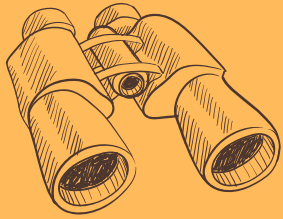
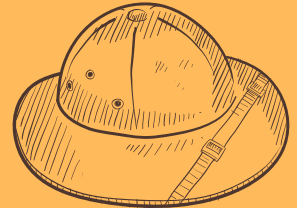


# NCSSA 2023

## CONVENTION & TRADE SHOW



**November 13-14**  
Embassy Suites Raleigh-Durham  
Research Triangle



**ONSITE PROGRAM**



Storage Explorers   
EXPLORING NEW TRENDS, EXPLORING NEW FRIENDS

# NCSSA 2023 CONVENTION & TRADE SHOW

## THANK YOU TO OUR **EVENT SPONSORS**



## THANK YOU TO OUR **SPECIALTY SPONSORS**

BAGS



LANYARDS



NOTEBOOKS



PENS



LUNCH



RECEPTION



BREAK



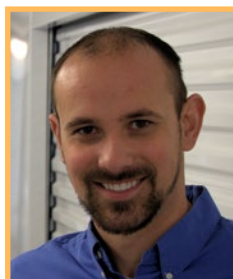
BREAKFAST





## PRESIDENT'S MESSAGE

Welcome to the 2023 North Carolina Self Storage Association Convention and Tradeshow. We are excited to be gathering here in Cary as storage owners, operators, and businesses. Over the next few days you will have access to the best assortment of educational topics, speakers, and products from our business partners. Take time to explore the exhibit hall and thank our vendors for supporting this event. Our partners are here to share goods and services designed to assist you in the day-to-day operation of your facilities.



We have set aside time for you to network with your colleagues throughout the convention. This is your time to delve into what other operators are doing that might help you. I know we all look forward to reuniting with old friends and making new ones. As we've done in the past, we are also supporting StorageGives. Visit them at table #17 and bid on auction items that have been donated by vendors and members. You will also be supporting a great cause.

Our association continues to grow and remains active in the state and has an excellent reputation nationally. I would like to thank the entire NCSSA Board of Directors for their steadfast work this year to continue making the NCSSA the lighthouse of the Southeast. We don't know what's to come, but we know that the NCSSA will continue to provide up to date information and education to help our members weather any storm.

It has been an incredible honor and privilege to serve the association as President for the last two years. As I move on to become the Past President, I'm excited for what is ahead for the association and the next president, Mindy Hart, Vice President of Diligence for Morningstar Properties. She joins a list of impeccable leaders that have served the membership in this position and will be an incredible leader for the NCSSA.

Enjoy your time exploring the Convention. We hope to see you at our 2024 events. 📍

### Kevin Leebbrick

NCSSA President 2022-2023  
My Storage Ops

## CONTENTS

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## SHARE YOUR THOUGHTS

Scan the QR code and take the 2023 NCSSA Convention Survey.

*Your comments help us plan our 2024 NCSSA events.*



SCAN ME

# NCSSA 2023 CONVENTION & TRADE SHOW

## LOCATIONS & HOTEL MAP

### Blowing Rock, Tanglewood & Pinehurst

BREAKFAST - Non-hotel Guests

KEYNOTE

GENERAL SESSIONS

LEGAL UPDATES

ROUNDTABLES

MARKETING SESSION

FINANCING PANEL

### Chimney Rock, Biltmore, Hope, Bellamy & Mendenhall

TRADE SHOW

RECEPTION

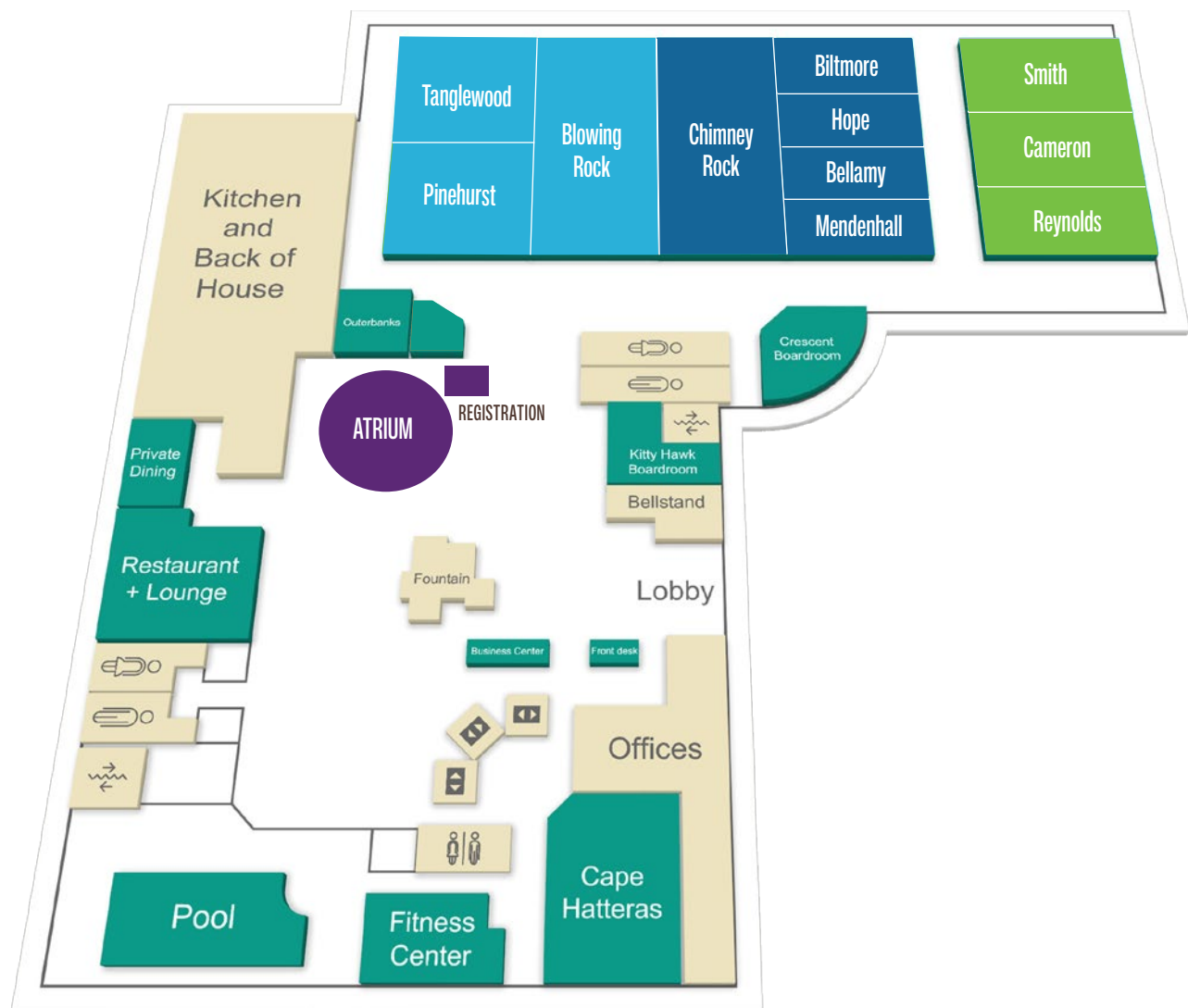
### Smith, Cameron & Reynolds

CONCURRENT EDUCATIONAL SESSIONS

### Atrium

BREAKFAST - Hotel Guests

REGISTRATION



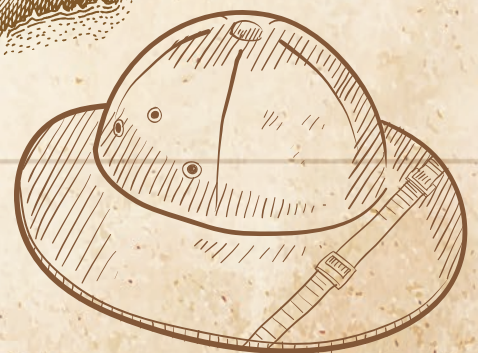
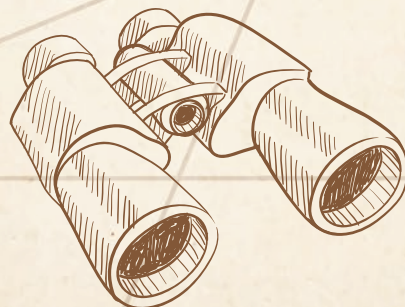
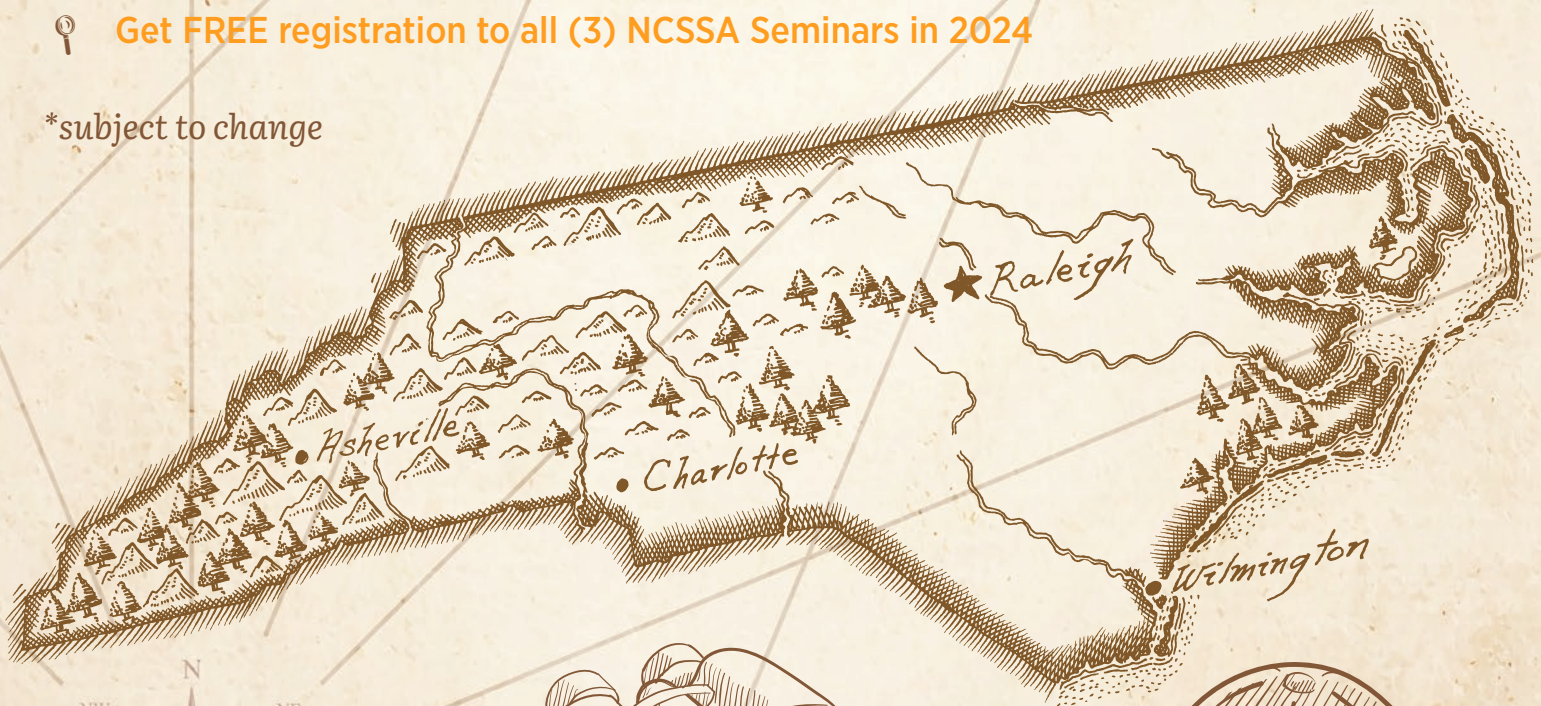
# NCSSA TREASURE HUNT

The NCSSA will be hosting a treasure hunt throughout the Convention and Trade Show. You will be given a list of “treasures” to collect while you are attending the event. Once you have those items checked off, you can turn in your list for some fun prizes!

## PRIZES INCLUDE \*

- 🔍 Come dressed as your best explorer to win the “Best Costume” award
- 🔍 Win a FREE registration to next year’s Convention and Trade Show and one night’s lodging.
- 🔍 Win one-year FREE membership to the NCSSA for 2024
- 🔍 Get FREE registration to all (3) NCSSA Seminars in 2024

\*subject to change



# NCSSA 2023 CONVENTION & TRADE SHOW

## 2023 NCSSA BOARD OF DIRECTORS

### Kevin Leebrick

President

My Storage Ops

Waxhaw, NC

### Mindy Hart

Vice President

Morningstar Properties

Matthews, NC

### Martha Heath

Secretary

Wake Forest Mini Storage

Wake Forest, NC

### Lynn Sykes

Treasurer

Storage Asset Management

York, PA

### Robert High

Past President

Robert High Development

Wilmington, NC

### Cynthia Ashby

Dynamic SS Solutions

Gainesville, GA

### Linda R. Branch

7th Wave Properties, LLC

Lumberton, NC

### Tana Bryant

Copper Storage Solutions

Fayetteville, NC

### Mike MacManus

Southeast Self Storage Brokers, LLC

Norcross, GA

### Will Massey

StorageMax Management, LLC

Raleigh, NC

### Tripp McLean

McLean Self Storage

Belmont, NC

### Tommy Nguyen

Storage Pug

Knoxville, TN

### Demarco Southerland

Morningstar Properties

Charlotte, NC

## MEET THE EDUCATION AND CONVENTION COMMITTEES

The NCSSA thanks our board members for their contributions with planning the 2023 convention. We hope you take new ideas back to your businesses to make them even more successful.

### Convention Committee



**Cynthia Ashby**

Chair

#### Committee Members

Martha Heath

Tripp McLean

Lynn Sykes

### Education Committee



**Lynn Sykes**

Chair

#### Committee Members

Linda R. Branch

Tana Bryant

Tommy Nguyen

## STATE ASSOCIATION MANAGEMENT

### Self Storage Association

State Association Management

1001 North Fairfax Street, Suite 505, Alexandria, VA 22314

703-575-8000 | NCSSAExecDir@selfstorage.org

# Storage Gives

TABLE  
#17

Every Unit Impacts a Life.

**On Monday, November 13, StorageGives will be hosting a silent auction during the NCSSA Convention and Trade Show during the trade show hours.**

That evening there is a reception from 4:45 – 7:00PM, in the trade show, where all auction items will be on display and open for bidding. Beginning at 6:30PM, STORAGEGIVES will start a Live Auction for a few of the larger donated items.

***Don't miss your chance to take home fabulous prizes.***

***Visit Table #17 to bid on these prizes for a great cause!***

***100% of all donations will benefit charities that StorageGives supports***

Water for Life, Autism Speaks, Mission Feeding, Homes for our Troops, Free Wheelchair Mission, Rescue Life, Shriner Hospitals for Children and Susan G. Komen



# NCSSA 2023 CONVENTION & TRADE SHOW



## *2023 Inductee*

Each year NCSSA recognizes some of the North Carolina Self Storage owners/operators/vendors/organizations/managers that have gone above and beyond and helped shape our industry in North Carolina by nominating them for the NCSSA Hall of Fame. Nominees are pioneers, innovators, respected entrepreneurs, great leaders, or hard workers willing to help anyone to improve the self storage industry.

NCSSA is pleased to announce our newest Hall of Fame member.



## **Eddie Stallings** *Stallings Storage*

Eddie was the owner of a single facility in Greenville, North Carolina and served the self storage industry within the state with dignity. He was instrumental in bringing attention to the eastern part of the state by gaining the trust of the owners there. Because of this, the association's membership increased significantly in that part of North Carolina. Eddie has been an active member of the NCSSA for over 10 years and is always willing to step up and help physically and financially. He served as president in 2018, always keeping the single facility owners in mind. Making sure they knew that their concerns were heard. He led with integrity, heart, and a big smile! Eddie resigned from the board when he sold his facility, but never stopped taking calls for his advice. He continues to reach out to see how he can help even today. Eddie Stallings set the example of what independent owners can do to help the self storage industry stay relevant and continue to grow. □



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# CONVENTION SCHEDULE (subject to change)

## Monday, November 13

10:00AM

### REGISTRATION OPEN

Atrium

EVENT SPONSORS



Bags sponsored by • Lanyards sponsored by • Notebooks sponsored by • Pens sponsored by



10:00AM – 11:00AM

### TRADE SHOW MOVE IN

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall

11:00AM – 12:45PM

### VISIT THE TRADE SHOW

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall

LUNCH served at 12:00pm

Lunch sponsored by **KINNOVIS**

12:45PM – 1:15PM

### WELCOME

Blowing Rock/Tanglewood/Pinehurst

**Kevin Leebrick**, My Storage Ops, NCSSA President

### NCSSA HALL OF FAME CEREMONY

**Eddie Stallings**, Stallings Storage

Eddie Stallings set the example of what independent owners can do to help the self storage industry stay relevant and continue to grow. Eddie was the owner of a single facility in Greenville, NC and served the self storage industry within the state with dignity. He was instrumental in bringing attention to the eastern part of the state by gaining the trust of the owners there. Eddie has been an active member of the NCSSA for at least 10 years. Always willing to step up to help physically and financially. He served as president in 2018, always keeping the single facility owners in mind.



1:15PM – 2:15PM

### KEYNOTE SPEAKER

Blowing Rock/Tanglewood/Pinehurst

**Sean Watson**, Director of Special Projects & Futurist at Trend Hunter

As Trend Hunter's Director of Special Projects, Sean Watson wears many different hats. Whether helping Fortune 500 brands refine their approach to innovation through our Patterned Thinking workshop, or outlining ways an organization can get ahead through his Futuristic Tech presentation, Sean approaches public speaking with the mission to inform the mind and inspire the imagination. He has honed this skill through his extensive background at companies like Rogers, Bertelsmann and American Express. As Trend Hunter's resident tech specialist, Sean has run private keynotes and innovation sessions with brands such as Coca-Cola, Kraft-Heinz, and Google. His expertise is in getting highly knowledgeable teams to employ a new perspective of the trend content they deem relevant to them, consequently encouraging them to reset and rethink their approach to innovation.



2:15PM – 2:30PM

### BREAK

Sponsored by  

2:30PM – 3:30PM

### CONCURRENT SESSIONS

CONCURRENT #1

Smith

#### 10+10=100 – MANAGEMENT AND MARKETING METRICS THAT SPELL SUCCESS

**Stacie Maxwell and Lou Barnholdt**, Universal Storage Group.

We will discuss the 10 Management and 10 Marketing Metrics that spell success. How to measure and achieve each one to the best of your ability, whether just starting out or a seasoned professional. All of us want to see annual and ongoing improvements so learn how to spot the areas of your store that need additional focus or improvements. Easy tools like your management summary, daily activities and easy common sense marketing techniques make this possible so that all of us achieve our potential and grow our business. Bring your laptop or reports on your phone for comparison to others and standard practices. And someone in the audience receives a strand of pearls too!

*concurrent sessions continued on page 12*



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# CONVENTION SCHEDULE (subject to change)

## Monday, November 13 (continued)

2:30PM – 3:30PM

### CONCURRENT SESSIONS (continued)

CONCURRENT #2

Cameron

#### FINANCING STORAGE IN UNCERTAIN TIMES

**David Smyle**, Pacific Southwest Realty Services.

In this session, we'll cover who is lending and the permanent loan programs available during these uncertain times of recession and bank failures. We'll cover Banks, Credit Unions, SBA, CMBS and Life Company lending programs. We'll also will discuss how underwriting and requirements have changed in the last 6 months and what to expect in 2024. It will also briefly cover construction financing and bridge financing and include a Q&A session. This session will help attendees understand the lender underwriting process and how loan dollars are arrived at. We'll also cover the various rates and costs between different programs in detail.

CONCURRENT #3

Reynolds

#### TECHNOLOGY PANEL - HARNESSING AUTOMATION = SELF STORAGE SUCCESS

**Tommy Nguyen**, StoragePug (MODERATOR) • **Victor Martinez**, Al Lean • **Andrew Capranos**, 10 Federal

In this session, we'll explore how to optimize operations and mitigate risks by embracing technology that's available to you today.

3:30PM – 3:45PM

### BREAK

Sponsored by  

3:45PM – 4:45PM

### CONCURRENT SESSIONS

CONCURRENT #1

Smith

#### REVENUE MANAGEMENT

**Tana Bryant**, Copper Storage Management

Using inventory, marketing and other facility data to make the best decisions for pricing is essential in today's market. Join Tana as she breaks down strategies you can use in your day-to-day operations for revenue optimization.

CONCURRENT #2

Cameron

#### HOW TO MAKE REMOTE MANAGEMENT WORK – THE GOOD, THE BAD AND THE UGLY (PANEL)

**Jim Mooney, Jr.**, Freedom Storage Management (MODERATOR) • **Terry Campbell**, Copper Storage Management  
**Rick Beal**, Atomic Storage Group

The self storage industry has witnessed a rise in unmanned facilities, while traditional manned facilities continue to operate with onsite staff. We'll hear from some operations and technology experts on how the different models work, the pros and cons of unmanned facilities and will provide real-life examples of what to do and what not to do as you make the decision about whether manned or unmanned is right for you!

CONCURRENT #3

Reynolds

#### ADDING VALUE: HOW WE ADDED \$2 MILLION OF VALUE IN 2 YEARS

**Brian Barry**, Barry Brothers Self Storage

In this session, we'll cover how we sourced, financed, purchased and continue to manage our first property. And we'll share how we added value to the facility, month by month, to add a tremendous amount of value in a very short time. We'll cover: how we found the property, how we analyzed the market, how we negotiated the deal, how we funded the deal and how we continue to push rates and add value. We'll also cover the basics on how to do an expansion and the significance of expanding when the market demands it.

4:45PM – 7:00PM

### TRADE SHOW WITH COCKTAIL RECEPTION & STORAGE GIVES AUCTION

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall

Reception sponsored by



7:00PM

### TRADE SHOW MOVE OUT

Share your thoughts  
TAKE THE SURVEY



# BIG SCORE WHEN YOU REPLACE YOUR DOORS

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BUSINESS

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# CONVENTION SCHEDULE (subject to change)

## Tuesday, November 14

7:30AM

### REGISTRATION OPEN

Atrium

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8:00AM - 9:00AM

### BREAKFAST

Blowing Rock/Tanglewood/Pinehurst Foyer

Sponsored by



8:00 AM - 10:15AM

### TRADE SHOW MOVE OUT CONTINUED

Chimney Rock/Biltmore/Hope/Bellamy/Mendenhall

8:30AM - 9:15AM

### MARKETING FOR THE FUTURE:

Blowing Rock/Tanglewood/Pinehurst

#### EMBRACING INNOVATION AND ADAPTATION TO DRIVE LONG-TERM SUCCESS IN SELF STORAGE

**Holly Fiorello**, CallPotential • **Melissa Stiles**, Storage Asset Management  
**Christina Alvino**, Fineview Marketing • **Stacie Maxwell**, Universal Storage Group  
**Jessica Johnson**, Storage Business Owner's Alliance

In a competitive and ever-evolving self storage industry, it is vital for owners and operators to stay updated on the latest trends and best practices. During this engaging panel discussion, you'll learn about:

- Proven marketing strategies and tactics for the modern self storage industry, including digital marketing, local outreach, content creation, and social media management.
- Identifying and capitalizing on emerging market opportunities, such as niche storage solutions, eco-friendly initiatives, and creative partnerships.
- Harnessing technology and data analytics to optimize facility operations, enhance customer experience, and make data-driven decisions.
- Building a strong brand identity and fostering a loyal customer base through community engagement and exceptional customer service.
- Preparing your self storage business for the future: anticipating trends, adapting to change, and staying ahead of the competition.

This insightful and accessible session will provide valuable takeaways for owners and operators of all experience levels. Be ready to engage in thought-provoking conversations and walk away with actionable ideas to elevate your self storage business in both the present and the future.

9:15AM - 9:30AM

### BREAK

Sponsored by

9:30AM - 10:15AM

### NC FINANCING UPDATE PANEL

Blowing Rock/Tanglewood/Pinehurst

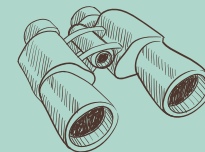
**Travis Bailey**, First Bank • **L. Howard Brooks, Jr.**, Medalist Capital • **Dawn Carter**, First Bank  
**Bishesh Shrestha**, Live Oak Bank

Our panel of NC bankers will cover the latest in self storage financing, rate trends, what impact have increased rates had on acquisitions and development, what the future holds, and more.

Need help with your NCSSA Membership?

Email [NCSSAExecDir@selfstorage.org](mailto:NCSSAExecDir@selfstorage.org)

WE ARE  
NCSSA!



10:15AM – 10:30AM

**BREAK**

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10:30AM – 11:30AM

**NC LEGAL UPDATE & Q&A**

Blowing Rock/Tanglewood/Pinehurst

**Jeffrey Greenberger**, Greenberger & Brewer LLP

Join self storage legal expert Jeffrey Greenberger as he answers your questions about the NC lien law and other hot legal topics you need to know.

11:30AM – 11:45AM

**BREAK**

Sponsored by  

11:45AM – 12:45PM

**ROUNDTABLES**

Blowing Rock/Tanglewood/Pinehurst

Join us as we have a number of topics of interest to owners, operators and managers of self storage facilities. You'll be handed a list of roundtables onsite so you can select those where the discussion will benefit you most. We will ring the bell at 12-minute intervals to allow you time to "table-hop" and participate in 3 different table discussions during this session.

**TREASURE HUNT RESULTS**

12:30PM

**GRAB N GO SNACKS**

Chimney Rock/Blowing Rock Foyer



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# NCSSA 2023 CONVENTION & TRADE SHOW

## NON-SOLICITATION POLICY

### Policy of SSA Managed States

**W**hile the NCSSA welcomes non-exhibiting vendors who have paid an admission fee to our trade show, all SSA managed states have a policy.

Non-exhibiting vendor companies may not solicit business via distribution of any materials, including but not exclusively, printed materials or handouts, on the NCSSA trade show floor. Also, non-exhibiting vendor companies may not conduct meetings and/or presentations within the trade show facility and surrounding premises owned by said facility during trade show hours.

Exhibiting vendors, NCSSA members, and staff who witness such activity are asked to gather printed materials and/or event invitations and provide them to NCSSA staff, showing that a direct violation of this policy is about to take place or has taken place.

Any violation of this policy will result in an invoice and charge equal to the fee for one exhibit table being submitted for payment by the offending member/organization. The offending individual or company shall be banned from any future NCSSA activities until said invoice is paid in full. Alternatively, NCSSA may charge the non-exhibiting vendor's credit card for the booth fee without providing any further notice to the non-exhibiting vendor. The non-exhibiting vendor consents to the credit card charge and agrees not to make a chargeback request related to such charge. ☐

## KINNOVIS

### AI powered self-storage software

*Increasing efficiency + Boosting sales = Higher returns*

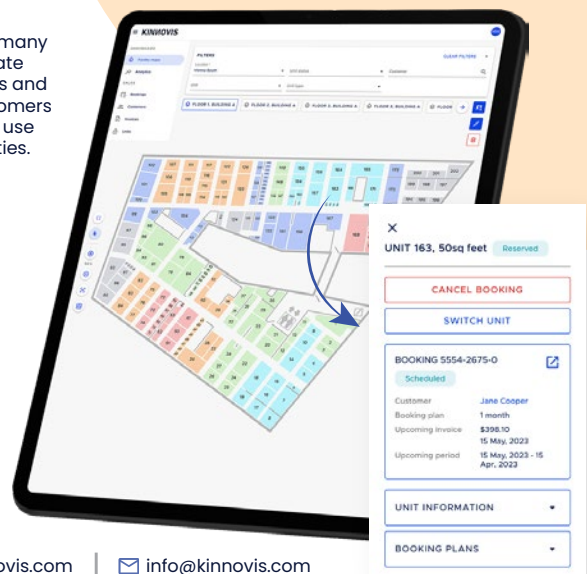


**Martin Wild**  
COO, Managing Director  
Co-Founder

“Having run our own self-storage business for many years, we have developed software to automate self-storage operations and now serve owners and operators across the globe. To ensure that our customers are always one step ahead of their competitors, we use the latest technologies and now include AI capabilities.”

- ✓ Intuitive Software
- ✓ Futureproof
- ✓ AI features
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- ✓ Online Bookings and Customer Portal
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RENEW  
for 24



RENEW BY  
DECEMBER 31, 2023!

## NCSSA 2024 RENEWALS *DELIVERED TO YOUR INBOX*

Check your inbox for an email from [NCSSAExecDir@selfstorage.org](mailto:NCSSAExecDir@selfstorage.org)  
with your 2024 membership renewal.

*(Make sure to check your spam folder if you do not see it in your inbox)*

Follow the link in the email that says **CLICK HERE to Pay Your 2024 Dues**

The link will take you to the website where you can follow these steps  
to complete your membership renewal:

- ▣ Enter your contact information and click “Next”
  - ▣ Check and confirm your contact information and dues and click “Submit”
  - ▣ Select how you would like to make payment; online with a credit card or by mailing a check to NCSSA
  - ▣ Click the “Checkout” button where you will either:
    - ▣ Enter your credit card information and pay online OR
    - ▣ Print your confirmation and mail a copy with your check to:  
NCSSA 1001 N. Fairfax St., Ste. 505, Alexandria, VA 22314
- (NOTE: Your renewal for 2024 will not be complete until we have received your payment)*

Need help with your log in, adding facilities...

[NCSSAExecDir@selfstorage.org](mailto:NCSSAExecDir@selfstorage.org)



# NCSSA 2023 CONVENTION & TRADE SHOW

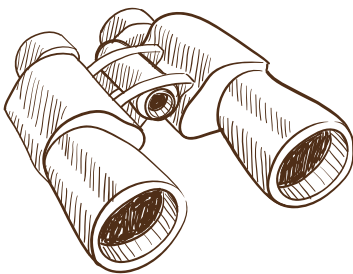
## NORTH CAROLINA SELF STORAGE ASSOCIATION ANTITRUST POLICY

### Policy of SSA Managed States

It is the unqualified policy of the North Carolina Self Storage Association (NCSSA) to conduct its operations in strict compliance with the antitrust laws of the United States. The NCSSA antitrust policy prohibits any discussions which may constitute or imply an agreement or understanding concerning:

1. prices, discounts, or terms or conditions of sale;
2. profits or profit margins or cost data;
3. market shares, sales territories or markets;
4. allocation of customers or territories;
5. selection, rejection or termination of customers or suppliers;
6. restricting the territory or markets in which a company may resell products;
7. restricting the customers to whom a company may sell; or
8. any matter which is inconsistent with the proposition that each owner, operator, manufacturer, wholesaler and distributor must exercise its independent business judgment in pricing its services or products, dealing with its customers and suppliers and choosing markets in which it will conduct business. ☐

## SAVE THE DATE 2024 NCSSA EVENTS



**FEBRUARY 5-6, 2024**

### NCSSA FEBRUARY SEMINAR

The Inn on Biltmore Estate

One Lodge Street | Asheville, North Carolina | 800.411.3812

*Last day to register online • January 29, 2024*

*Last day to exhibit • January 22, 2024*

### NCSSA MAY SEMINAR

Raleigh, North Carolina

### NCSSA AUGUST SEMINAR

Wrightsville Beach, North Carolina

**NOVEMBER 7-8, 2024**

### NCSSA CONVENTION & TRADE SHOW

Ballantyne Hotel

10000 Ballantyne Commons Parkway | Charlotte, North Carolina

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THE NEXT  
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# LOCK MATERIAL



Call volume decreased

# 48%

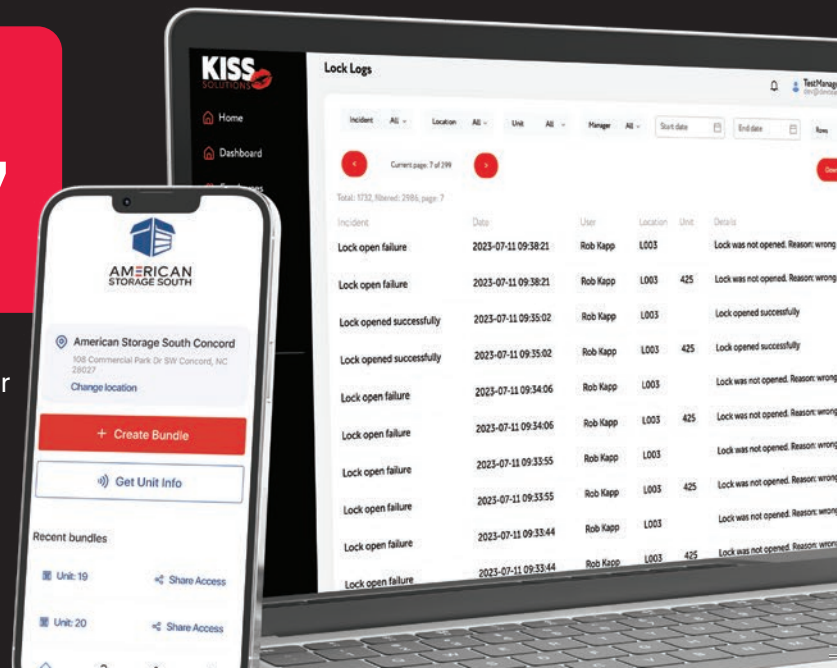
from current renters after  
Mobile App and Auto-Attendant  
Implementation

Supporting  
your tenants

# 24/7

Our mission is to revolutionize the self storage industry with tools that allow operators to run their business with great simplicity, efficiency, and profitability.

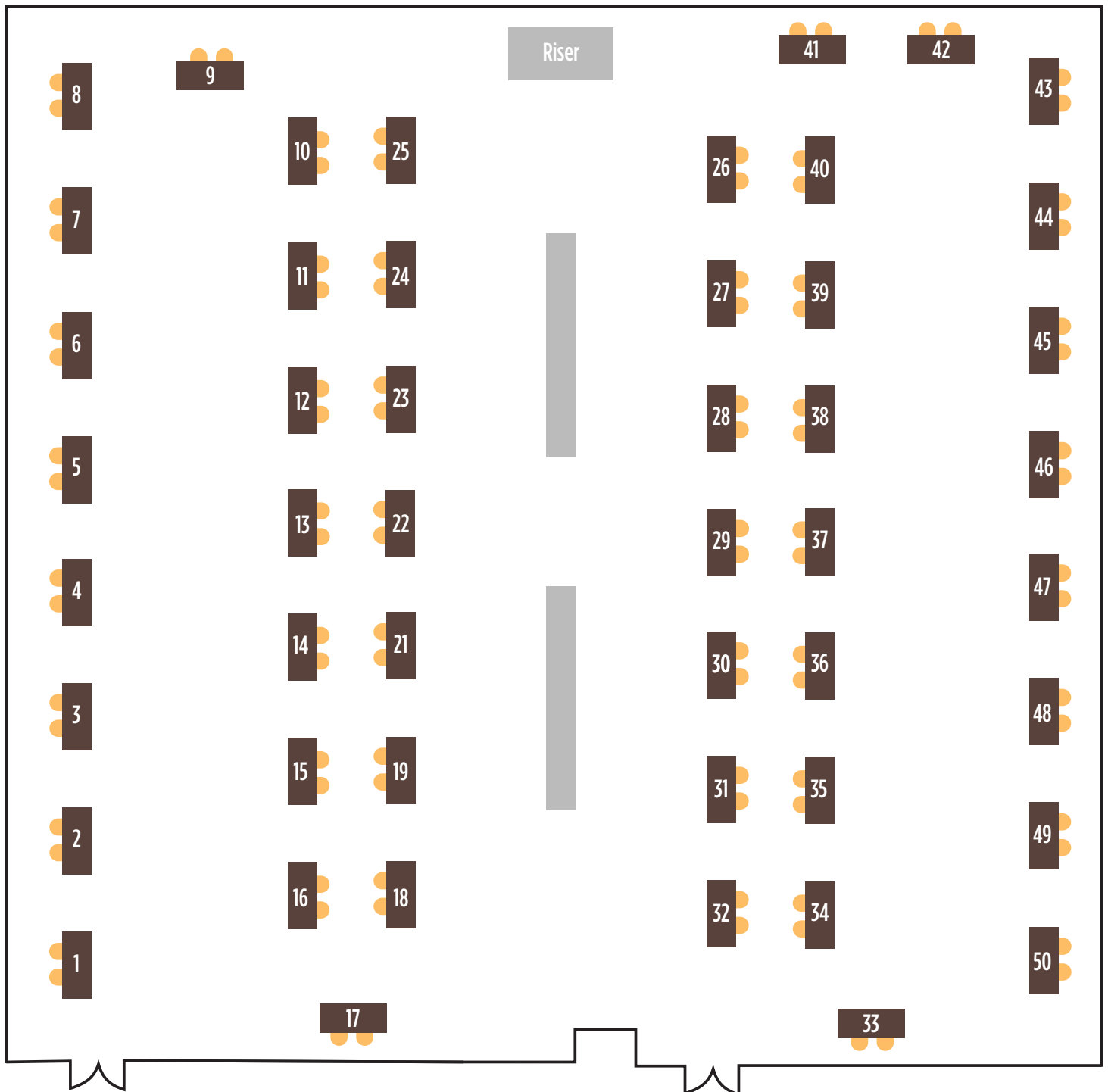
[keepitsimplestorage.com](http://keepitsimplestorage.com)



# TRADE SHOW INFORMATION (subject to change)

## TRADE SHOW MAP

Chimney Rock, Biltmore, Hope, Bellamy & Mendenhall





# TRADE SHOW TABLE NUMBERS

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# TRADE SHOW INFORMATION (subject to change)

## 6Storage Software Solutions

TABLE # 46

[6STORAGE.COM](http://6STORAGE.COM)

Sebastian Sweeney | [sales@6storage.com](mailto:sales@6storage.com) | 314.786.3309

6Storage offers affordable self storage solutions designed by industry experts for industry experts at competitive prices. 6Storage is an all-in-one solution for all owners' operational needs. In addition to management software, 6Storage also offers a cloud-based access system called 6Security, builds websites that allow for online rentals, provides marketing services, tenant protection, and more.



## Absolute Storage Management

TABLE # 39

[ABSOLUTEMGMT.COM](http://ABSOLUTEMGMT.COM)

Jasmin Jones | [jasmin.jones@absolutemgmt.com](mailto:jasmin.jones@absolutemgmt.com) | 901.737.7336

Absolute Storage Management, Inc. (ASM), founded in 2002, is a leading provider of self storage solutions in the United States. From our headquarters in Memphis, TN, our company specializes in third-party facility management for owners and operators of self storage properties. In addition, we have regional offices located in Nashville, Atlanta, Jackson and Charlotte.



## Access Control Technologies, LLC

TABLE # 27

[ACCESSCONTROL.TECH](http://ACCESSCONTROL.TECH)

Randy Huber | [randy.huber@accesscontrol.tech](mailto:randy.huber@accesscontrol.tech) | 866.495.4465

Access Control Technologies offers the latest in innovation and design to help you create and improve your operational efficiencies and extend your capabilities all while securing and protecting valuable assets, resources, and people. Whether upgrading, adding to an existing, or building a new facility, we have a team of experts that will take your project from conception to completion.



## ARCO Design/Build

TABLE # 45

[ARCODB.COM](http://ARCODB.COM)

Ian Andres | [iandres@arcodb.com](mailto:iandres@arcodb.com) | 704.582.3402

ARCO Design/Build is the leading design-build construction company in the United States. With national reach and local expertise, we've simplified the self storage building process. With our design-build approach to construction, you have one budget, one contract, one source of accountability, and one cohesive turnkey project delivery. Contact ARCO DB today!



## Argus Self Storage Advisors

TABLE # 29

[ARGUS-SELFSTORAGE.COM](http://ARGUS-SELFSTORAGE.COM)

Jamey Cox | [jcox@selfstorage.com](mailto:jcox@selfstorage.com) | 704.995.9168

Since 1994, Argus Self Storage Advisors has been the only national network of commercial real estate brokers who specialize in self storage properties. Argus assists buyers and sellers of self storage real estate by combining the knowledge and expertise of a local broker with the exposure of our national sales and marketing program. Since its beginning, Argus has completed self storage transactions totaling over \$5 Billion dollars.



## Bank Five Nine

TABLE # 47

[BANKFIVENINE.COM](http://BANKFIVENINE.COM)

Casey Diderrich | [casey.diderrich@bankfivenine.com](mailto:casey.diderrich@bankfivenine.com) | 262.492.0934

Bank Five Nine is a full service, independent, community bank that specializes in SBA financing. Our nationwide loan program to the self storage industry can be used for new construction, expansion, improvements, acquisition, refinancing existing debt, and for working capital.



## BETCO, Inc.

TABLE # 31

[BETCOINC.COM](http://BETCOINC.COM)

John Barnard | [marketing@betcoinc.com](mailto:marketing@betcoinc.com) | 800.654.7813

BETCO Inc. is a single source self storage solutions provider offering consultation, design, manufacture and installation of premier boat and RV storage, single, bi-level and multi-story climate-controlled buildings, conversions, refurbishing of older facilities, roofing solutions and more. Since 1984, BETCO has skillfully designed and artfully constructed more than 90 million square feet of storage buildings and offers the best warranties in the self storage industry.





## BMSGRP Self Storage Consulting

TABLE # 49

[BMSGRP.COM](http://BMSGRP.COM)

BMSGRP Self Storage Consulting | [info@bmsgrp.com](mailto:info@bmsgrp.com) | 954.775.4757

BMSGRP specializes in market feasibility studies, consulting, and development. With over 20+ years in the self storage business, there is very little BMSGRP can't help you with. Think of us as your self storage encyclopedia.



## Boxwell, LLC

TABLE # 8

[BOXWELL.CO](http://BOXWELL.CO)

Lisa Maloney | [lisa@boxwell.co](mailto:lisa@boxwell.co) | 720.244.9742

Boxwell is a B2B manufacturer of durable, movable storage units. Our product speaks for itself, and every detail along the way matters. From our first phone call to the finished install and onto the next order, we want our customers to have the best experience. Production at our 100% Boxwell-owned facilities allows us to offer a wider range of products, better customization, quality control, and shorter lead times. With innovation, compassion, and perseverance, anything is possible!



## Compass Building Systems

TABLE # 12

[COMPASSBUILDING.COM](http://COMPASSBUILDING.COM)

Jeff Morgan | [jeff@compassbuilding.com](mailto:jeff@compassbuilding.com) | 770.439.1250

Compass Building Systems is one of the oldest self storage building providers in the industry. Providing and erecting single story non-climate and climate controlled buildings. Bilevel buildings, multi story building, Boat and RV buildings. Mezzanines and clear span buildings.



## Copper Storage Management

TABLE # 21

[COPPERSTORAGEMANAGEMENT.COM](http://COPPERSTORAGEMANAGEMENT.COM)

Terry Campbell | [terry@coppersm.com](mailto:terry@coppersm.com) | 571.277.9299

As an SBA approved 3rd-party management company, Copper Storage Management's mission is to help self storage facility and boat and RV storage owners and operators run their properties at maximum efficiency. To do so, we partner with our clients to develop customized self storage management solutions, capitalizing on areas of unique opportunity for each facility. Today, our team of industry experts has helped almost 200 facilities grow revenue while maintaining customer satisfaction.



## CSSI

TABLE # 4

[KEITH-MANGUM.CSSISTUDY.COM](http://KEITH-MANGUM.CSSISTUDY.COM)

Keith Mangum | [kmangum@cssi-associate.com](mailto:kmangum@cssi-associate.com) | 678.687.6347

CSSI works with self storage owners, and their tax professionals, to reduce income taxes for the owner. We bring cash flow of between 8% - 10% of what the owner spent on the property. This is \$80,000 to \$100,000 per \$1 million spent on the property! The core of this solution is an engineered-based Cost Segregation Study. We are the largest cost segregation firm in the USA, having completed over 45,000 studies over our 21-year history. Have you received your tax savings?



## CubeSmart

TABLE # 22

[CUBESMART.COM/SELF-STORAGE-MANAGEMENT](http://CUBESMART.COM/SELF-STORAGE-MANAGEMENT)

Guy Middlebrooks | [grpManagementWebLeads@cubesmart.com](mailto:grpManagementWebLeads@cubesmart.com) | 800.663.5330

CubeSmart Management provides all-inclusive, professional self storage management services. Partner with us and benefit from extensive self storage operational experience and success that has been proven in more than 1320+ facilities nationwide. Whether you are an owner, a developer or investor in self storage facilities, we can help propel your business performance and maximize the value of your investment. Call us to learn more about how we can help you achieve your goals.



## DaVinci Lock

TABLE # 15

[DAVINCILOCK.COM](http://DAVINCILOCK.COM)

Maggie Bode | [info@davincilock.com](mailto:info@davincilock.com) | 919.754.4484

DaVinci Lock is a revolutionary system that enables automated, contactless security for self storage operators. With a direct integration with your facility management software, DaVinci Lock sends text messages and emails directly to your tenants for easy, remote access to units.



# TRADE SHOW INFORMATION (subject to change)

## East Coast Metal Restorations

TABLE # 6

[ECMRLLC.COM](http://ECMRLLC.COM)

Bill Panzetta | [info@ecmrlc.com](mailto:info@ecmrlc.com) | 864.616.7117

East Coast Metal Restorations restores self storage facilities all over the US. We restore old and faded roll up doors and metal buildings using Everbrite Protective Coating. We hand scrub all dirt, mildew, and oxidation from the surface of your doors/buildings to get down to the factory paint and then seal it up. Upon completion, your aged looking facility will look like new and vibrant again for the fraction of the cost of repainting. Please come to our booth and learn about our services!

**East Coast Metal Restorations**

## FineView Marketing

TABLE # 44

[FINEVIEWMARKETING.COM](http://FINEVIEWMARKETING.COM)

Chris Isaac | [chris@fineviewmarketing.com](mailto:chris@fineviewmarketing.com) | 512.265.6527

FineView Marketing is a full-service digital marketing agency specializing in website development, online rentals, and marketing strategies for self storage and commercial real estate operators. No matter your size we can help with SEO, content marketing, creative services, brand development, reputation management, social media, paid media, and website development.



## Forge Building Company

TABLE # 50

[FORGEBUILDINGS.COM](http://FORGEBUILDINGS.COM)

Josh Senger | [jsenger@forgebuildings.com](mailto:jsenger@forgebuildings.com) | 208.470.5387

Forge Building Company is a premier steel contractor that has been specializing in the construction of self storage facilities since 2007. With the company being led by founders Hamish and Hayden, the Forge Team has built over 60 million SF of self storage for 500+ projects nationwide. With this experience, Forge offers design, supply, and erect services for all their metal building packages.



## Janus International

TABLE # 32

[JANUSINTL.COM](http://JANUSINTL.COM)

Suzanne Reitz | [marketing@janusintl.com](mailto:marketing@janusintl.com) | 770.562.2850

Janus International Group, Inc. is a leading global manufacturer and supplier of turn-key self storage, commercial and industrial building solutions, including roll-up and swing doors, hallway systems, re-locatable storage units and facility and door automation technologies. The Janus team operates out of several U.S. locations and seven locations internationally.



## Kinnovis

TABLE # 42

[KINNOVIS.COM](http://KINNOVIS.COM)

Mark Dawson | [mark.dawson@kinnovis.com](mailto:mark.dawson@kinnovis.com) | +44 7471 685803

Kinnovis has emerged as a pioneering force in the self storage sector. Its advanced software solution optimizes facility management, elevating both efficiency and customer service. What truly sets Kinnovis apart is its innovation, redefining the self storage landscape. The integration of AI, real-time data, a user-friendly interface, and an unwavering commitment to customer satisfaction give them a distinctive edge. Kinnovis is a customer-centric tech powerhouse that continually evolves.



## KISS - Keep It Simple Storage

TABLE # 19

[KEEPIFSIMPLESTORAGE.COM](http://KEEPIFSIMPLESTORAGE.COM)

Michael Starkman | [michael@keepitsimplestorage.com](mailto:michael@keepitsimplestorage.com) | 412.639.5752

Our all-in-one platform, featuring technologies like an advanced remote management system and innovative ONE lock, elevates the customer experience while reducing operational complexity. KISS is your partner in navigating the ever-evolving storage industry, offering innovative, value-driven solutions to simplify your operations and boost your bottom line.



## Live Oak Bank

TABLE # 24

[LIVEOAKBANK.COM/SELF-STORAGE](http://LIVEOAKBANK.COM/SELF-STORAGE)

Bishesh Shrestha | [bishesh.shrestha@liveoak.bank](mailto:bishesh.shrestha@liveoak.bank) | 910.247.4117

Live Oak will support you with customized loan products focused on your success. With a fusion of extraordinary service and expertise, our team embraces a creative approach to solving problems and surpassing goals. We understand the nuances of your business model and will help you avoid costly mistakes. This is more than just your day job—it's who you are. Let's craft a loan solution that will help you thrive.







## Lockerfox

TABLE # 2

[LOCKERFOX.COM](http://LOCKERFOX.COM)

Peter Allen | [peter@lockerfox.com](mailto:peter@lockerfox.com) | 704.251.0644

Lockerfox brings powerful features and awesome support to your online auction process. Automate your auction process when used with SiteLink, storEDGE, SSM or Breeze Premier (and more coming soon!). Easy photo uploads with our mobile app. Free tamper tags on our Pro and Premium plans!



## MakoRabco

TABLE # 16

[MAKORABCO.COM](http://MAKORABCO.COM)

Chad Gattis | [cgattis@makorabco.com](mailto:cgattis@makorabco.com) | 760.448.1760

MakoRabco is the nationally recognized leader in designing, supplying and installing self storage facilities. At MakoRabco we believe our success is attributed to one key element: our relationships with our customers. We've found that when customers build with us, they stay with us. Whether you are a first-time builder or an established entity looking to expand your self storage portfolio, collaborating with MakoRabco gives you an edge at every stage of the process.



## Metrolina Builders, Inc.

TABLE # 18

[METROLINABUILDERS.COM](http://METROLINABUILDERS.COM)

Andy Foppe | [afoppe@metrolinabuilders.com](mailto:afoppe@metrolinabuilders.com) | 704.553.0834

Metrolina Builders, Inc. is a third-generation family-owned business providing traditional general contracting/construction management services and turnkey design-build solutions for commercial, industrial, and self storage projects. Founded in 1972, MBI has produced a 52-year track record of successful projects and satisfied customers while gaining the reputation as a leading design-build firm in the markets that we serve. Metrolina Builders is also a licensed engineering firm.



## Midcoast Properties, Inc.

TABLE # 10

[MIDCOASTPROPERTIES.COM](http://MIDCOASTPROPERTIES.COM)

Dale C. Eisenman, CCIM | [info@midcoastproperties.com](mailto:info@midcoastproperties.com) | 843.342.7650

Since 2000, Midcoast Properties has provided brokerage and advisory services to owners and investors focusing on maximizing value for its clients. Call the brokers at Midcoast Properties today to find out how we can help you achieve your goals, including: building value, buying properties, or executing a successful sale of your facility.



## OpenTech Alliance

TABLE # 48

[OPENTECHALLIANCE.COM](http://OPENTECHALLIANCE.COM)

OpenTech Alliance | [sales@opentechalliance.com](mailto:sales@opentechalliance.com) | 800.419.2006

OpenTech Alliance is your trusted partner in self storage. Partner with us to build a storage operation backed by powerful tools that help you find customers, drive rentals and manage your day-to-day business. Our industry-leading portfolio of 10+ products provide practical solutions to tenant and operator challenges. Exclusively designed for the self storage industry, you'll get the tools you need to start, run and grow your business, from custom solutions to connections to your tenants.



## PTI Security Systems

TABLE # 34

[PTISECURITY.COM](http://PTISECURITY.COM)

Ryan Stewart | [rstewart@ptisecurity.com](mailto:rstewart@ptisecurity.com) | 480.257.2600

With over 40 years of experience and 40,000 installations in more than 30 countries, PTI Security Systems ([www.ptisecurity.com](http://www.ptisecurity.com)) is the most trusted name in self storage security.



## Rapid Building Solutions

TABLE # 1

[RAPIDBUILDINGSOLUTIONS.COM](http://RAPIDBUILDINGSOLUTIONS.COM)

David Rumph | [david@rapidbuildingsolutions.com](mailto:david@rapidbuildingsolutions.com) | 407.347.9614

Rapid Building Solutions is an all inclusive design build company that specializes in self storage facility construction. Rapid is an expert in the self storage industry that designs, supplies, and provides the labor to erect the facilities. Rapid provides many of the necessary services needed to offer a full range of customized storage options for ridged frame building developments. Our specialization extends to single or multi-story facilities having various features.



# TRADE SHOW INFORMATION (subject to change)

## SafeLease

TABLE # 35

[SAFELEASE.COM](https://SAFELEASE.COM)

Nate Kinet | [info@safelease.com](mailto:info@safelease.com) | 855.657.2338

SafeLease enables commercial real estate owners to maximize the value of their property assets. The company leverages technology to make tenant protection a meaningful source of income for property owners and enhance the value they bring to their tenants. Its products are engineered to sync with leading facility management systems for a seamless implementation experience. Founded by a top ISS self storage facility owner, SafeLease is headquartered in Austin, TX and operates nationally.



## Safestor Tenant Insurance

TABLE # 11

[SAFESTOR.COM](https://SAFESTOR.COM)

Tim Seehawer | [tseehawer@ponderosainsurance.com](mailto:tseehawer@ponderosainsurance.com) | 866.303.3990

Safestor's number one value is fostering relationships with its storage partners. Safestor is synonymous with broad, customizable coverage, low-cost self storage tenant insurance coverage, and excellent customer service for self storage facility businesses and tenants. Safestor cares by providing affordable coverage to encourage tenants to purchase insurance and free your business from liability.



## Spartan Construction Management

TABLE # 3

[SPARTANBUILT.COM](https://SPARTANBUILT.COM)

Aaron Saunders | [aaron@spartanbuilt.com](mailto:aaron@spartanbuilt.com) | 855.588.1326

Spartan Construction Management (SCM) is a full service Construction Manager/General Contractor in the self storage space. As a licensed and insured GC, SCM manages entitlements, design, permitting, and construction. SCM was built by operators for operators. We understand the expectations of our customers, their lenders and their investors. With over 150 years of construction experience our team can manage the full design, or just the construction. Let us know how we can support your project.



## SteelBlue

TABLE # 7

[STEELBLUEBC.COM](https://STEELBLUEBC.COM)

SteelBlue | [marketing@steelbluebc.com](mailto:marketing@steelbluebc.com) | 412.857.3496

SteelBlue is a roll-up door and hallway system manufacturer that was founded in October 2021 that offers revolutionary solutions to the self storage industry. At SteelBlue, we are committed to creating genuine connections so that we can provide reliable service and innovative products. Your success is our success, and everything we do is in service of winning together.



## Storable

TABLE # 25

[STORABLE.COM](https://STORABLE.COM)

Ally Ward | [marketing@storable.com](mailto:marketing@storable.com)

Storable is the world's leading provider of self storage technology. We deliver a full suite of products including management software, websites, access control, insurance, payment processing and the internet's largest marketplace for renting self storage units. Our mission is simple: to empower storage operators to do more.



## Storage Protectors

TABLE # 5

[STORAGEPROTECTORS.COM](https://STORAGEPROTECTORS.COM)

Allen Daniel | [Allen@storageprotectors.com](mailto:Allen@storageprotectors.com) | 480.900.8300

The #1 Requested Storage Facility Content Insurance Program in the Self Storage Industry! Adding revenue to your storage facility is easy when you partner with Storage Protectors. We have the most comprehensive storage facility insurance coverage for your renters and integrate our policies with your system for you—all while providing you with the highest revenue share in the industry.



## Storage Shield Tenant Protection

TABLE # 30

[STORAGE-SHIELD.COM](https://STORAGE-SHIELD.COM)

Damon Emerson | [damon@storage-shield.com](mailto:damon@storage-shield.com) | 717.870.9572

At Storage Shield, our mission is to provide our clients with a tenant protection program that they can rely on, backed by a commitment to transparency, ethics, and honesty. We strive to be a trusted partner in our clients storage journey, providing peace of mind and security for their tenants belongings.





## Storage Structures

TABLE # 28

[STORAGESTRUCTURESINC.COM](http://STORAGESTRUCTURESINC.COM)

Kevin Neal | [kevin@storagestructuresinc.com](mailto:kevin@storagestructuresinc.com) | 877.456.1602

Storage Structures is a nationwide team of construction experts who specialize in the design and installation of metal building superstructures for the self storage industry. Throughout our history, we have constructed hundreds of self storage facilities, including multi-story, single-story, mezzanine systems, and boat and RV storage. Exclusive distributor of the patented Alpha Framing System.



## StorageAuctions.com

TABLE # 17

[STORAGEAUCTIONS.COM](http://STORAGEAUCTIONS.COM)

Pete Whittingslow | [pete@storageauctions.com](mailto:pete@storageauctions.com) | 770.401.0775

The premier online auction website to help operators conduct legal auctions and earn the highest returns. StorageGives will be conducting a silent and live auction from this space.



## Storagely.io

TABLE # 33

[STORAGELY.IO](http://STORAGELY.IO)

Christina Powell | [christina@storagely.io](mailto:christina@storagely.io) | 844.908.2800

Storagely is a groundbreaking digital platform for self storage facilities, combining your website, operational, marketing, & reporting tools into one easy-to-use dashboard. We integrate with SiteLink, storEDGE, & Self Storage Manager to keep things familiar while extending your reach and revenue with effective built-in marketing tools and the highest converting website & rental system on the market. Get leased up faster than you thought possible! Schedule your free DEMO today.



## StoragePug

TABLE # 13

[STORAGEPUG.COM](http://STORAGEPUG.COM)

Tommy Nguyen | [hello@storagepug.com](mailto:hello@storagepug.com) | 865.240.0295

StoragePug helps self storage operators attract more tenants and rent more units with made-for-storage websites, online tools, and data dashboards. With websites that work—for you, your managers, and your customers—and lightning-fast customer service, we let you focus on what matters!



## Sunbird Storage Management

TABLE # 26

[MANAGEMENT.SUNBIRDSTORAGE.COM](http://MANAGEMENT.SUNBIRDSTORAGE.COM)

Meghan Cox | [meghan.cox@sunbirdstorage.com](mailto:meghan.cox@sunbirdstorage.com) | 704.313.6669

Sunbird Third-Party Management can help you achieve your self storage goals and optimize your investment. We value our client partnerships and use our digital marketing platform, strategic pricing, and skilled customer service staff to protect your properties, boost store performance and reduce owner stress. With Sunbird Storage Management, you get the best of both worlds: technology and customer service working together to maximize NOI and property value.



## Tenant Inc.

TABLE # 38

[TENANTINC.COM](http://TENANTINC.COM)

Emma Radan | [emma.radan@tenantinc.com](mailto:emma.radan@tenantinc.com) | 949.894.4500

Self Storage Software, Built By Self Storage People: A complete ecosystem to run your self storage business. Everything you need, from the fastest e-commerce websites in the industry to property management software that makes running your business easier. And now with the addition of Storelocal to our family of products, we offer brand licensing, a protection plan for your tenants, vendor discounts and much more. Visit [www.tenantinc.com](http://www.tenantinc.com) to see more.



## Trachte Building Systems

TABLE # 14

[TRACHTE.COM](http://TRACHTE.COM)

Steve Hajewski | [shajewski@trachte.com](mailto:shajewski@trachte.com) | 800.356.5824

Trachte Building Systems designs, manufactures, and erects a full line of durable, pre-engineered, customized steel self storage systems including single and multi-story, door and hallway systems, interior partition and corridor, portable storage, and boat/RV. Trachte's knowledgeable sales team is committed to helping owners make informed decisions. Trachte is 100% employee owned, with over 120 years of manufacturing experience.



# TRADE SHOW INFORMATION (subject to change)

## Trac-Rite Door

TABLE # 40

[TRACRITE.COM](http://TRACRITE.COM)

Mark Lindgren | [mlindgren@tracrite.com](mailto:mlindgren@tracrite.com) | 800.448.8979

Trac-Rite Door manufactures quality steel roll-up doors for a multitude of uses including self storage, residential, agricultural, and commercial. Trac-Rite is dedicated to providing customized, worry-free, low maintenance products delivered with uncompromising service. For more information about Trac-Rite and its products, please visit Trac-Rite at [www.tracrite.com](http://www.tracrite.com).



## U-Haul Self Storage Affiliate Network

TABLE # 9

[WEBSELFSTORAGE.COM](http://WEBSELFSTORAGE.COM)

Russ Baldwin | [saleswss@uhaul.com](mailto:saleswss@uhaul.com) | 866.693.6683

WebSelfStorage Business Platform®, the only fully integrated management software that allows you to manage your facility online, anywhere, anytime. This affordable, web-based platform functions across all devices seamlessly and in real time. Plus, we're the industry's only fully integrated platform with online advertising and reservations, online and automated customer payments, tenant insurance and more.



## Universal Storage Group

TABLE # 23

[UNIVERSALSTORAGEMANAGEMENT.COM](http://UNIVERSALSTORAGEMANAGEMENT.COM)

Sarah Beth Johnson | [sarahbeth@universalstoragegroup.com](mailto:sarahbeth@universalstoragegroup.com) | 770.801.1888

Universal Storage Group provides award-winning full-service third-party management, operational consulting, training programs, and start-up or conversion services including facility design, feasibility studies, remote management, and brand development. USG was founded in 1993 and carries over 200 combined years of self storage industry experience and expertise. With Universal Storage Group, U Just Get More!



## Upstate Digital Sign Sales

TABLE # 43

[UPSTATEDIGITALSIGNSALES.COM](http://UPSTATEDIGITALSIGNSALES.COM)

William A. Roop | [bill.sellsdigital@gmail.com](mailto:bill.sellsdigital@gmail.com) | 864.982.1323

We are an authorized dealership for the #3 American manufacturer of LED signs, Vantage LED. We have been selling in the S.E since 2011. And exclusively for Vantage since 2015. Reason being they have the market warranty. In addition we are a reseller for Outdoor Solar security cameras. Our membership and exhibiting includes ICA, ICSC & SSA. Visit our website [www.upstatedigitalsignsales.com](http://www.upstatedigitalsignsales.com) Contact for further info and/or quotes [bill.sellsdigital@gmail.com](mailto:bill.sellsdigital@gmail.com)



## Valston

TABLE # 37

[VALSTON.COM](http://VALSTON.COM)

Carson Howe | [carson@valston.com](mailto:carson@valston.com) | 678.733.3791

Valston is a full-service develop, design, and build general contractor that is focused on self storage, multi-family, and commercial construction across the nation that is ready to be your one-stop shop for all things self storage.



## Xercor Insurance Services

TABLE # 41

[XERCOR.COM](http://XERCOR.COM)

Xercor Insurance Services | [kelsey.simms@xercor.com](mailto:kelsey.simms@xercor.com) | 844.769.2904

Xercor Insurance Services LLC is the premier tenant insurance services provider for the self storage industry. Created with both operator and customer in mind, Xercor offers an industry-leading insurance program that provides operators protection from liability and customers protection for their personal belongings should the unexpected occur. To learn more about Xercor's comprehensive coverage options, visit [www.xercor.com](http://www.xercor.com).



## XPS Solutions

TABLE # 36

[XPSSOLUTIONS.COM](http://XPSSOLUTIONS.COM)

Sherry Miller | [smiller2@xpsusa.com](mailto:smiller2@xpsusa.com) | 972.865.4237

With over 23 years of experience, XPS Solutions has grown from a centralized sales and support call center to a comprehensive solution for self storage properties. Our services include complete remote management services, including extended tenant support, rentals, move-ins, move-outs, delinquency support, and more. Join the thousands of satisfied self storage facilities across North America that rely on XPS Solutions for their success.



# SSA 2024 SPRING

## CONFERENCE & TRADE SHOW

# NATIONAL HARBOR, MD

Gaylord National Harbor Resort & Convention Center

March 12 – 14, 2024



SELF  
STORAGE  
ASSOCIATION

Participate. Learn. Benefit. Succeed.

# NCSSA 2023 CONVENTION & TRADE SHOW

# THANK YOU

# TO OUR EXHIBITORS



East Coast Metal Restorations



*Save the date!*

# **NCSSA CONVENTION & TRADE SHOW**

**NOVEMBER 7-8, 2024**



Ballantyne Hotel

10000 Ballantyne Commons Parkway | Charlotte, North Carolina



**MEMBER**

**NORTH CAROLINA  
SELF STORAGE ASSOCIATION**

Become a **NCSSA Member!**

## MEMBERSHIP BENEFITS

### ▣ MARKETING TOOLS

Membership Listing ▣ Auction Postings

### ▣ LEGISLATIVE MONITORING

### ▣ ACCESS TO RESOURCES & INFORMATION

Website ▣ Q & A Board ▣ Standardized Lease ▣ Auction Checklist

### ▣ EDUCATIONAL OPPORTUNITIES

Convention ▣ Seminars (February/May/August)

### ▣ AFFILIATION WITH THE NATIONAL SELF STORAGE ASSOCIATION (SSA)

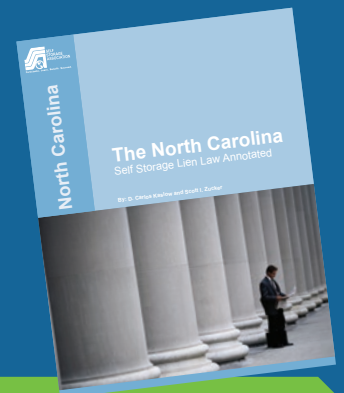
Access the Self Storage Legal Network (SSLN)

### ▣ NETWORKING

**SPECIAL CONFERENCE OFFER** - Get 2023 FREE

Visit the Event Registration Desk to Join TODAY!

FREE NCSSA Lien Law Book, a \$60 value



### **Questions?**

NCSSAExecDir@selfstorage.org

**JOIN NOW: NCSSAONLINE.ORG**

