



# Colorado Self Storage Association

## WINTER 2016 NEWSLETTER

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

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### 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

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

### PRESIDENT'S LETTER:

Thanks to all of you for making 2016 another great year for COSSA. Our Spring and Fall meetings had record attendance numbers. Kudos to Maggie! She did a great job of organizing, promoting and taking care of all the necessary details to make sure both meetings were a great success. Many people told us the information presented at each meeting was both valuable and timely. We would like to thank our sponsors for making these meetings available at a very reasonable price. See list of our sponsors elsewhere in this newsletter.

The 2017 meetings are well into the planning stages, so please be on the lookout for information about them soon. The post-meeting sessions with the attorney or other professionals have become quite popular. I suggest you sign up early for these sessions. Lunch will be available.

As always, our first goal is to be financially sound in our operations for the year. I am happy to report that for the twelfth straight year, we operated in the black. Another annual goal is to grow our membership. We accomplished that and are currently at 220 members.

We also continued our partnership with Assistive Technology Partners (ATP). What an amazing organization! It helps some of the most seriously handicapped people of all ages in our society. Thanks to all of you who supported ATP over the last year. Please visit their [website](#) to get a better understanding of what they do.

This fall, we formed a task force to develop a prototype property management agreement that can serve as a useful tool for self storage facilities throughout the Colorado. (PLEASE NOTE you will still need your own attorney to approve any property management agreement you use.) The task force is chaired by COSSA's attorney, Todd Mackintosh. The goal is to have this project completed by summer. Our research showed that there was a need for this, especially in situations where an owner owned a small

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9457 S. University Blvd. #810  
Highlands Ranch, CO 80126



Winter Wonderland!

A full house on October 20th!



**OCTOBER  
MEETING SPONSORS  
THANK YOU!**

**GOLD**



**SILVER**



**BRONZE**



**THANK YOU!**

**WELCOME NEW  
FACILITY MEMBERS!**

**1st Ave. Partners**

number of properties. If you are interested in talking with the task force, please call Maggie at 303-350-0070.

In closing, on behalf of the COSSA Board, I would like to wish everyone Happy Holidays and a Happy New Year!

Thanks again for supporting COSSA,

Jackson White  
COSSA President



**MARK Your Calendar.....**

**SPRING MEETING AND TRADE SHOW  
Tuesday, May 16, 2017  
Inverness Hotel & Conference Center**



**Sponsorship and trade show registration  
information will be available in January.**



**MEET COSSA's BOARD OF DIRECTORS**

**JEFF KINDER**

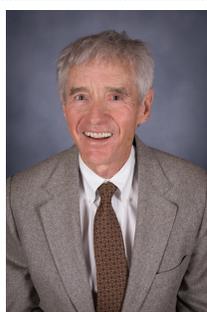
Jeff's self storage career started in 1986 with National Self Storage and after thirteen years with National and Public Storage, started his own syndication and management company, Advantage Advisors, LLC.

Jeff's Colorado roots go back to 1975 , when he spent his first ski season in Snowmass, and in 2008 moved his company headquarters from Maryland to Colorado.

Jeff has served on the Board since 2014.



**JACKSON WHITE**



Jackson is a founding Board member and COSSA's current President. He has been in the self storage business for thirty years, and is currently the Managing Partner of Broomfield Mini Storage.

Greeley

**Ace Storage  
Littleton**

**Aspen Capital Partners, LLC  
Centennial**

**High Country Storage - East  
Cortez**

**High Country Storage - West  
Cortez**

**Hudson I76 Self Storage  
Hudson**

**Jim Deak  
REI Analytics**

**Slate River Storage  
Crested Butte**

**Yankeesteal  
Highlands Ranch**



**WELCOME NEW VENDOR  
MEMBERS!**

**Farmers Insurance  
Rob Gibson Agency  
Wheat Ridge**

**McCauley Constructors  
Windsor**

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

**CALENDAR OF EVENTS**



December 25- Merry Christmas

**2017**

January 1 - HAPPY NEW YEAR!

January 16 - Martin Luther King Day

**February 1st  
Registration opens for  
May 16th Meeting**

February 12 - Lincoln's Birthday

February 14 - Valentine's Day

February 20 - President's Day

**TOM RAZO**



Tom has owned TRC Companies for 27 years. His primary focus is the Development and Construction of commercial properties in various locations of Colorado. Tom is the owner of multiple Self Storage Properties in Colorado and is actively developing new properties in the Denver metro area.

Tom has served on the COSSA board since 2013 and is currently the Secretary/Treasurer.

**FACILITY LISTINGS on WEBSITE**

Do we have your facility's correct information and logo on the website? If not, please send corrections and/or .jpg file to Maggie at [cossa@q.com](mailto:cossa@q.com) and the information will be updated. Thank you.

**Calling All COSSA  
VENDOR MEMBERS**



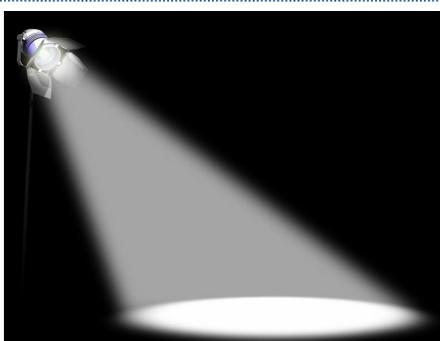
Is your company listed in the  
Vendor Resource Directory?

Did you return the Information Sheet with the information for the Directory? If not, download the form and return to [cossa@q.com](mailto:cossa@q.com) and your information will be added to the online Directory.



"You're gonna need a bigger unit."

**VENDOR SPOTLIGHT**



Coming 1st Quarter of 2017, and quarterly thereafter, COSSA's newsletter "Vendor Spotlight" highlighting our various vendor members. I'll be in touch with the vendors after the first of

the year to line up a schedule that will work for you.



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