

# Self Storage News

SELF STORAGE ASSOCIATION OF LOUISIANA



## Letter from the President

Hello again, Louisiana Self Storage Association Members,

Our spring lunch in Shreveport was a grand success. We were thrilled to have a trio of expert speakers - Grace Totty on operations, Shaun Ferguson on development, and Dave Knobler on valuation. The insights they shared were immensely valuable, with many owners finding their topics useful. Let's not forget the top-notch food provided by Shane's Seafood & BarBQ - mouthwatering, to say the least! If you missed this event, no worries, our biggest event of the year, the Fall Conference and Expo, is happening on November 7-8.

I'm delighted to announce that registration is now open for the Fall Conference which will be held in Baton Rouge. We already have several top-tier vendors committed to joining us, and we're particularly excited to welcome back the dynamic Scott Zucker, who'll be there to answer your legal questions. The legal aspect of this event alone is worth the price of admission. Additionally, we'll be hosting

our annual StorageGives auction to raise funds for several deserving charities.

A warm Southern welcome goes out to our new board members. This association wouldn't be able to function without the steady hand and wise direction of our dedicated board. You can read about our new and returning members on page 4.

Remember, our association is here to assist you with any questions and support you in making your self-storage business a thriving success. We're all in this together. As your President, I'm here to ensure that your voices are heard and that our association continues to provide the resources and guidance you need.

So mark your calendars, folks! I truly hope to see all your smiling faces at our upcoming events.

All the best,

*Jim Barbin*

President, Louisiana Self Storage Association





## Spring Luncheon



It was fantastic connecting with other owners and operators at this event. The variety of facilities and practices made it a wonderful time of knowledge sharing and making fresh connections.



Grace Totty, Dave Knobler, and Shaun Ferguson shared the latest trends in self storage as well as forecasted what's coming over the next several months. From AI to property value, a ton of valuable information was shared.



We have to talk about the food, right? Shanes did us proud, serving an amazing menu full of local favorites. The catfish, cobbler, and banana pudding were huge hits with the North Louisiana crowd.

## THANKS TO OUR EVENT SPONSORS







# FALL CONFERENCE & EXPO

**REGISTER TODAY**

## DATE

November  
7 - 8  
2023

## VENUE

Crowne Plaza  
4728 Constitution Ave.  
Baton Rouge, LA 70808

You don't want to miss our biggest show of the year, the Fall Conference and Expo in Baton Rouge. We're back at the Crowne Plaza, kicking off the event with a fundraising auction. Our A-list of speakers is headlined by industry attorney Scott Zucker! Plus, our huge lineup

of vendors will ensure you get the most out of this two day event. 2023 is a pivotal year in our industry with many potential changes ahead. Come and learn about trends, technology, what's new, how to increase your property value, tools to implement, and more.



**Scott Zucker is back to share the latest legal news and to take your questions.**



**Round tables with a focus on over a dozen industry topics will help you bring value back to your business.**



**Vendors from across the industry will showcase everything you need to make your business thrive.**

# 2023 Board of Directors

A special thanks to our 2023 Board of Directors. Make sure to introduce yourself at one of our upcoming events. The Board is here to serve all the members of the SSALA, so feel free to reach out with your questions and concerns.



**Jim Barbin**

President  
Crowley Climate Controlled  
Self Storage



**Shaun Ferguson**

Vice President  
Janus International



**Lana Griffin**

Treasurer  
Ship-N-Store



**Lenorah Durel**

Secretary  
Elmwood Self Storage  
& Wine Cellar



**Lonnie Bickford**

Director\*  
StorageAuctions.com  
Appletree Self Storage



**Al Gardes**

Director  
Elmwood Self Storage  
& Wine Cellar



**Jim Ponti**

Director  
Janus International



**Sean Landry**

Director  
Expert Storage Management



**Grace Totty**

Director  
Absolute Storage Management



**Kevin Seiple**

Director  
Shield Storage Centers



**Jim Jenkins**

Director  
ClimaStor



**Melissa Huff**

Executive Director  
Melissa's Management  
& Consulting

\*non-voting member





## Are You A Member Yet? Join Today

### PREMIUM CONTENT FOR MEMBERS

- 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 a great 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.



**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.**

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:

### Contact Us:



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