

SELF STORAGE NEWS

UPCOMING LUNCHEONS - DATES TO REMEMBER - SSA ORLANDO RECAP
MEMBERSHIP BENEFITS - LIEN LAW UPDATES

MARCH 28 - BOSSIER CITY

SPRING LUNCHEONS



MARCH 29 - NEW ORLEANS

Spring Luncheon Options

Make sure to join us for one of our spring luncheons at the end of March (page 2)

LETTER FROM THE PRESIDENT

Hello again everyone. It's been a bit since we've gotten together. Last year saw a return to in-person events and I'm excited to see that continuing here in Louisiana. We have two spring luncheons planned as well as our big conference in the fall (page 2). Make sure to save those dates. It's always a good time getting together, connecting with friends, enjoying some food, and of course growing our self storage businesses through networking and education.

As 2021 became 2022, many of us had chances to celebrate. The future seemed bright with COVID becoming less and less a problem and self storage continuing to grow. But as you are all seeing, there is a lot of uncertainty these days. Our world is at war, inflation is hitting everyone's pocket book here at home, and there doesn't seem to be much good news.

I want to encourage you with something one of the speakers shared at the recent SSA show

in Orlando. Liz Schlesinger (CEO, Merit Hill Capital) challenged us to choose to look at the good. It's easy to focus on the negative, especially with it being all around us. It's easy to listen to the news or see the hurtful comments on social media and think that's all there is. But that just isn't true. Each day there are stories of every day heroes helping their neighbors in Ukraine. Our state is full of these kinds of stories in the aftermath of Hurricane Ida. When life gets hard, it brings out the best in people, and I know you all are no different.

I'm excited to serve another year as your President. I'm excited because I know the kind of people we have here in LA. No matter what 2022 brings our way, I know we'll get through it together.

I hope to see many of you at the events in the coming year. We have a lot to look forward to in this industry and I'm proud to be a part of it. See you in a few weeks!

-Lonnie Bickford



UPCOMING EVENTS



FALL CONFERENCE - NOVEMBER 15-16 - BATON ROUGE

Almost 300 gathered in 2021 at our Fall Conference. We're expecting another fantastic crowd this year as Scott Zucker joins us along with an all-star cast of self storage experts. Registration opens soon for this incredible annual event in Baton Rouge.

NORTH LOUISIANA SPRING LUNCH

Bossier City- March 28

Part 1 of our Spring Luncheon series will take place in Bossier City at Shanes Seafood & BBQ. Shaun Ferguson, Grace Totty, Melissa Huff, and Lonnie Bickford will lead a discussion about making "Unmanned" storage successful.

SOUTH LOUISIANA SPRING LUNCH

New Orleans- March 29

Part 2 of our Spring Luncheon will feature our same topic and lineup from the north lunch, with Brett Copper stepping in for Grace Totty. We hope you'll join us at The Moore.

REGISTER TODAY!



Luncheons Sponsored By





SSA Legal Power Hour

Carlos and Scott tackled some crazy questions, from dealing with tenants sleeping on your property to handling suspicious smells coming from a unit.

SSA ORLANDO

The annual SSA spring show took place in March in Orlando. Over 2,000 owners, operators, vendors, and investors gathered to learn, network, and have fun. Some of the highlights included 30 round table discussions, over a dozen educational sessions, and hearing from Scott Zucker and Carlos Kaslow.

SAVE THE DATE

The next SSA show will take place September 6-9 at the MGM Grand in Las Vegas. Don't miss out on this opportunity for team building, education, and networking. For more info, visit SelfStorage.org.



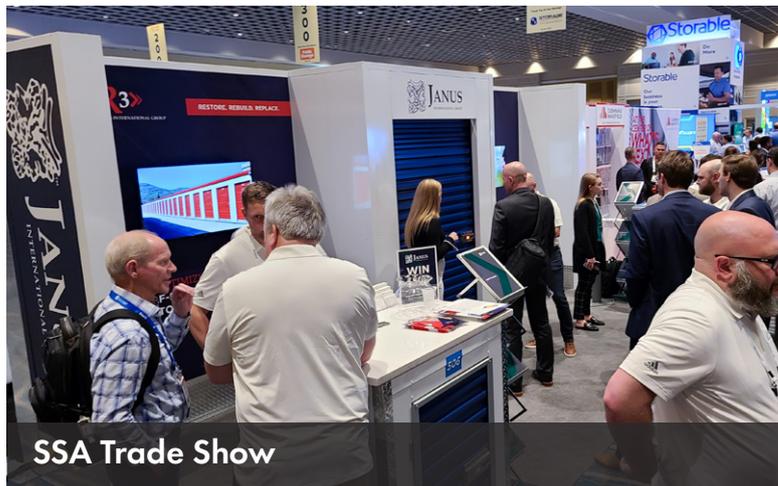
SSA Trade Show



SSA Round Tables



SSA Round Tables



SSA Trade Show

Membership 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 SSALA members. [Join today!](#)



Premium Content

- Guide for understanding the Lien Law updates
- Lien sale timeline and checklist
- Educational webinar archives
- Lease agreement available for purchase

Lien Law Annotated

The new Lien Law went into effect on the first of January, 2022. There are several changes you may or may not be aware of. We have an incredible resource to help you navigate the new law. The “LA Self-Storage Lien Law Annotated” is available for purchase for \$40 for active SSALA members. This guide walks through every element of the new law to help you benefit from the changes and to help you stay in line with the new requirements.



New Lien Law - Effective 01/2022

The recent lien law update means a cost-savings for you! The elimination of the newspaper mandate will save owner/operators in Louisiana thousands of dollars each year. To be clear, though the newspaper mandate has been removed, advertisement of the auction is still required. There are a few caveats that come along with the passage of the new bill in regards to notification and contact with the tenant. The new guide (mentioned above) and updated lease agreement are great resources to help and are now available on the website.



Lien Law Updates at the 2021 SSALA Fall Conference- Scott Zucker & Lonnie Bickford

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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