

## March 2019 NEWSLETTER

## Colorado Self Storage Association

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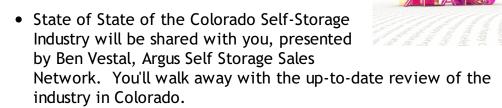
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#### PRESIDENT'S LETTER:

Join us to celebrate COSSA's 15-Year Anniversary at the Spring Meeting and Trade Show on May 17!

We have a great program lined up:



- A panel of site managers with many years of experience in the industry and currently serving in executive level positions, will give their views on managing self storage property in today's market. This session is designed for owners and onsite managers. It will help ensure you are operating with maximum efficiency. Audience questions encouraged!
- "Technology Trends" to keep you updated on the latest in access, security, kiosks, doors, smartphones, etc. Technology is changing so rapidly that the Board decided to devote a portion of each spring and fall meeting to address the field of technology. We will cover access and security at this meeting, and we want your ideas as to what you would like to see covered in October.
- "Ask The Attorney", Todd Mackintosh will be answering those troublesome legal questions you have. You can submit your questions in advance (see article below) or ask the question at the meeting.

#### 2019 COSSA BOARD

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MAGGIE THOMAS
Association Administrator

COSSA MAILING ADDRESS: 9457 S. University Blvd. #810 Highlands Ranch, CO 80126



• After the meeting, the speakers will be available to talk with you if you have additional questions. In addition, you might want to take the Lien Law class that is being offered. Whether it's your first time taking the class or you are just brushing up on the rules, you are sure to come away with something new and helpful. Boxed lunches will be available and can be ordered when you register.

The complete program can be found below and online <u>Registration</u> is open.

As always, we want to thank our sponsors for making this event possible. We couldn't do it without you!!

Join us for the fun-and great information--and help make our 15th Anniversary celebration magical!

See you there!



<u>NEW FACILITY</u> MEMBERS!

B & W Self Storage, Lamar

Kipling & 470 Storage, Littleton

McIntyre Self Storage, Arvada

> Smart Space Self Storage, Colorado Springs

Smart Space Self Storage Stetson Hills, Colorado Springs

> Wheat Ridge Self Storage, Wheat Ridge



NEW VENDOR MEMBERS!

CertaPro Painters.





7:30	May 17, 2019 Agenda Trade Show Expo and Breakfast
8:15	Welcome/Introductions Jackson White, President
8:30	Legal and Legislative Update Todd Mackintosh, COSSA Legal Advisor
8:45	Community Partner Update Joan Lucas, Argus Self Storage Sales Network
9:00	State of State of Colorado Self Storage Industry Ben Vestal, Argus Self Storage Sales Network
9:30	Property Management Panel - Q&A
10:15	Trade Show Expo and Break
10:45	Scotty Wiese - World Class Entertainer
11:15	Technology Trends - "Access & Security"

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

Golden





COSSA's email address
admin@Coloradossa.com

#### SEARCHING



for photos or other miscellaneous items from the early years. Do you have a drawer/box/folder of COSSA memorabilia?

We would like to incorporate some of the materials in the upcoming meeting. If you have something we can borrow, please contact Maggie at 303-350-0070.

### BASEBALL June 27th, 6:40pm



Rockies vs. Dodgers

Section 111, Rows 14-20. Tickets - \$30/each. Pre-order your tickets. Contact Maggie at 303-350-0070 to put your ticket order in! Todd Sheppard, FutureLink, Inc.

11:45 "Ask the Attorney" - Q&A
Todd Mackintosh, Hatch Ray Olsen Conant LLC

12:30 Closing Comments

Jackson White, COSSA President

1:00 Lien Law Seminar, Evergreen/Conifer Room Barrett Palombo, Storage Auction Kings

2:00 Trade Show Expo Closes



"LEGAL CORNER" with Todd Mackintosh

Submit your questions for Todd to answer at the May meeting.

The "Ask the Attorney" session will be part of the meeting in May rather than after. Todd will address general questions he receives from members that would be beneficial to everyone and will take questions from the floor. Submit your question in advance to make sure they get answered. Send questions to <a href="mailto:admin@Coloradossa.com">admin@Coloradossa.com</a>.

Pre-game reception hosted by Husch Blackwell LLP. Details coming soon!





















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