



Colorado Self Storage Association

SPRING 2016 NEWSLETTER

Colorado Self Storage Association

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www.ColoradoSSA.com

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PRESIDENT'S LETTER:

Spring in the Rockies, the weather is unpredictable!

Colorado experienced summer like temperatures in February and March, followed by the drop in temperature and snow last week, and more cold and snow expected this week.

Equally unpredictable is the economy and the stability of the self storage industry. That's why at our **May 18th** meeting, we are bringing you Jim Chiswell, well known national speaker, who will provide an overview from his perspective, on the condition of the industry nationwide and where we are in the current market cycle. Jim's presentation will be followed with a panel discussion that will specifically examine the Colorado market in detail. You will leave the meeting with information about the current market in Colorado as well as what the next few years may hold.

Also at the meeting, Dr. Cathy Bodine of Assistive Technology Partners (ATP), our Community Partner will provide us with an update; and you'll have time to visit with our sponsors and vendors in the trade show area. Find out what new products and/or information is out there that can

2015-16 COSSA BOARD

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Membership Co-Chair

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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

Be sure to update COSSA's mailing address in your records. This will avoid delay in COSSA receiving your mail.



Spring - March 20th!

help you and your facility continue to be successful.

And we're bringing back the "Ask the Attorney" session after the meeting. The session was so well received last year, that we decided to do it again!

More information is available on the COSSA website, as well as the enhanced registration process.

Even though March Madness is still going on, my mind is turning to Rockies baseball. Join COSSA for an evening of socializing and baseball on **Thursday, June 23rd**, when the Rockies take on the Arizona Diamondbacks at 6:40 p.m. We'll meet prior to the game at LoDo's Bar & Grill Downtown for appetizers and then head over to Coors Field for the game. Seats are in Section 116 and tickets are \$27.00. The Summer Solstice takes place on Monday, June 20th, so it would be a great way to start your summer and support the home team. A limited number of tickets are available, so order yours today, promo code "COSSA".

I look forward to seeing you on May 18th!

Jackson White
COSSA President



MEETING and TRADE SHOW

Wednesday, May 18, 2016
Inverness Hotel and Conference Center,
Englewood.

Keynote Speaker - Jim Chiswell, Chiswell & Associates



Looking forward to a full house on May 18th!

THANK YOU MAY MEETING SPONSORS:

GOLD



SILVER



BRONZE



WELCOME NEW FACILITY MEMBERS!

**Armor Storage,
Pueblo**

**Mike & Cheryl Kasten,
Platteville**

Jim has served the self storage industry for 30+ years. He is a regular speaker at national and state association meetings, and we look forward to the knowledge he will be sharing at our meeting in May.

If you would like to sponsor or be a participant in the Trade Show, contact Maggie at 303-350-0070, cossa@q.com or [download forms](#) on website Events page.



MEET TWO OF COSSA'S BOARD OF DIRECTORS

Ben Vestal



Ben has been involved with commercial real estate for the last twenty years. He has been involved in the management, development, construction and brokerage of commercial real estate.

Ben has obtained financing for several real estate projects and is familiar with conduit, bank and life insurance company loans. Additionally, he has been involved in over \$1 Billion of Self Storage financing transactions.

In 2006, he acquired an ownership interest in the Argus Self Storage Sales Network, Inc., the nation's premier brokerage network for self-storage facilities, and has been actively involved with the management and growth of the company. In 2009, he became President of the Argus Self Storage Sales Network and is responsible for the overall management and operation of the company. He has been involved in over \$1 Billion in self-storage transactions and is frequently asked to share his specialized expertise at self-storage industry conventions and meetings.

**Cheyenne Storage,
Cheyenne, WY**



**WELCOME NEW VENDOR
MEMBERS!**

S3 Self Storage Strategies

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

CALENDAR OF EVENTS

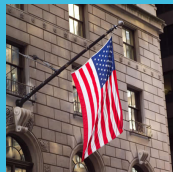
**March & April
Register for May 18th
Meeting & Trade Show**

April 15th



May 8 - Mother's Day

May 18 - COSSA MEETING and
TRADE SHOW,
Englewood



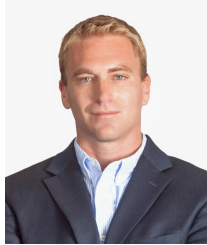
June 14 - Flag Day

June 19 - Father's Day

The Argus Self Storage Sales Network is comprised of 37 broker affiliates covering more than 40 markets nationwide. Argus provides buyers and sellers of self-storage facilities immediate access to a broad market while maintaining the advantages of local broker expertise. With a transaction history of more than \$2 Billion, Argus and its broker affiliates have earned their reputation as the nation's leading self-storage brokerage.

Ben has served on the Board of Directors since 2011.

Jon Suddarth



Jon acts as project Manager for new self storage development opportunities in the Denver, Seattle and Portland markets for William Warren Group (StorQuest Self Storage).

He is actively involved in the National Self Storage Association and plays an integral role on the William Warren real estate team. He is responsible for two Class A, vertical self storage projects that are under construction in Metro Denver, one of which is located in Greenwood Village in the Denver Tech Center and a second project under construction on 6th Ave. near Downtown Denver.

Jon is a graduate of the University of Kansas with a Master's Degree in Real Estate/Construction Management from the University of Denver. John and his wife, Katie, and 5 month old, Ainsley Marie, and two dogs, Bear & Jackson, live in the Cory Merrill neighborhood of Denver.

Jon was elected to the Board of Directors in October of 2015.

WEBSITE PRESENCE

Do we have your correct information and logo on the website? If not, please send corrections and/or .jpg file to Maggie at cossa@q.com and it will be put on the website. Thank you.

TAKE ME OUT TO THE BALLGAME!



Join COSSA on Thursday, June 23rd for a pre-game social at Lodo's Bar & Grill and then over to Coors Field for a 6:40 p.m. Rockies

**June 23 - Summer Solstice
Baseball Game - Rockies vs.
Diamondbacks**

Quick Links...

www.coloradossa.com

www.selfstorage.org

www.insideselfstorage.com

www.arssa.org

www.nebraskaselfstorageownersassociation.com



Spring? or Winter?

versus Diamondbacks.

COSSA has a block of 50 tickets available in Section 116, tickets are \$27.00, enter promo code "COSSA" to get the discount.

[Purchase your tickets here.](#)



Mark your calendar:

**Annual Membership Meeting
Wednesday, October 12, 2016
Double Tree Hotel,
3203 Quebec St., Denver**

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