



Colorado Self Storage Association Newsletter Summer 2015

Colorado Self Storage Association

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PRESIDENT'S LETTER:

Congratulations, COSSA! We had a record 183 people sign up for the Spring Meeting. It was a very exciting and educational program. The various guest speakers discussed the national economy, the State of the State of the Colorado Self Storage Industry, how to use the internet to attract tenants, and more. Thanks to everyone for their support.

At the end of the regular meeting, we held two additional simultaneous sessions in different meeting rooms, Ask the Attorney and Ask the Auctioneer. The Ask the Attorney session was standing room only with over forty people attending, and the Ask the Auctioneer session drew close to thirty people. The attendees had the opportunity to ask the host questions. Many of the questions were based on real experiences that had happened to them in the performances of their duties. As you can imagine, this format generated some very insightful and thought-provoking questions. The sessions lasted about an hour each, and a complimentary lunch was served. I would encourage anyone to attend these sessions when we offer them again.

At the Spring Meeting, COSSA also raised over \$18,000.00 for our community service partner, Assistive Technology Partners (ATP). Dr. Cathy Bodine, Director of ATP, was so pleased to receive this donation from COSSA. On behalf of all the people at ATP and the families they serve, she expressed her deepest gratitude for our support. All of the money COSSA raised goes directly to help the families lacking the resources to obtain the level of care they need.

As for the State of the State of the Self Storage Industry in Colorado, things are still very positive, and indicators seem to say they will be that

2014-15 COSSA BOARD

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way for a while. Let's hope they do. If you have been in this business for a while, you know things tend to run in cycles.

In closing, I would like thank all the sponsors that made the Spring Meeting such a success. Without their support, we could not offer the quality of meetings we have and at such a reasonable price. Please support them whenever you can.

Good things are happening in COSSA and the self storage industry in Colorado!

Jackson White
COSSA President



SPRING MEETING & TRADE SHOW

The COSSA spring meeting and trade show was held on May 13th at the Inverness Conference Center in Englewood. Record breaking attendance, excellent speakers, networking, introduction to new and longstanding vendors, and informative break out sessions made the meeting a huge success.

Our sincere thanks to the sponsors for the event.



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

Their support provides us the opportunity to offer meetings and speakers of such high quality.

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

you use a program to print your checks, update those records as well.



Happy 4th of July!



Assistive Technology Partners (ATP)

Jackson White, COSSA President and Mindy Levy, Board Member, present check for \$16,000 to Maureen Melonis, total of donations collected and/or pledged at the Spring meeting.

WELCOME NEW FACILITY MEMBERS!

Executive Storage at Crossroads Fort Collins

The presentations from speakers Ben Vestal, Argus Real Estate and Jim Stevens, Extra Space Storage can be found on the COSSA website. The presentation by Alison Felix, Federal Reserve Bank of Kansas City, Denver Branch can be found on the Federal Reserve Bank [website](#).

A very special part of the meeting was being introduced to one of our community partner's client, Terry and his mom. Terry gave us a glimpse of what ATP does to help those living with a disability and how it changed his life. Due to the generosity of those in attendance, our vendors and sponsors, COSSA presented a check in the amount of \$16,000 to ATP. But it didn't end there, additional donations came in bringing the current total to \$18,168.00! "We are absolutely thrilled with the responsiveness of the COSSA community on behalf of our families. These families all have such limited resources and being able to help defray the cost of services through scholarships to families in an amazing help! We are already thinking about which families we can begin to assist in this process." said Dr. Cathy Bodine after receiving the news. If you would like to learn more about ATP or donate to this worthy cause, visit the [website](#).

We are in the process of finalizing the date for the 2016 meeting and trade show. The date will be posted on the COSSA website as soon as the details are worked out. We look forward to bringing you the same high quality meeting in 2016.



LIEN LAW SESSION

A lien law training session is scheduled for Tuesday, August 18th, 9:30-11:30am. It will take place at the Tri-Lakes Chamber of Commerce & Visitor Center, 166 Second Street, Monument. Training will be conducted by Rich Schur of Schur Success Auctions. Registration for the class will be available on the COSSA website.

**Western Mini Storage
Silt**

**K2 Growth Properties:
Federal Heights Storage
CO Springs Self Storage South
CO Springs Self Storage North
Stapleton Storage**

**East Woodmen Self Storage
Colorado Springs**

**Stetson Hills Storage
Colorado Springs**

**Self Storage at Centerra
Loveland**

**Wildhorse Self Storage
Pueblo West**

**West Side Storage
Del Norte**

**Chaparral Park General Store
Hartsel**



**WELCOME NEW VENDOR
MEMBERS!**

**Pamlico Investments, Inc.
Lakewood**

**Sentinel Systems
Lakewood**

VIVO Development Partners

Due to the popularity of this session, we are also looking to hold one in northern Colorado. If you know of a location where we could hold a class for 30-40 people (free or inexpensive) we will try to get one scheduled in the fall.

Contact Maggie at 303-350-0070 or cossa@q.com if you have a suggestion or for more information.

ANNUAL MEMBERSHIP MEETING

The annual membership meeting for COSSA will be held on Friday, October 16th. Again this year, we will be at the Doubletree by Hilton Denver, located at 3203 Quebec Street, Denver. Registration and breakfast will begin at 7:00am, with the meeting program starting at 8:00. The line-up of speakers will be posted on the website by the end of the month. Registration for the meeting will be available online and a notice will be sent out once that is up and running.

If you are interested in sponsoring the October meeting, please contact Maggie at 303-350-0070.



VENDOR SPOTLIGHT



For over 25 years DBCI has embraced a culture of innovation, quality and customer focus. The manufacturer of self-storage roll-up doors and storage solutions continues to set the standard for excellence.

DBCI innovation efforts have resulted in many advantages for self-storage facilities, including the gear-driven tensioning bracket and improved wind-rated doors. Most recently, DBCI's Curl-Lok Curl-

Phoenix, AZ

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



Lok® product has positioned DBCI as one of the most forward-thinking companies in the door industry. Curl-Lok doors are the first sheet doors that can be repaired on-site without the use of any special tools. In the past, a damaged self-storage door had to be completely replaced, but Curl-Lok panels slide into place with an engineered curl (patent pending) instead of a permanent seam for a more cost-efficient door.

Stainless steel latches and an all aluminum bottom bar come standard on every DBCI door model. In addition to the highest quality components, DBCI doors employ the Weather XL coating system for superior color protection.

However, the real secret to DBCI's success - which isn't a secret to regular customers - is a commitment to service. This company always goes the extra mile, routinely assists with the layout of new facilities and backs its products beyond the stated warranty.

DBCI operates production facilities in Douglasville, Georgia; Houston, Texas; and Chandler, Arizona and supports an expanding distribution network across the U.S. For further information contact DBCI at 1-800-542-0501 or visit www.dbci.com.

CALENDAR OF EVENTS

July 4th - Happy Independence Day

July - NO BOARD MEETING

August 12, 11:00 a.m.
COSSA Board Mtg., Guaranty Bank of
Cherry Creek

August 18, 9:30-11:30 a.m.
Lien Law Class, Monument, CO
(See additional information in
newsletter.)

September 9, 11:00am
COSSA Board Mtg., Guaranty Bank of
Cherry Creek

Oct. 16, 7:30 a.m.: COSSA Fall
Meeting, Doubletree Hotel, Denver
(See additional information in
newsletter.)



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

Quick Links...

www.coloradossa.com

www.selfstorage.org

www.insideselfstorage.com

www.arssa.org

www.nebraskaselfstorageownersassociation.com

JOIN COSSA TODAY!

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

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



- 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 cossa@q.com or COSSA, 9457 S. University Blvd. #810, Highlands Ranch, CO 80126.



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