



Colorado Self Storage Association

December 2018 NEWSLETTER

Colorado Self Storage Association

9457 S. University Blvd. #810
Highlands Ranch, CO 80126-4976
303-350-0070 / admin@Coloradossa.com
www.ColoradoSSA.com

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PRESIDENT'S LETTER:

Seasons Greetings!

Before I recap 2018, a couple announcements...

- Be sure to update your email address books - cossa@q.com will no longer be a working email as of 1/1/2019. The correct address is admin@Coloradossa.com
- Friday, May 17, 2019 will be the Spring Meeting & Trade Show. We will be celebrating our 15th year as an organization, so be sure to join us for our anniversary celebration. More information on the meeting below.
- The annual outing for the CO Rockies game has been set - Thursday, June 27th at 6:40pm. The LA Dodgers will be in town, and there's bound to be a large turnout for the game. This is always a fun event, preceded by our get-together at Lodo's Bar & Grill Downtown. We have a limited number of tickets so be sure to place your order early. The tickets will be available mid-March for delivery. (This would make a great gift for someone!)

Back to the 2018 recap - COSSA made it through another year and a great one it was.

- Operated in the black.
- Had a great Spring Meeting & Trade Show and held a successful Fall Meeting.
- Record attendance at both meetings!
- House Bill 18-1117 passed which added clarity regarding late fees, value limitation and online auctions. Thank you to the Self Storage Association for their support to get the legislation passed.
- Reached 300 members for the first time!

The long-term outlook for our industry is strong. We expect to stabilize over the next 2-3 years, and the underlying numbers for the industry reflect we will do well. The 2018 rents and vacancy rates remain the same or hedged down slightly but should stabilize in the next 12-18 months. One of the main issues remaining is the continued over building in areas that do not need additional supply.

To all our members, those who have been with us since the beginning and have seen us grow from a handful of members, for those who are newer to COSSA and all in between, "Thank You" for your support. We will continue to represent you and the self storage industry in 2019.

2019 COSSA BOARD

JACKSON WHITE
President

TOM RAZO
Secretary/Treasurer
Membership Co-Chair

CHRIS MUHR
Vice President

HANK SAIPE
Past President

MEGAN BERGER
Director

KEVIN COHEN
Director

JEFF KINDER
Director

MINDY LEVY
Director

BARRY SHERMAN
Director
Membership Co-Chair

DALE STEWART
Director

JON SUDDARTH
Director

BEN VESTAL
Director

TODD MACKINTOSH
Legal Advisor

MAGGIE THOMAS
Association Administrator

COSSA MAILING ADDRESS:
9457 S. University Blvd.
#810
Highlands Ranch, CO 80126

WELCOME

**WELCOME NEW
FACILITY
MEMBERS!**

**2020 Storage,
Denver**

**Aames Storage,
Steamboat Springs**

**Blue Wing
Development,
Littleton**

**Boomerang Storage,
Fort Collins**

**Front Ranch RV
Storage, Bennett**

**Guardian Storage,
Frederick**

**Hwy. 50 Self Storage,
Grand Junction**

**Self Storage @
Centerra,
Loveland**

**Storage on 18th,
Greeley**

**Your Storage Center @
Flying Horse,
Colorado Springs**



**WELCOME NEW
VENDOR
MEMBERS!**

**Great Western Bank,
Denver**

**Premier Claims,
Elkhorn, NE**

**Record Nations,
Lakewood**

**Safe House Exteriors,
Denver**

**Taylor Security
Solutions,
Colorado Springs**

In closing, we want to say "Thank You" to our sponsors. We couldn't continue to offer the programs we do if we didn't have your support.

Best wishes for a happy holiday season and the coming year!

Jackson White

Jackson White
COSSA President



**SPRING MEETING
and
TRADE SHOW
Friday, May 17, 2019
REGISTRATION WILL OPEN
MARCH 1st!**



A detailed agenda will be available after the first of the year, but here is some of what the meeting will include:

**State of State of Colorado Self Storage Update
Property Management - Panel
Technology Trends
Trade Show
Ask the Attorney
A Surprise and a Celebration!**

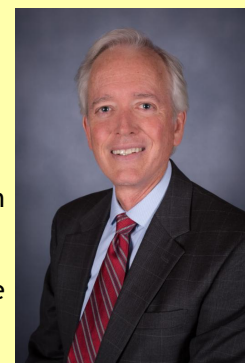


"LEGAL CORNER" with Todd Mackintosh

The "Big Easy" Sample Rental Agreement was updated earlier this year to reflect recent legislative changes to the CO Revised Statutes. If you have purchased the "Big Easy" in the past, you are able to get the revised agreement. Simply sign and return the [waiver agreement](#) to receive the updated Rental Agreement. You will be emailed the 2018 Rental Agreement upon receipt of the waiver.

The "Big Easy" is available to COSSA Members only. Read more about the "[Big Easy](#)".

Submit your questions for Todd to answer at the May meeting. *The "Ask the Attorney" session will be part of the meeting in May rather than after.* Todd will address general questions he receives from members that would be beneficial to everyone. Send questions to admin@Coloradossa.com



THANK YOU SPONSORS of the

OCTOBER MEETING

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



Update email address for COSSA - delete cossa@q.com and replace with admin@Coloradossa.com

BASEBALL

June 27th, 6:40pm



Rockies vs. Dodgers

Pre-order your tickets.
Contact Maggie at 303-350-0070



AND



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