

SELF STORAGE NEWS

FALL CONFERENCE RECAP - STORAGE GIVES AUCTION - UPCOMING EVENTS
 BOD NOMINEES - MOTY NOMINEES



Fall Conference & Expo in Nashville

Our first ever SOLD OUT conference took place last month in Nashville with over 130 attendees

LETTER FROM THE PRESIDENT

I don't know about you, but I'm still riding high from our HUGE event last month in Nashville. The Fall Conference was our biggest ever and it was wonderful to shake the hands and see the faces of so many of you. There are a lot of ups and downs in our country at the moment, but it was encouraging to hear about the optimistic outlook for our industry and to see the excitement from so many about taking their facility to the next level.

One of the highlights of the event for me was the auction. Tommy Nguyen, our auctioneer for the evening, made it a really fun event as he engaged the audience and got bids from even the most timid in the group. The Dollywood and NFL tickets were a hit as were several high dollar bottles of bourbon. We even had an ammo gift basket! All in all, it was a really fun time to be

together and to raise money for a really special charity- StorageGives (page 3). We were able to raise over \$13,000. That translates to feeding over 129,000 kids. Thank you to everyone who participated.

As we look ahead to the rest of the year and into 2023 there are some exciting things to bring to your attention. We have one more luncheon in Nashville you don't want to miss (page 4). We'll address the concerning trend of rising property taxes many of you are encountering. We also have Board of Directors and Manager of the Year nominations (page 5). One new thing for 2023 we're introducing is our Owner's Summit in February (page 6).

As always, the Board and I are here to serve you as best we can. Please don't hesitate to reach out with your questions and concerns. I look forward to seeing you in November in Nashville.

-Trey Kirby



FALL CONFERENCE



FALL CONFERENCE & EXPO - SEPTEMBER 21-22 - NASHVILLE

It was fantastic to have 130 of our friends gather together to talk all things storage! 25 vendors joined the attendees as we learned, networked, and had some fun. We were also able to raise over \$13,000 for StorageGives.org. Planning is already underway for next years event. Stay tuned for more info.

SESSIONS

We heard from several nationally recognized experts, including Scott Zucker who shared his famous mime of the storage door forcefield. You had to be there.



ROUNDTABLES

Our vendors really brought the knowledge this year at 16 different round tables ranging from construction to marketing to tenant insurance.



TRADE SHOW

The trade show featured the best of the best from around the industry, including a few new faces to TN. You can find links to all of them on the next page.



Storage Gives

100% of all money donated to Storage Gives goes directly to the Charities.



Every Unit Impacts A Life



THE AUCTION RAISED OVER \$13,000

We had a blast at our LIVE and Silent Auctions. Between the NFL tickets, bourbon, ammo, gift cards, Dollywood tickets, and TNSSA sponsorships we raised enough to feed over 129,000 kids through Storage Gives. Thank you to everyone who participated through your donations and participation.



THANK YOU TO OUR EVENT SPONSORS





What You Need To Know About Property Tax Assessments

- Featuring Andy Raines -

Fall Luncheon- Nashville Gaylord Springs Golf Links

Many of you have been expressing frustration and concern over the rising property taxes for your facilities. We've brought in Andy Raines to address the issue, speak to your rights, and answer your questions. We'll also have several vendors from around the industry at this scenic venue in Nashville.

REGISTER TODAY



THANK YOU TO ALL OUR LUNCHEON SPONSORS



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Board of Directors Nominations



Joining the board is a great way to give back to a community you love, help us decide what our next priorities should be, and get in on the inner workings of the organization. If you are interested in serving on the TNSSA board for the coming year, or know someone else who is, please click on the button below. Applications must be turned in by October 14 at midnight.

NOMINATE YOUR BOD TODAY



NOMINATE YOUR 2022 MANAGER OF THE YEAR TODAY

The deadline for turning in nominations is December 31, 2022. [Click here](#) to see the rules and to fill out the submission form.

(left) Lee Creech, our 2018 MOTY

Steve Klein 2021 Manager of the Year

Here are a few words from the owner of East Nashville Self Storage where Steve manages:

"Steve became our property manager in Dec 2019 and immediately jumped in with both feet. He quickly learned the nuances of the storage business. Steve identified the strengths and weakness of our staff and himself and adjusted job responsibilities to maximize each person's abilities. Steve is a naturally friendly person and quickly gained the respect of the team and tenants..." Read more about Steve and the amazing job he's doing [right here](#).



2023 EVENTS

OWNER'S SUMMIT FEBRUARY IN NASHVILLE

We're putting together an exclusive event for our facility owners in February in Nashville. If you own a facility, you won't want to miss this opportunity for education, networking, and entertainment. We'll have much more information about this in the near future.

ASSOCIATION MEETINGS

Our luncheon locations are switched around a bit this year. Here are the dates and locations for 2023:

May 16 - Spring Luncheon - Knoxville
August 15 - Summer Luncheon - Memphis
September - Fall Conference (Date TBA)
November 14 - Fall Luncheon - Chattanooga

REGISTRATION OPENS SOON



RESTORE. REBUILD. REPLACE.

TIMES CHANGE... YOUR SELF-STORAGE FACILITY SHOULD TOO

With the Janus R3 Program, you can invest in the **CUSTOMER EXPERIENCE** to make your property more user-friendly, attract tenants, and bring in more revenue per square foot, **INCREASING YOUR NOI**.



[CLICK HERE](#)

to read more about how **SELF-STORAGE CAN LEARN FROM THE EVOLUTION OF THE GAS STATION**.
Call **770-637-3491** for more information about **R3**.

Members Only

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 TNSA members. Join today!

MEMBER RESOURCES

Premium Content

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

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 TNSA 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!



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 2022 and beyond. Here's how to reach us:



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