



Colorado Self Storage Association Newsletter

Fall/Winter 2014

Colorado Self Storage Association

PMB #144

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PRESIDENT'S LETTER: Things have gone well for COSSA and the self storage industry in Colorado in 2014. Before we talk about that, I want to talk about Anna. As many of you know, Anna has decided to retire at the end of this year. She has been so instrumental in making COSSA a success over these past ten years. Without her COSSA would not be nearly as successful as it is. In August, when Anna announced her retirement to the Board, all the Board members responded with emails praising and thanking Anna for her work. I have included the email below that I sent out to all of the Board members after they had responded to her retirement announcement. I think it does a good job of describing how we feel about Anna and acknowledging what a great job she has done.

"Thanks to everyone for your very gracious comments about Anna. As Mindy said, she is irreplaceable. She has been the 'super glue' that has held COSSA together for all these years. I have always thought her job title should be COSSA's Chief Administrative Officer Plus Lots More. When I think of what Anna has meant to COSSA, I think back to something I read several years ago. Amon Carter was a very successful and colorful self-made American businessman and civic leader in the first and middle part of the twentieth century. His resume includes starting the Fort Worth Star-Telegram and founding the Amon Carter Museum of American Art in Fort Worth. He was also one of the founders of Texas Tech University. One day a young man asked him this: 'Mr. Carter, what advice would you give to a young person like myself, to help him become successful in business'? After a short pause, Mr. Carter looked at him and replied, 'I would find some SOB who knows what he is doing, grab hold of his coattail and hang on.' Anna is, of course, a princess, but that is what COSSA has done with her. She is the Valedictorian of Chief Administrative Officers Plus Lots More." Thanks, Anna, for all you have done,

ATP Contributions To Date

Through October 2014, COSSA members have contributed a total of \$2755 to Assistive Technology Partners. Thank you to everyone who has participated in this endeavor to help our seriously disabled neighbors.

and best of luck in your retirement. Please come back to see us.

The Colorado self storage industry has never been stronger. Sales prices for facilities are at record levels. Occupancy levels are good in most places. Overbuilding is the one thing the industry has to keep its eye on. COSSA has had a very good year. We have reached our highest level of membership in our history, 216 members. We had very successful spring and fall meetings this year.

Without our wonderful sponsors the fee for attending a fall or spring meeting would be a lot higher. It costs COSSA about \$75-80 per attendee, but because of the sponsors' generous support, we can charge about \$35. Please thank them at the next meeting you attend.

The year COSSA also updated the "Big Easy" which is a prototype lease. (Your lawyer must review it.) We worked to support Assistive Technology Partners (ATP). This is our charity, and we need to be very supportive of their efforts to assist the handicapped. ATP and the "Big Easy" are discussed in other sections of this newsletter.

We will be welcoming Maggie Thomas as the new Administrative Officer in January. I am confident she will do a great job for COSSA. Please read about her in another section of this newsletter.

Thank you all for supporting COSSA.

Jackson White
COSSA President

2014-15 COSSA BOARD

JACKSON WHITE
President

TOM RAZO
Secretary/Treasurer
Membership Co-Chair

CHRIS MUHR
Vice President

HANK SAIPE
Past President

JOAN LUCAS
Past President

BARRY SHERMAN
Membership Co-Chair

JOHN ARONSON
Director

KEVIN COHEN
Director

BEN VESTAL
Director

MINDY LEVY
Director

COSSA MEMBERS DOING GOOD THINGS

STORAGE AUCTIONS BENEFIT WOUNDED TROOPS

Based in Monument, CO, Schur Success Auction & Appraisal, dba the Storage Auction Kings, is one of the largest providers of self storage auction services in the country, and the largest in Colorado. Serving more than 200 client locations, they conduct storage auctions nearly every day.

Each quarter, the company chooses a new charity to receive donations from storage auction commissions. CEO and Hall of Fame auctioneer Shannon Schur said, "We chose Homes for our Troops as our third quarter recipient. We are honored to make a donation of \$1500 that came from our bidders, buyers, sellers, and from our company." She added, "This wonderful organization provides specially adapted housing for our severely injured veterans." Schur said, "We are very proud to help

JEFF KINDER

Director

TODD MACKINTOSH

Legal Advisor

JOHN SINGER

Legislative Liaison

ANNA AUNE

Administrative Asst.



NEW TEAM MEMBER

support this organization and bring awareness to their mission."

According to Schur, in the fall of 2011, she and her husband Rich, also an auctioneer, decided to make a donation to charity for every storage locker they sold. Schur said, "When we announced this to our buyers, they pitched in and helped us to raise money at every location." She added that since they started this program, "We have raised over \$35,000 for good causes, one auction at a time."

Nearly 35% of the funds come from bidders and clients, and the balance is a donation from the Schur family.

Schur said that they have chosen the USMC Toys for Tots drive as their fourth quarter recipient, in honor of her father, Ray Fenter, the company's founder, who served in the USMC. They hope to raise \$3,000 by the end of the quarter.

#

For more information contact: Schur Success Auction & Appraisal
Richard D. Schur, CAI, BAS, CMEA, GPPA, COO, Champion Auctioneer
719-667-1000

rich@SuccessAuctions.com www.StorageAuctionKings.com

Homes for our Troops

Brianne McNamara, Community Fundraising Coordinator

508-823-3300 ext.253

BMcNamara@hfotusa.org www.hfotusa.com



COSSA FALL MEETING

October 16, 2014

On October 16th, COSSA held its 2014 fall meeting, with over 100 attendees present. This was our first meeting at the Doubletree by Hilton Hotel, and the space proved



We are delighted to announce the addition of Maggie Thomas to our COSSA Board team. Maggie will become our new Administrative Assistant beginning January 1, 2015 and Maggie comes with years of experience working with membership and volunteer leadership in a nonprofit organization. Originally from Pennsylvania, Maggie moved to Colorado in 1983.

We welcome her to the Association.

to work extremely well for us.



The meeting was sponsored by KIWI II Construction, dcb Construction, Janus International, and Global Roofing. Our sincere thanks to each of these companies for their support and assistance to the Association by helping us provide some great educational speakers and still keep our costs low enough to make the meeting accessible and affordable for all of our members.

Speakers included Guy Middlebrooks of Cubesmart, who discussed some of the historical trends in the self storage industry; Larry Stern of Nationwide Tax Consulting, who explained circumstances under which you could contest your property tax assessments; an energetic discussion of what to expect in your facility's lifetime by Tom Razo, TRC Companies, and Jeff Kinder, Advantage Storage; and a panel discussion on issues with regard to marijuana legalization in Colorado and the possible impacts it might have on self storage businesses. Marcus Pachner, representing the Cannabis Growers Association; Adam Schlosser, Marcus & Millichap; and Todd Mackintosh, COSSA's legal liaison, presented their thoughts on the subject and answered questions from the audience.

And, as always, one of the most valuable benefits afforded by these meetings is the opportunity to meet and network with other self storage owners and



managers from around the state.

Our thanks to everyone who participated and made this meeting a success.

See photos below!

VENDORS SPOTLIGHT

STORSMART INSURANCE

Storsmart Insurance specializes in tenant contents insurance for the self storage industry. At Storsmart Insurance we don't use the "set it and forget it" methodology; our mantra is the BUILD, PROTECT & GROW method.

Throughout the history of our company we have been relationship-focused people. It's our culture to BUILD personal relationships with our storage operator client/partners. Insurance is based on trust and as fellow storage operators, we understand the demand and needs of the storage operator and manager. We know our reputation and the storage operator's reputation are linked together and when a claim is filed, the storage operator trusts us to process the claim in a fair, fast and compassionate manner.

To PROTECT the self storage customer from liability we train the manager to offer the insurance with a success rate. Our training is on-site person to person between the manager and our professional licensed customer care manager. To PROTECT the tenant, our comprehensive insurance policy is backed by New Hampshire Insurance Company, part of the AIG family of insurance companies, which boasts an A.M. Best industry rating of A.

Through providing continuous superior customer service, product innovation and technology, it is our mission to GROW our business and our storage operator's business

JOIN COSSA TODAY!

To join COSSA, just log onto our recently updated web site and download the membership application or e-mail cossa@q.com.

Do your part to support the self storage industry and become an active supporter of your industry association in Colorado.

WELCOME NEW FACILITY MEMBERS!

**Greenfields Storage Center
Fort Collins**

**Sable Self Storage
Brighton**

**Kings Valley Storage
Conifer**

**Robert Stanley Properties
Greeley**

**MJP Self Storage
Loveland**

**High Country Storage
Cortez**

**All American Mini Storage
Denver**



WELCOME NEW VENDOR
MEMBERS!

**Reliant Real Estate
Management
Roswell, GA**

**Colliers International
Centennial**

**Armada Holdings
Loveland**

together.

For information on how to partner with Storsmart Insurance, contact:

Brandon Snyder, Western Regional Sales Manager
717-855-4495 **www.storsmartinsurance.com**



KIWI II CONSTRUCTION

Founded in 1982, KIWI II Construction, Inc. was formed solely to serve the self storage industry. Since then our business model has evolved to serve the storage industry's changes, our repeat customers and their different building product needs. At KIWI II Construction, we believe the success of all projects can be measured by the performances of all involved. From the start of the design phase to the completion of the project, KIWI II is involved, ensuring your self storage project meets the budget and design requirements set by you, the owner, the architect and the city planners. From self storage and RV buildings to flex buildings and pre-engineered buildings we pride ourselves on completing our projects on schedule with cost efficient in-house engineering designs and installations.

Edgemark Development Denver

If you're new to this industry or have built multiple projects, KIWI II can help you develop a successful storage project with our experienced team. With our team's knowledge we can provide the following cost effective services:

Site Plans
Unit Mixes
Unit Performas
Full Engineered Stamped Plans per local codes
Construction Budgets
Construction Schedules

With our vendor resources and partnerships, we can also provide referrals for management services, marketing and feasibility studies, architectural companies and general contractors specific to your project's locations.

Your questions answered:

What's new in development?

There is an increase in new development. We are seeing both large and small operators looking to build new projects and complete expansions.

What type of projects are you seeing?

We are finding multi-level projects are on the rise again -- three and four level projects on smaller sites.

What should you expect development costs to be?

Overall construction budgets should be close to last year. Some trades may have minor increases, but steel costs have stayed the same so far this year.

Has anything changed in the building code?

There have been some structural changes in the building code. Overall these do not affect the general design of the building. A major change has been in the energy code. The increase in this area will have an effect on both the building design and in increased costs.

Wayne Woolsey, Principal

28177 Keller Road, Murrieta, CA 92563

Ph: 877-465-4942

Fax: 951-301-4096



CALENDAR OF EVENTS

Jan. 14, 11:00 a.m.

COSSA Board Mtg., Guaranty Bank of
Cherry Creek

Feb. 11, 11:00 a.m.

COSSA Board Mtg., Colorado
Nonprofit Association

Mar. 4, 9:00 a.m.
Auction Training Session, Assistive
Technology Partners

Mar. 11, 11:00 a.m.
COSSA Board Mtg., Guaranty Bank of
Cherry Creek

Apr. 15, 11:00 a.m.
COSSA Board Mtg., Guaranty Bank of
Cherry Creek

May 13, 7:30 a.m.
COSSA Spring Mtg., Inverness
Conference Center

June 10, 11:00 a.m.
COSSA Board Mtg., Guaranty Bank of
Cherry Creek

Oct. 16, 7:30 a.m.
COSSA Fall Meeting, Doubletree Hotel,
Denver



Quick Links...

www.coloradossa.com

www.selfstorage.org

www.insideselfstorage.com

www.arssa.org

www.nebraskaselfstorageownersassociation.com

wayne@kiwiconstruction.com

www.kiwiconstruction.com



Fall Meeting 2014 Photos





"COSSA MEMBERSHIP IS LIKE
AN INSURANCE POLICY TO
PROTECT THE VIABILITY OF
OUR BUSINESS."

Hank Saipe
COSSA Past President



To Join COSSA, just log onto
our web site,
coloradossa.com
and download the membership
application.





SAVE THE DATE!

SPRING MEETING & TRADE SHOW is scheduled for May 13, 2015 at the Inverness Conference Center, Englewood.

Circle that date on your calendars now!



LIEN SALE MEETING

Due to popular demand, we've scheduled another lien sale training session. If you missed the last one or still have questions, don't miss this opportunity. Training will again be conducted by Rich Schur of Schur Success Auctions.

Meeting Location: ATP, Pearl Plaza, 601 E. 18th Ave., Suite 130, Denver

Date: March 4, 2015

Time: 9 a.m.-Noon

Cost: Free to COSSA Members
\$35 to Non-Members

Agenda: 9-11 am Training Session

11-12 pm Tour of ATP

12-1 pm Lunch

We will be limited to 30 attendees. Seats will be reserved for members only until January 16, 2015, after which any remaining seats will be made available to non-members.

For more information, contact cozza@q.com.







THE "BIG EASY" IS AVAILABLE TO COSSA MEMBERS ONLY!

The updated Colorado lease agreement (which incorporates the changes required by the 2011 Colorado lien law) and a package of self storage operational forms are now available on an easy-to-use CD. Forms included are:

- 24 Hour Access Request
- Abandonment Agreement
- Authorization to Accept Deliveries
- Authorization to Cut Tenant's Lock
- Automatic Payment Authorization
- Change of Address Form
- Credit Card Payment Authorization
- Disclaimer for Partial Payment
- Intent to Vacate Notice
- Motor Vehicle Registration Form
- Returned Check Notice
- Vehicle and Boat Storage Addendum
- Waiver of Service Member Civil Relief Act Rights

We call the package "The Big Easy" because it provides everything you need for your operation in one easy package.

This comprehensive package can be purchased by COSSA members only for \$300 for the first facility, \$100 for each additional facility, with a maximum cost of \$500 for any company.

The lease and forms can be customized with your own facility name and specific fees and charges applicable to your company. We strongly advise that you confer with your own counsel to ensure that the lease and forms comply with the specific factual and legal needs for your facility.

We will require your agreement that you will not make these documents available to any third party person or company.

To order, send your request to cossa@q.com or COSSA, PMB #144, 6140 S. Gun Club Road, K6, Aurora, CO 80016.



COSSA

Colorado Self Storage Association

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