



# Colorado Self Storage Association

## March 2018 NEWSLETTER

### Colorado Self Storage Association

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#### PRESIDENT'S LETTER:

*"The Times They Are a-Changing"* in the Self Storage Industry. New challenges are confronting us. The rental market is softening, and the industry will have to adjust. The "Build It and They Will Come" philosophy will no longer work. New strategies will be needed to prosper in this market.

The Spring Trade show on Tuesday, May 15, 2018, will help all levels of self storage owners deal with these issues. A variety of industry leaders will provide valuable information including critical statistics for owners and managers at this meeting. Please see agenda further down in the newsletter.

We encourage everyone to attend the Spring Meeting. We are expecting another record turn out. As always, thanks to all our sponsors for making the meeting possible.

I am happy to report that COSSA now has over 280 members. A special thanks to all our members for making COSSA such a great success.

See you on Tuesday, May 15th at the Denver Hilton Inverness!

#### 2017-18 COSSA BOARD

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**TODD MACKINTOSH**  
Legal Advisor

**MAGGIE THOMAS**  
Association Administrator

**COSSA MAILING ADDRESS:**  
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Highlands Ranch, CO 80126



**Jackson White**  
COSSA President



**MEETING & TRADE SHOW**  
**Tuesday, May 15, 2018**  
**REGISTRATION OPEN!**



**WELCOME NEW**  
**FACILITY MEMBERS!**

**Advantage Storage, Littleton**

**Big Bend Boat and RV Storage,  
LaSalle**

**Brookridge Self Storage,  
Centennial**

**Central Storage, Englewood**

**Cottonwood Self Storage,  
113th & Colorado Self Storage,  
128th & Colorado Self Storage,  
Thornton**

**CubeSmart,  
Northglenn**

**Dillon Road Storage,  
Louisville**



**COSSA May Meeting & Trade Show**  
**May 15, 2018**  
**Agenda**

- 7:30am** Registration, Trade Show Expo and  
Breakfast Buffet
- 8:15am** Welcome and Introductions  
*Jackson White, COSSA President*
- 8:30am** Legal and Legislative Update  
*Todd Mackintosh, COSSA Legal Advisor*
- 8:45am** Community Partner Update  
*Dr. Cathy Bodine, PhD, CCC-SLP,  
Assistive Technology Partners*

Edgemark Self Storage,  
Glendale

Englewood RV Storage,  
Englewood

Greenbox Self Storage,  
Centennial

Guardian Storage,  
Boulder

Guardian Storage,  
Longmont

Iliff & Peoria Self Storage,  
Aurora

Jewell & Sheridan Self Storage,  
Lakewood

John Stroz, Parker

Knox Yard, LLC  
Centennial

Northglenn Self Storage,  
XXL Storage,  
Northglenn

Ralston Village Self Storage,  
Arvada

Secure Stor, Pueblo West

Superior Self Storage,  
Superior

Teddy Kane/Nick Ozimek,  
Littleton

Wagon Wheel Storage,  
Centennial

Warehouse Options,  
Colorado Springs

Windsor Storage,  
Windsor

58th & Ward Self Storage,  
Arvada

9:00am State of State of Colorado Self Storage Update  
*Adam Schlosser, Marcus & Millichap National Self Storage Brokerage*

9:30am Keynote Speaker - *Bill Hobin, CEO William Warren Group*

10:15am Trade Show Expo and Break

11:00am *Round Table Discussions: 3 sessions, 20 minutes each, 6 topics to select from*

12:00pm Closing Comments

12:15pm "Ask the Attorney" - *Todd Mackintosh* and  
Round table moderators will also be available if you have questions for them.  
(Times may change slightly from published times.)



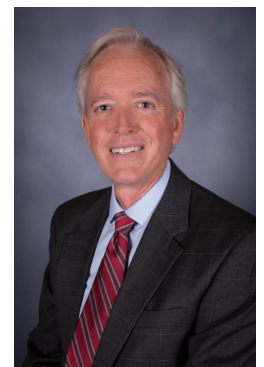
Crocus peeking through the snow.



Spring Daffodils

### "LEGAL CORNER" with Todd Mackintosh

In the Spring, 2017 legislative session, a new bill was passed providing Self Storage operators a process by which Owners and/or operators may obtain a limited line insurance license to sell insurance to customers. Either an Owner or an operator, or both, can obtain the license. Certain rules control this new license to sell insurance, and you should review the new law with your attorney. The new law can be found at C.R.S. Sec. 10-4-1701-1709.



For information on how to obtain license, see [application submission guide](#) presented by the Division of Insurance at the October meeting.

Online application update - Sircon is having IT issues and is working on fixing the system to accept Self Storage application, until then a [business paper application](#) can be submitted. For information as to where to send application and cashiers check or money order, email [Maggie](#) or call 303-350-0070.



# THANK YOU SPRING MEETING & TRADE SHOW SPONSORS

## WELCOME NEW VENDOR MEMBERS!

**ARCO/Murray, Dallas, TX**

**Blink Signs, Cleveland, OH**

**Boxwell, Boulder, CO**

**Colorado Self Storage Auditing,  
Erie, CO**

**DBCI,  
Houston, TX**

**PTI Security Systems,  
Scottsdale, AZ**

**Storage Asset Management,  
York, PA**

**StoragePro,  
Walnut Creek, CA**

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



**HUSCH BLACKWELL**



**EDGEMARK SELF STORAGE**



**CONGRATULATIONS** to all the athletes that competed for the USA at the Olympics in PyeongChang, South Korea!

**CONGRATULATIONS** to all those that medaled in their events.

**You all were awesome!!**

## 2018 CALENDAR

March 11 - Daylight Savings Begins

March 17 - St. Patrick's Day

April 1 - Easter Sunday  
All Fool's Day

April 22 - Earth Day

May 13 - Mother's Day

May 15 - COSSA Spring Meeting &  
Trade Show

May 28 - Memorial Day

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