



Colorado Self Storage Association

FALL 2017 NEWSLETTER

Colorado Self Storage Association Newsletter

Colorado Self Storage Association
9457 S. University Blvd. #810
Highlands Ranch, CO 80126-4976
303-350-0070 / cossa@q.com
www.ColoradoSSA.com

In This Issue

COSSA Board

Welcome New Members

Calendar of Events

President's Letter

COSSA Membership Meeting

Legal Corner

Thank You May Meeting Sponsors

2016-17 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

PRESIDENT'S LETTER:

"The Seasons are a changin", Spring is over, Summer moves out next month, and Fall is moving in, Winter can't be that far away.

Before we talk about COSSA's Fall meeting, here's a quick recap of our May 13th Spring Meeting & Trade Show - "Summit on Self Storage Trends - Colorado, Nationally and Internationally". Sold out trade show, record attendance, excellent information shared by the speakers, Tim Dietz, Self Storage Association, President; Ben Vestal and Adam Schlosser, in their presentations. And we can't forget our panel of experts who discussed the trends in Financing and Appraisals". As Ben Vestal said in his presentation, "These are extraordinary times. Real Estate is not a spectator sport! Times are Changing!" And we can't talk about the May Meeting without saying how grateful we are for all the sponsors who supported us. All in all, the Springs meeting was an enormous success!

Our Fall Meeting will be held on Thursday, October 12 from 7:30am - 12:00pm at the Double Tree Hotel in Denver. Our Keynote Speaker is Alison Felix, Vice President and Executive of the Denver Branch, Federal Reserve Bank of Kansas City. Ms. Felix last spoke to us

JEFF KINDER
Director

MINDY LEVY
Director

BARRY SHERMAN
Director
Membership Co-Chair

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



Double Tree Hotel by Hilton
3203 Quebec St., Denver

THANK YOU!
October 12th Meeting
SPONSORS

in the Spring of 2015, and we're anxious to hear her report about the U.S. and Colorado Economies two years later.

If you haven't heard, on June 8th, Governor Hickenlooper signed into law a bill that allows self-storage operators to sell limited lines self-storage insurance to tenants to protect their stored property. We'll be going over the specifics of the bill and what you need to know so you comply with the law. A representative from the Colorado Division of Insurance will be at the October meeting to talk about the licensing process. More about the bill in Todd Mackintosh's "Legal Corner" article elsewhere in the newsletter.

See you on Thursday, October 12th at the Double Tree!

Jackson White
COSSA President



REGISTRATION OPEN!

MEETING
Thursday, October 12, 2017
Double Tree Hotel
3203 Quebec St., Denver



COSSA Annual Membership Meeting
October 12, 2017

GOLD



SILVER



THANK YOU!

Would you like to be a Sponsor?

There are still a few spots.

[Click here for details](#)

WELCOME NEW FACILITY MEMBERS!

A Better Self Storage South Academy, Colorado Springs

Advantage Self Storage, Arvada

Alex Hellman, Colorado Springs

England Storage, Ordway

Front Range MI-BOX, Colorado Springs

Highway 85 Self Storage, Brighton

Johnson Mini-Storage, Orange, TX

Northglenn Mini Storage, Northglenn

Agenda

- 7:30am Registration 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 State of Colorado Self Storage Update
Ben Vestal, Argus Self Storage Sales Network
- 9:00am Keynote Speaker - Emerging Trends in the U.S. and Colorado Economies -
Alison Felix, Vice President and Executive, Denver Branch, Federal Reserve Bank of Kansas City
- 10:00am Refreshments and Break
- 10:30am *Arlen D. Nordhagen, CEO, Denver based National Storage Affiliates Trust*
- 11:15am Limited Lines Self-Storage Insurance
Steve Giampaolo, Colorado Division of Insurance
- 11:45am Closing Comments
- 12:00pm "Ask the Attorney" - *Todd Mackintosh*
-Limited Lines Self-Storage Insurance
-Understanding 3rd Party Management Agreements

(Times may change slightly from published times.)



"LEGAL CORNER" with Todd Mackintosh

Plasco Storage, Colorado Springs

**Monument Hill Self Storage,
Monument**

Rifle Creek Self Storage, Rifle

Stuff-It Storage, Greeley

**The Quantum Group,
Colorado Springs**



**WELCOME NEW VENDOR
MEMBERS!**

**Colorado Business Bank,
Golden**

**Evergreen Industrial,
Loveland**

**First American Title Insurance,
Denver**

**Taylor Kohrs,
Thornton**

**The Storage Acquisition Group,
Yorktown, VA**

**Stellar Restoration Services.
Houston, TX**

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

CALENDAR OF EVENTS

2017

August 15 - Online Registration Open

September 4 - Labor Day

September 11 - Patriot Day

HOUSE BILL 17-1263; C.R.S. 10-4-1701, et seq.

In June, 2017, Governor Hickenlooper signed into law House Bill 17-1263. Codified at C.R.S. 10-4-1701, et seq., this new law allows self-storage businesses to sell to occupants a limited line of self-storage insurance covering the personal property stored by that occupant in the rented self-storage unit. The law provides that by July 1, 2018, self-storage businesses selling this limited line of self-storage insurance shall apply for and obtain a Limited Lines Self-Storage Insurance Producer License from the Colorado Insurance Commission or cease selling the insurance.



More information on how to obtain this license will be presented at the Fall and Spring COSSA conferences.

**THANK YOU SPRING MEETING &
TRADE SHOW SPONSORS**



September 21 - Rosh Hashanah

September 22 - Autumn Begins

September 30 - Yom Kippur

October 9 - Columbus Day

October 12 - COSSA Annual
Membership Meeting

October 31 - Halloween

November 11 - Veterans Day

November 23 - Thanksgiving Day

December 25 - Christmas Day



SSA EDUCATIONAL OPPORTUNITY IN DENVER!
[Link to brochure](#) for more information.

SSA
VALUATION & ACQUISITION
COURSE

OCTOBER 9-11, 2017

HILTON GARDEN INN | DENVER - CHERRY CREEK
DENVER, COLORADO



Sponsored by:



Marcus & Millichap
THE MELE GROUP



LIVE OAK BANK



Arthur J. Gallagher & Co.
BUSINESS WITHOUT BARRIERS

Register by September 8, 2017 for the best rates!



Colorado Self Storage Association: The views expressed or materials presented in any advertisement or article published in the COSSA Newsletter are those of the advertisers and do not necessarily represent the opinion of the Colorado Self Storage Association (COSSA). COSSA assumes no responsibility for these materials and hereby disclaims any and all warranties (expressed or implied) in the advertisements or articles published.