

SELF STORAGE NEWS

LUNCHEON RECAP - FALL CONFERENCE - MEMBERSHIP BENEFITS - LIEN LAW UPDATES



Virtual Management Panel in New Orleans

Find out more about our spring luncheons on pages 2-3

LETTER FROM THE PRESIDENT

It's hard to believe the year is nearly half-way through. We had two spectacular luncheons back in March (pages 2-3). Several friends joined me to talk about "Virtual Management" in Shreveport and New Orleans. Each panelist brought their own perspective, from the single property manager, to the the hub and spoke model, to completely remote. There were a lot of great questions from our attendees and I think it was pretty helpful. This was the first time in a long time we have been to North Louisiana and I hope we get back again soon.

Our next big event is just a few months away. The Fall Conference & Expo (page 4) will take place in Baton Rouge on November 1-2. We already have several amazing speakers lined up from all over the industry. We'll be back at the Crowne Plaza and I'm excited to see another huge crowd come out. Events like these are so important for a number of reasons. The education alone should

make it worth the price of admission. You'll also get some incredible food and you'll be able to speak directly to the top vendors in the industry about new products and services for self storage. Registration for this event will open in just a few weeks, so make sure to check your inbox for updates.

These hot summer months can be a grind for many of us. Add in an economy slowing like molasses, a heavy serving of inflation, and ongoing supply chain issues, and you have a recipe for stress and discouragement. I want to remind all of you that we are here for you as an association. If you have questions or concerns, want advice or clarification, or need connections to helpful folks, we've got you covered. We are truly blessed in the SSALA with many helpful hands ready to serve. Please reach out to us if you need anything. We're excited about more opportunities to connect this fall. See you there!



-Lonnie Bickford



SPRING LUNCHEONS

We hosted two luncheons this spring in Shreveport and New Orleans. It was great to have almost 100 of you in attendance for our panel discussions. Each of the venues provided a stellar menu and a great space to learn, network, and enjoy getting reacquainted.

VIRTUAL MANAGEMENT

Virtual Management was the focus of our panel discussions. Our speakers talked us through the good, bad, and ugly of remotely managed facilities and shared some great tips and tricks for getting the most out of your setup. We'll have more on this topic in November!



Shreveport Luncheon



Shreveport Panelists



The Moore in New Orleans



New Orleans Luncheon



Brett Copper (Copper Storage Solutions) speaking in New Orleans

SPEAKERS

We want to extend a special thank you to our speakers on both panels. **Lonnie Bickford** (StorageAuctions.com/AppleTreeStorage), **Brett Copper** (Copper Storage Solutions), **Grace Totty** (Absolute Storage Management), **Shaun Ferguson** (Janus International), and **Melissa Huff** (Affordable Storage Guys Management) shared some great insights from the time and energy they've put into their own businesses.



Q & A in New Orleans

Luncheons Sponsored By



UPCOMING EVENTS



FALL CONFERENCE & EXPO

SELF STORAGE TRADE SHOW

1-2 NOV 2022



CROWNE PLAZA HOTEL
BATON ROUGE, LA

We're excited to be back in Baton Rouge at the Crowne Plaza Hotel for our Fall Conference & Expo on November 1-2. Self storage experts from around the country will be joining us to share best practices, what's happening in the industry, and important operations updates. Vendors representing all sectors of the industry will be at the trade show and leading our round table discussions. Plus, there will be opportunities to network and see old friends during our meals and time between sessions. Registration will be opening soon for this event. Make sure to save these dates and plan on attending.

CALLING ALL SPONSORS!

Gold and Silver sponsorship opportunities are available for our Fall Conference & Expo. Please contact us if you'd like to reserve your spot.



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 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.



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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