



Colorado Self Storage Association

SUMMER 2016 NEWSLETTER

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

In This Issue

COSSA Board

Welcome New Members

Calendar of Events

President's Letter

COSSA Meeting & Tradeshow

Website Presence

2015-16 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

PRESIDENT'S LETTER:

Ahhh, summer in Colorado, longer days, sunshine, outdoor fun, vacations - the favorite season for some people! That's the upside, but along with that comes the heat, hail storms and high winds! Make the time to review your property insurance coverage to make sure it's providing the protection against most risks to property, such as fire, theft and weather damage.

Speaking of outdoor fun - baseball! This is the 3rd year that COSSA did a group event at Coors Field for a Rockies game. A great opportunity to do a little socializing and enjoying some heavy appetizers before the game at LoDo's Bar across from the field. Thanks to our sponsor, Extra Space, for providing a great spread. It keeps getting bigger and better, so plan to join us next year.

Taking a step back into spring, our May 18th meeting was a great program. We had record attendance not only with the number of attendees - 216, but more vendor participation than ever before as well. The Self Storage industry presentation by Adam Schlosser gave us a better understanding and awareness of the danger of overbuilding we are facing in Colorado. Jim Chiswell's presentation and our panel on Colorado's Supply & Demand made it an overall great and informative program.

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

Be sure to update COSSA's mailing address in your records. This will avoid delay in COSSA receiving your mail.



A full house on May 18th!



**MAY MEETING SPONSORS
THANK YOU!**

GOLD

Jumping ahead into Fall, our annual membership meeting is Wednesday, October 12th at the DoubleTree Hotel. Our Keynote Speaker, Anne Ballard, also known as "The Hat Lady" will be back with us this year. Anne is a frequent speaker at national and state conventions and workshops.

As usual, we'll have an update on the industry in Colorado, as well as valuable information on the rising property taxes on self storage facilities in Colorado. We are still working on a few of the details for the meeting, but as soon as the information is finalized, we'll let you know.

Be safe and enjoy the rest of your summer!

Jackson White
COSSA President



ANNUAL MEMBERSHIP MEETING

Wednesday, October 12, 2016
Double Tree Hotel, 3203 Quebec, Denver

**KeynoteSpeaker -
Anne Ballard
Universal Storage Group**



"The Hat Lady"

Anne is President of Marketing, Training and Developmental Services for Universal Storage Group.

Registration will open on August 15th and be available through the COSSA website, Events page.



If you would like to be a sponsor of the October meeting, contact Maggie at 303-350-0070, coffa@q.com



SILVER



BRONZE



THANK YOU!

**WELCOME NEW
FACILITY MEMBERS!**

**Academy South Mini Storage
Colorado Springs**

**Alamosa Storage
Alamosa**

**Bennett Mini Storage
Bennett**

**Castle Rock Personal Warehouse
Castle Rock**

or [download forms](#) on website [Events](#) page.



MEET COSSA's BOARD OF DIRECTORS

In the last newsletter we introduced you to Ben Vestal and Jon Suddarth. Here are three more of the directors working on your behalf and the self storage industry.

MINDY LEVY

Mindy Levy is Vice President of J&B Building Company, a full service real estate company.

Among other properties, J&B is the property management company for Alameda Mini Storage, a 668 unit facility in Denver.

Mindy has her M.B.A. in real estate and construction management from the University of Denver.

Mindy has served on the Board since 2012.



MEGAN BERGER



Megan Berger joined Polo Properties, a Self Storage Developer, owner, and operator in 2005. During that time, Megan co-founded and currently operates Your Storage Center, a third party management company.

Megan has been actively involved in all aspects of Self Storage including training, audits, operations, improvement, and due diligence. Megan attends multiple conferences, seminars and networking functions throughout the year to better solidify relationships and her knowledge of the marketplace trends.

She served as an Advisory Board Member in 2015 and was elected to the Board of Directors in 2016.

KEVIN COHEN

**County Line Self Storage
Littleton**

**Safe & Secure Storage
Greeley**

**Store Here Self Storage
Colorado Springs**

**Trojan Storage of Stetson Hills
Colorado Springs**

**Waterglen Self Storage
Fort Collins**



WELCOME NEW VENDOR MEMBERS!

**Northeast Bank
Parker**

**O'Connor & Associates
Houston, TX**

**OpenTech Alliance
Phoenix, AZ**

**Roger Hill, LLC
Colorado Springs**

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

CALENDAR OF EVENTS

**August 15th
Registration opens for
October 12th Meeting**

September 5 - Labor Day

September 22 - Autumn Begins



Kevin is Director of Business Development, Western Region, for Guardian Storage. Guardian Storage owns or operates 20 facilities in Pennsylvania and Colorado.

Kevin's responsibilities include expanding Guardian's portfolio in Colorado through development and acquisition as well as overseeing local operations.

Kevin has served on the Board of Directors since 2009.

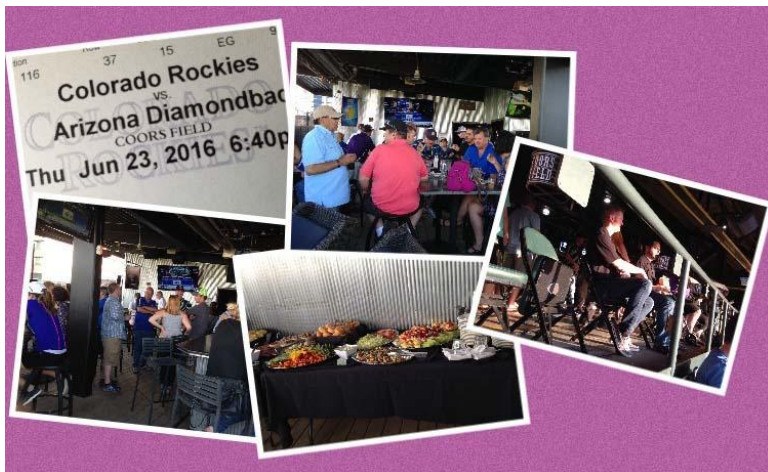
MEMBER LISTINGS on WEBSITE

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

TAKE ME OUT TO THE BALLGAME!



Even though the Rockies lost, a great time was enjoyed by all that attended the game on June 23rd. The pre-game social at Lodo's Bar & Grill served up some hearty appetizers and don't forget the beverages that helped to quench our thirst on a hot summer day! A special thanks to Extra Space Storage for sponsoring our delicious appetizers.



October 10 - Columbus Day

October 12 -
Annual Membership
Meeting

October 31



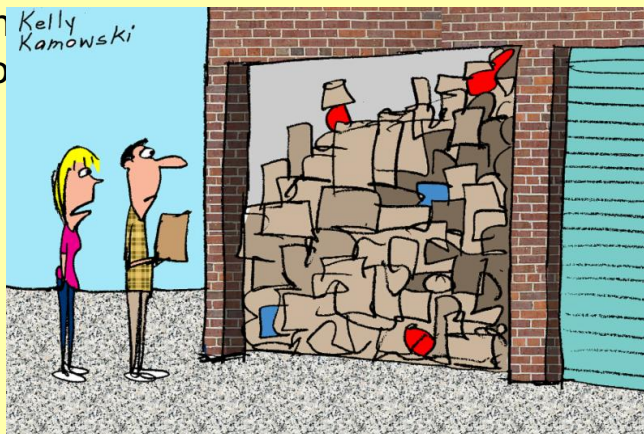
Calling All COSSA VENDOR MEMBERS



COSSA is putting together a Vendor Resource Directory and we need your information.

Watch for an email next week detailing the information we would like to get from you and the deadline for the directory.

Kelly
Kamowski



"When we couldn't even give all this away at our garage sale, that was a sign we should get rid of it."

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.