



Owners Summit

Over 70 owners joined us for our inaugural Owners Summit in Nashville for networking, education, and fantastic food and fun.

LETTER FROM THE PRESIDENT

Hello, fellow TNSSA members! As your TNSSA President, I hope you have enjoyed a healthy and happy start to 2023. Here at TNSSA we started the year on a high note with a fantastic event and even more exciting activities on the horizon.

In February, we held our first ever Owners Summit at a unique venue in Nashville, as our first quarterly event of the year. More than 70 owners joined us for an incredible learning and networking opportunity. Industry experts shared valuable insights on construction, technology, and operations. I'm sure everyone left the summit with fresh ideas, new connections, and motivation to grow their businesses (page 2).

Looking forward, we have more luncheons on the calendar, including one in my home base of Knoxville, featuring Brooks Lumpkin (page 3) speaking about "What Top Storage Operators Do That the Rest Don't." Our luncheons are the perfect embodiment of the TNSSA spirit, as they offer educational resources and networking opportunities, all while having a little fun. If you haven't attended one yet, I encourage you to take advantage of a chance to attend one or more this year (page 5).

We're aware of the challenges we face, such as financial uncertainty, inflation, and hiring difficulties. Please remember to utilize TNSSA's

support and resources, and connect with your fellow members to find solutions. The best solutions often come from those who have faced similar issues.

On a brighter note, I'm happy to announce registration is now open for our Summer Luncheon in Jackson, TN, and our Fall Conference in Nashville. Don't miss out on these fantastic opportunities to learn, network, and grow.

I'd also like to offer a special congratulations to Leigh Ann Dewey from A+ Storage, who was named our 2022 Manager of the Year! Her hard work and dedication make her a well-deserved recipient of this honor. (page 4)

As your president, I remain optimistic about our resilient industry. We'll continue to expand and support our customers and employees. I'm eager to meet many of you throughout the year. If we haven't met yet, please introduce yourself at our next event in Knoxville.

Together, we can make 2023 an amazing year for the Tennessee self-storage industry.

Best Regards,

Lee Creech

Lee Creech
President, TNSSA



Owners Summit

Our inaugural Owners Summit was a huge success. Terry Campbell from Copper Storage Management walked us through where we've been and where we're going in the self storage industry.



Thank You To Our Sponsors



Development Panel

Reps from Janus, Cover Roofing, and Rapid Building spoke to the crowd about construction, development, and maintenance.



Networking

Great food, an open bar, and bowling provided plenty of opportunities for networking and building new relationships.



Operations Panel

StoragePug, Web Self Storage, and StorageAuctions.com provided insights into operations and current best uses for tech on our industry.

SPRING LUNCHEON - KNOXVILLE

May 16 at The Foundry | 11am - 1pm
Featuring Brooks Lumpkin

REGISTER TODAY



“What Top Storage Operators Do That The Rest Don’t”

Brooks will cover rate management, optimizing operational expenses, how to expand or develop a storage facility, deciding when to sell, and the state of the storage market.

OUR SPEAKER



Brooks Lumpkin is a highly experienced real estate professional who takes a hands-on approach to managing assets. He owns and operates a portfolio of 15 storage facilities in the

Southeast, including MS, AL, TN, FL, and SC. With experience in developing, purchasing, and expanding class A and B facilities, Brooks is a sought-after speaker on storage facility operations and rate management. He has shared his expertise at state and national storage association meetings, including AL and GA state storage association meetings, as well as at the SSA and ISS national conferences. Brooks also serves on the Board of Directors of the Georgia Self Storage Association, demonstrating his commitment to the industry and the wider community.

SPONSORS





Leigh Ann Dewey
 A+ Storage of Spring Hill, TN
2022 Manager of the Year

AND THE WINNER IS...

Congratulations to Leigh Ann Dewey, manager of A+ Storage in Spring Hill, TN. Here are a few things a co-worker shared about her:

“She is always there to help customers, co workers and potential customers. She is very kind and caring. She also assists the Director of Operations whenever she is needing a day off or someone to make decisions in her place. Leigh Ann is a very delightful young lady and keeps her rentals up at 85% and her debt low. She has the lowest debt out of all our stores at an amazing .28%!!! She covers at different locations when needed or asked. She also travels out of state to help out at all of our locations. Her facility is very clean and she is doing so well there that the owners have decided to add on to her facility which is now in the process of being built.”

SSA SPRING SHOW - NEW ORLEANS

The recent Self Storage Association Spring Show in New Orleans attracted thousands of attendees, kicking off with a StorageGives fundraising event featuring live music and an auction that raised \$200,000 for various charities.

The conference offered a range of educational sessions covering topics such as operations, marketing, technology, construction, and industry trends, with a highlight being Archie Manning’s inspiring talk about his life as a quarterback and father to renowned sons.

Networking opportunities were abundant, including a trade show with vendors from around the industry, round table events, and several cocktail events, all of which allowed attendees to connect and collaborate with their peers and industry experts.





MORE INFO

Spring Luncheon Knoxville | May 16

We'll focus on operations and increasing efficiency as we hear from Brooks Lumpkin at The Foundry. (page 3)



MORE INFO

Summer Luncheon Jackson | August 15

Grace Totty will be speaking on emerging technology trends in marketing at The DoubleTree just outside Memphis.



MORE INFO

Fall Conference Nashville | Sept 13-15

We have a brand new venue reserved with space for more vendors and an extra day! More education, networking, and fun are in store for all our attendees.

REGISTER TODAY

Legal News...

Did you know there are 3 basic ways that property values are calculated? Depending on which method is used (comps, income, or appraisal), your tax assessment could see a significant increase.

Indiana recently passed legislation requiring that assessors use the lowest of the three options in determining tax value. Joe Doherty with SSA is working with the TNSSA Legislative Team, and lobbyist Nathan Ridley, to determine what actions we may need to pursue in Tennessee.

We need to hear from you! If you have seen a substantial increase in your tax assessment, please [click HERE](#) and complete the google form. This information will help us determine how widespread the issue is and how we can best help our members!



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Member Benefits

Are you a member? You should be. Members gain access to legal assistance, networking opportunities, training, exclusive discounts, and the incredible support system of your fellow TNSSA members. Join today!

MEMBER RESOURCES



PREMIUM CONTENT

- TNSSA Standardized lease agreement
- Storage addendum for vehicle lease
- Limitation of value addendum
- TN foreclosure checklist
- Newsletter archives
- Vendor Directory





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CONTACT US- We are always excited to hear from our members! If you have questions, concerns, or need resources, we have a lot to offer. Don't hesitate to reach out and let us know how we can help. It's been wonderful to reconnect to many of you at our events. We hope you'll continue to depend on us and one another for support as we continue through 2023 and beyond. Here's how to reach us:



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