CO 80601
Office: 303-659-3735
Fax: 303-637-7374 sales@paramountroofingandgutters.com



SpareFoot

Running a self-storage business isn't easy. You've got rent to



collect, units to clean and so on. But learning how to run your self-storage business doesn't have to be a chore. SpareFoot, the country's largest marketplace for finding and booking self-storage, offers an array of free resources to help storage operators grow their business.

Our industry-focused white papers delve into topics such as marketing your business and expanding your facility. In these white papers, industry leaders give you the advice you need to compete in your market and drive revenue.

SpareFoot also publishes case studies that offer insights into how other facilities have achieved success. The lessons you learn from these case studies can help you improve your business.

Furthermore, SpareFoot publishes a quarterly report about trends in the self-storage industry, such as rental rates and construction activity. Our quarterly trends reports keep you up to date on what's happening in the self-storage sector, delivering knowledge that can give you a competitive edge.

To check out all of these free resources, visit <http://marketing.sparefoot.com/resources>.

Yet another free resource is the content on our blogs. The Storage Facilitator provides tips and advice to self-storage operators on a variety of subjects, such as marketing and technology. Meanwhile, The SpareFoot Storage Beat keeps you on top of news about the industry, such as acquisitions and development projects. We invite you to subscribe to both blogs so that you're receiving self-storage news, information and advice in a timely manner.



CALENDAR OF EVENTS

–
Apr. 15, 11:00 a.m.
COSSA Board Mtg., Guaranty Bank of Cherry Creek

May 13, 7:30 a.m.
COSSA Spring Mtg., Inverness Conference Center

June 10, 11:00 a.m.
COSSA Board Mtg., Guaranty Bank of Cherry Creek

SAVE THE DATE: Oct. 16, 7:30 a.m.
COSSA Fall Meeting, Doubletree Hotel, Denver

Quick Links...

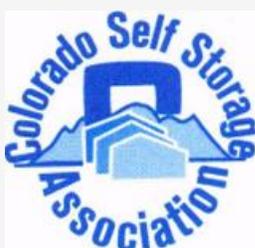
www.coloradossa.com

www.selfstorage.org

www.insideselfstorage.com

www.arssa.org

www.nebraskaselfstorageownersassociation.com



LIEN LAW SESSION

A lien law training session was held on March 4, 2015. There were 22 attendees despite the weather and icy roads, although the class had officially been sold out. Training was conducted by Rich Schur of Schur Success Auctions.

Due to the popularity of this session, we will again be asking Rich to conduct a session once we have a guarantee of better weather. Keep an eye out for additional information.

For more information, contact cozza@q.com.



THE "BIG EASY" IS AVAILABLE TO COSSA MEMBERS ONLY!

The updated Colorado lease agreement (which incorporates the changes required by the 2011 Colorado lien law) and a package of self storage operational forms are now available on an easy-to-use CD. Forms included are:

- 24 Hour Access Request
- Abandonment Agreement
- Authorization to Accept Deliveries
- Authorization to Cut Tenant's Lock
- Automatic Payment Authorization
- Business Addendum to Rental Agreement
- Change of Address Form
- Credit Card Payment Authorization
- Disclaimer for Partial Payment
- Intent to Vacate Notice
- Lien Addendum to Rental Agreement
- Motor Vehicle Registration Form
- Returned Check Notice
- Vehicle and Boat Storage Addendum
- Waiver of Service Member Civil Relief Act Rights

"The Big Easy" provides everything you need for your operation in one easy package.

This comprehensive package can be purchased by COSSA members only for \$300 for the first facility, \$100 for each additional facility, with a maximum cost of \$500 for any company.

The lease and forms can be customized with your own facility name and specific fees and charges applicable to your company. We strongly advise that you confer with your own counsel to ensure that the lease and forms comply with the specific factual and legal needs for your facility.

Order form and Release Agreement can be found on the Chapter website. To order, send your request to cozza@q.com or COSSA, 9457 S. University Blvd. #810, Highlands Ranch, CO 80126.



JOIN COSSA TODAY!

To join COSSA, log onto our web site and download the membership application or e-mail cosssa@q.com.

Do your part to support the self storage industry and become an active supporter of your industry association in Colorado.

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