



TENNESSEE

SELF STORAGE ASSOCIATION QUARTERLY NEWSLETTER

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November 2017

Inside this issue:

- [4th Quarter Luncheon Recap](#) 3
- [Capitol Storage Notes - Dec Update](#) 4
- [1st Quarter Event Details](#) 4
- [2016 TNSSA Manager of the Year](#) 4
- [9th Annual Legal Seminar & Conference Recap](#) 5
- [Manager of the Year Nominations](#) 6
- [2017 TNSSA Board of Directors](#) 7

LETTER FROM THE PRESIDENT

From the Desk of Chris Johnson

This has been a great year for the Tennessee Self Storage Association. The quarterly luncheon speakers, and the information provided, have been priceless. The increase in membership of owners and vendors shows that we are growing. None of this would be possible with out your support and I just want to say thank you very much for your support. I would also like to thank the board members for their support to me and a special thank you to Melissa for all the hard work. If you are not yet a member of TNSSA I encourage you to join and get involved. The information to help you run a successful business in Tennessee is only at your fingertips.

Having to postpone our legal seminar was a hard decision. However, it turned out to be a greater event with more vendors and folks in attendance than originally expected. The seminar has grown quickly, and for the first time, we were able to host a full, two-day event. Scott Zucker did an amazing job for us, as always. Make plans to attend this event next year. You won't be disappointed!

As 2017 quickly comes to a close, 2018 is going to be an exciting year with TNSSA. We are working on some new ideals for our quarterly luncheons. Which will provide instructional and additional training close to you. In the past, you would have had to go out of state to acquire this type of quality training and education. Check our website to learn what is going to be available this next year. Stay tuned for an exciting 2018 with TNSSA!

Sincerely,
Chris Johnson
 President,
 Tennessee Self Storage Association



TNSSA
 2817 WEST END AVE
 STE 126-197
 NASHVILLE, TN
 37203
WWW.TNSSA.NET



WWW.ABSOLUTEMGMT.COM
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2018 EVENTS

[1st Qtr Event - Feb 20](#)

Training Workshop with
Bob Copper - Chattanooga

[2nd Qtr Lunch - May 15](#)

Knoxville

[3rd Qtr Lunch - Aug 21](#)

Memphis

[4th Qtr Lunch - Nov 13](#)

Nashville

[Meet your 2018 TNSSA Board of Directors](#)



To a roll-up door, a new coat of paint is just a new coat of additional weight and potential liabilities. It's like putting lipstick—well, you get the idea. Replacing old doors leads to greater retention, higher rental rates and attracts new tenants. Think big picture. Avoid big problems.

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(678)808-2700

Stacey.Gorman@marcusmillichap.com

4TH QUARTER LUNCHEON RECAP - NASHVILLE

Melissa Roberts, TNSSA Admin Director

Our final luncheon event of the year was quite eventful! We kicked off the luncheon with the introduction of our newly elected board members. We are happy to present the following volunteer Board Members to represent TNSSA in 2018: President- Anne Williams, Vice President- John Budd, Secretary- Kelly Webb, Treasurer- Chris Novarese, Assistant Treasurer- Jennifer Copper, Legislative Chair- Bev DeLong, Events & Education Chair- Stephanie Tharpe, Membership Chair- Chris Johnson, Website/Communications Chair- Josh Lynn, Dee Sharp, Alan Lindsey, Robert Craig, Shirley Vaughan and Trey Kirby.



FRANKLIN MARRIOTT COOL SPRINGS

Team Rubicon was most certainly a highlight for our day. After hearing a bit about the organization from Major Gift Officer, Brian Meagher, we were happy to present a check in the amount of \$1,500 in support of this wonderful organization that works to help those in need around the world by utilizing the talents of our military men and women. The response was so positive for Team Rubicon that we set up a fundraising promotion that extends through December with a goal of \$10,000. Online donations can be made through this [link](#). We hope you will join us in support of Team Rubicon!



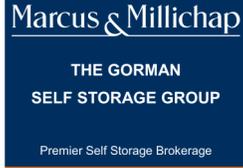
Last, but not least, we heard from Jeff Greenberger about [Late2Lien](#), the turnkey solution for automating your Late through Lien Sale process. He generously followed up with a Q&A session for our attendees.



We could not have asked for a better luncheon event to wrap up the year. As good as 2017 has been, I think 2018 will prove to be even better! Check out our event schedule at www.tnssa.net/events.



Thank you to our November Luncheon Sponsors!



LEGAL CORNER

Capitol Storage Notes - December 2017 Update

Nathan H. Ridley

New Digs. The General Assembly opened its new home, the newly renovated Cordell Hull Building, to the public in mid-November, and the early reviews are good. The Legislature at work is the legislature in committee, and the new building reflects this. The Senate has one additional committee hearing room for a total of two, and the House has one additional hearing room for a total of five. The new building will also have two entrances, one on 5th Avenue North across from the Municipal Auditorium and one on 6th Avenue North across the street from the Capitol. The new building also has a conference center on the Eighth Floor which will provide desperately needed gathering places for visitors. All senate offices will be on the 7th floor, and the House offices will be on 6th, 5th and 4th Floors.

New Faces. 2017 is an odd numbered year, so typically one would not expect much change in the makeup of the General Assembly. Not true for this year, particularly in the State Senate. Mae Beavers has resigned her 17th District seat to run for Governor. A special election will be held December 19 with Republican Mark Pody running against Democrat Mary Alice Carfi. Doug Overbey this week has resigned his 2nd District seat to become the new United States Attorney for the Eastern District of Tennessee. The Blount County Commission will appoint someone to fill the vacancy until a special election is held. Jim Tracy has resigned his 14th District seat to accept a presidential appointment with the United States Department of Agriculture. The Bedford County Commission will appoint someone to fill the vacancy until a special election is held. Interested Republicans include Shane Reeves and perennial candidate Joe Carr.

Calendar Notes. State offices will be closed December 25 and 26 for the Christmas holiday and January 1 and 2 for the New Year's Day holiday. The 2018 legislative session will begin at noon on Tuesday, January 9.

Nathan Ridley is Legislative Counsel for the Tennessee Self Storage Association and an attorney with the Nashville firm of Bradley Arant Boult Cummings LLP. You may contact him by email at nridley@bradley.com.

TNSSA 1st Quarter Event

Training Workshop with Bob Copper

February 20th

9:00 a.m. – 5:00 p.m. EST

(Networking will begin at 8:30 EASTERN TIME)

Bob Copper, of SelfStorage101, is bringing his workshops to Tennessee. These training sessions have been a hit at national trade shows and now they will be available at state-level!

In an effort to bring valuable education and training to our members, we have decided to partner with Bob and use our 1st Quarter Event as an opportunity to host this Training Workshop.

TNSSA MEMBERS WILL RECEIVE A HUGE DISCOUNT!

[Check out the website for event details and to register](#)



TENNESSEE
SELF STORAGE ASSOCIATION

Congratulates

*Allen Baxter**A+ Storage of Nolensville, TN*

In recognition of the distinctive achievement awarded as
2016 TNSSA
Manager of the Year



and Amy Calixte
of StorPlace was recognized
as Runner-Up

9TH ANNUAL LEGAL SEMINAR & CONFERENCE RECAP

Melissa Roberts, TNSSA Admin Director

This was the conference that almost didn't happen. Hurricane Irma created a huge travel mess in September and forced us to reschedule our biggest event of the year. Needless to say, this was no easy task. I am so grateful to each of you for your patience this fall in the juggling of our events!

To be able to offer our first full, two-day conference in the same year that we are celebrating a milestone birthday, is very special. We have talked about this since 2007, and we have now realized the growth and success as an association that we have long anticipated. Support from both our owner/operators and vendors, in the past 10 years, has brought us to where we are today. And it is because of you that we strive to continue growing in number and strength.

I am proud to say that the TNSSA 9th Annual Legal Seminar and Conference was everything that I had hoped it would be! More pictures are on our Facebook page - [Facebook.com/TennesseeSSA/](https://www.facebook.com/TennesseeSSA/)



2017 TNSSA Manager of the Year

Nominations are being accepted through December 31st.

Each year we recognize one of our Tennessee Managers that has shined brightly in our industry. Our Board of Directors consider several areas of job performance including commitment to leadership, creativity, high occupancy rates, low delinquencies, community involvement, and overall business practices when choosing the winner. If you know someone who fits this description, please nominate them today!!

THINGS TO KNOW:

1. Nominee must manage a facility that is a current member of TNSSA.
2. Nominee must have been in the management position of the facility for the full year of 2017.
3. Please provide details regarding your nominee. Tell us about their creativity and community involvement and be sure to provide numbers regarding occupancy and delinquency rates that they have achieved. Have they turned an under-performing store into a beauty to be proud of? Have they have gone above and beyond for their customers? We want to hear about that, too!

Please complete the [Submission Form](#) and submit it via email to info@tnssa.net or you may mail it to:
TNSSA ~ 2817 West End Ave, Suite 126-197, Nashville, TN 37203

We've showcased some amazing managers over the years!

Add your favorite manager to this list of excellence!

Pictured left to right: Allen Baxter, Amy Calixte, Ashley Dawn, Donna Porter, Stephanie Tharpe, Michelle Engler, Herb Depenau and Betsi Jackson and not pictured, Pat Watson.



A SPECIAL THANK YOU TO OUR 2017 TEAM!



Chris Johnson, President



Anne Williams, V. President



John Budd, Secretary



Chris Novarese, Treasurer



Stephanie Tharpe,
Events & Education Chair



Kelly Webb,
Membership Chair



Trey Kirby,
Legislative Chair



Jennifer Copper,
Assistant Treasurer



Dee Wiseman, Emergency
Preparedness Chair



Josh Lynn, Website/
Communications Chair



Bev DeLong,
Legislative Comm



Melissa Roberts,
Administrative Director



Alan Lindsey, Website &
Events & Education Comm



Robert Craig, Emergency
Preparedness Comm



Stacey Gorman, Non-Voting,
Supporting Board Member

[*Click here to read more info about our Board of Directors*](#)