



Colorado Self Storage Association

March 2019 NEWSLETTER

Colorado Self Storage Association

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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:

- State of State of the Colorado Self-Storage Industry will be shared with you, presented by Ben Vestal, Argus Self Storage Sales Network. You'll walk away with the up-to-date review of the industry in Colorado.
- 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.



Membership Co-Chair

DALE STEWART
Director

JON SUDDARTH
Director

BEN VESTAL
Director

TODD MACKINTOSH
Legal Advisor

MAGGIE THOMAS
Association Administrator

COSSA MAILING ADDRESS:
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Highlands Ranch, CO 80126

- A professional magician, Scott Wiese, who frequently entertains at corporate events, will help us celebrate our 15th anniversary. There will be audience interaction, and it will be a lot of fun
- 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 [Registration](#) 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!



Jackson White, President



NEW FACILITY 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,



May 17, 2019 Agenda

- 7:30** 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"

Golden

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



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 admin@Coloradossa.com.



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



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