



# Colorado Self Storage Association

## SPRING 2017 NEWSLETTER

### Colorado Self Storage Association Newsletter

Colorado Self Storage Association  
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#### In This Issue

COSSA Board  
Welcome New Members  
Calendar of Events  
President's Letter  
COSSA Meeting & Tradeshow  
ATP - Community Partner  
Trade Show

#### 2016-17 COSSA BOARD

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Director

#### PRESIDENT'S LETTER:

No one can predict the spring weather in the Rockies! However, at the May 16th Spring Meeting and Trade Show, our speakers will predict the trends in the Self-Storage Industry, locally, nationally and even on the international level over the next 3-5 years.

If you are wondering what will be happening in the industry over that period of time, this will serve as your blueprint. They will address such things as property valuation method changes, which includes rising cap rates, overbuilding, the latest generation of self-storage building models, and income-producing strategies and more.

We are honored to have Tim Dietz, President of the National Self Storage Association, as our Keynote Speaker, and we have a record number of sponsors and vendors in the trade show.

Come hear the latest news from the national president, find out what's new in Colorado and visit with the wide range of vendors in the trade show. This is a meeting you don't want to miss and we encourage you to register early.

**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



***THANK YOU!***  
***Spring Meeting and***  
***Trade Show***  
***SPONSORS***

**GOLD**

As always, COSSA is grateful for the support of our sponsors and thank them for their generous sponsorship of the Spring Meeting.

See you on Tuesday, May 16th!

Jackson White  
COSSA President



**Have YOU Registered?**

**MEETING AND TRADE SHOW**  
**Tuesday, May 16, 2017**  
**Hilton Denver Inverness**  
(Formerly: Inverness Hotel & Conference Center)



**Online Registration is Open!**



**SUMMIT on SELF STORAGE TRENDS -**  
**Colorado, Nationally and Internationally**  
**May 16, 2017**  
**Agenda**

- 7:30am** Trade Show Expo Open & Breakfast Buffet
- 8:15am** Welcome & Introductions
- 8:30am** Legal & Legislative Issues Update  
Todd Mackintosh, COSSA Legal Advisor
- 8:45am** Assistive Technology Partner Update  
Dr. Cathy Bodine, PhD, CCC-SLP



SILVER



BRONZE

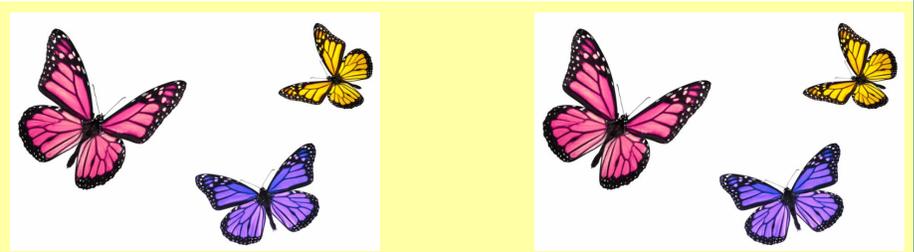


COFFEE SPONSOR



- 9:00am Keynote Address  
Tim Dietz, President, Self Storage Association
- 9:30am State of State of Colorado Self Storage Update  
Ben Vestal, Argus Self Storage Sales Network
- 10:00am Trade Show Expo and Break
- 10:45am Industry Trends - Rocky Mountain, National and International  
Adam Schlosser, Marcus & Millichap National Self Storage Brokerage
- 11:15am What Are We Seeing w/Financing & Appraisals  
Moderator: Ben Vestal  
Panel Members:  
Jeff Bass, TCF Bank  
Jon Fletcher, Colliers Int'l Valuation & Advisory Services  
Dale Stewart, Northmarq Capital  
Tom Razo, TRC Companies
- 12:00pm Closing Comments
- 12:15pm "Ask the Attorney" Breakout Session  
Todd Mackintosh
- 2:00pm Trade Show Expo Closes

(Times may change slightly from what is published.)



Assistive Technology Partners

COLLEGE OF ENGINEERING AND APPLIED SCIENCE

UNIVERSITY OF COLORADO DENVER | ANSCHUTZ MEDICAL CAMPUS

We have a full agenda at the meeting on May 16th, but we don't want to forget to ask for your continued support of our Community Partner. Dr. Cathy Bodine, PhD, CCC-SLP, will be at the meeting to give us a brief update on what ATP has been doing since we heard from her in October.

This is the 4th year that COSSA has supported ATP through fundraising, direct donations, auctions, and pledges. This year we are going to do something different. Rather than "make the ask" at the meeting, we are asking if you would please make your donation online prior to the meeting. We would like to challenge the COSSA membership, facilities and vendors, personal and/or

# THANK YOU!

## WELCOME NEW FACILITY MEMBERS!

**ABC Storage,  
Grand Junction**

**Broncos Parkway Self Storage,  
Centennial**

**Grant Street Self Storage &  
Park Avenue Self Storage &  
Steele Street Self Storage,  
Denver**

**Lighthouse Storage,  
Firestone**

**Maximum Storage,  
Colorado Springs**

**Monument Hill Self Storage,  
Monument**

**North Nevada Self Storage,  
Colorado Springs**

**SecureCare #511  
Secure Care #802**

**Spartan Investment Group,  
Washington, DC**

**Storquest, Denver  
Storquest, Golden  
Storquest, Greenwood Village**

**TMJ Properties,  
Denver**



## WELCOME NEW VENDOR MEMBERS!

**A-Lert Building Systems,  
New Braunsfield, TX**

**Brinkmann Constructors,  
Aurora**

company, to help us raise at least \$5,000 by May 16th....and with your help, I know we can do it!

A \$5000 donation will help pay for 50 hours of treatment for a person with a disability or allow 7 individuals with disabilities to have an assistive technology evaluation.

If you have contributed in the past, you most likely have been recognized with a small plaque on the Donor Wall in the reception area of ATP's 5th Street facility.



Visit [www.cufund.org](http://www.cufund.org) and click on the red "GIVE NOW" button on the top right corner of the page (when making the one-time payment, reference the ATP Fund #0321814 as to where the donation should be applied), or [download form](#) and mail your donation to ATP. Donations will gladly be accepted at the meeting as well!

## VENDORS

### in the Trade Show

McCauley Constructors, Inc

Janus International Group, LLC

Kiwi II Construction, Inc.

U-Haul

Live Oak Bank

CubeSmart

Spider Door

Farmers Insurance - Rob Gibson Agency

SiteLink

Argus Self Storage Sales Network

Ponderosa Insurance Agency-Safestor Tenant  
Insurance

A-Lert Building Systems

Open Tech Alliance

Farmers Insurance - Peggy Carter Agency

Mako Steel

Global Roofing Company

The Storage Group

Storsmart Insurance Program

Sentinel Systems Corp.

Capital Steel Buildings

FutureLink, Inc.

Solutia Adjusters

Husch Blackwell LLP

**Farmers Insurance-  
Peggy Carter Agency  
Parker**

**Fischer Van Lines Moving &  
Storage, Denver**

**FutureLink,  
Northglenn**

**Husch Blackwell LLP,  
Denver**

**Solutia Adjusters  
Arvada**

**SpiderDoor,  
Trussville, AL**

**XPS Solutions,  
Richardson, TX**

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

DJS Enterprises, Inc.

## TAKE ME TO OUT TO THE BALLGAME!



Join us on Thursday, June 15th for the Colorado Rockies vs. San Francisco Giants game at 6:40 p.m. at Coors Field.

Prior to the game, starting at 5:00, we'll get together for a little socializing at LoDo's Bar & Grill on Market St. We'll enjoy some appetizers, good company, awesome views from the rooftop fire pit area.

Limited number of tickets available,  
purchase your tickets for the game today!  
Password for link is "colorado" and is active until  
June 5th. Discount applied once seat is selected.

## CALENDAR OF EVENTS

# 2017

April 16 - Easter

April 18 - Tax Day

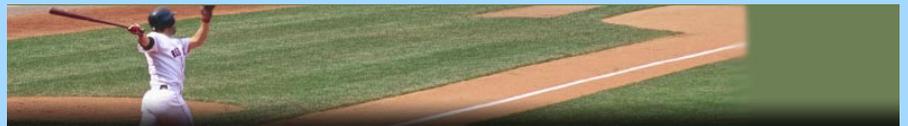
May 14 - Mother's Day

May 16 - COSSA Spring Meeting &  
Trade Show

May 29 - Memorial Day

June 15 - Baseball Game @ 6:40pm CO  
Rockies vs. San Francisco Giants

June 18 - Father's Day



## COSSA Membership Keeps Growing



Our membership numbers keep going up...as the list to the left shows. Since the first of the year, 16 new facilities and 9 new vendors have joined COSSA. Welcome to all.

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