The Self Storage Difference

- **What is Self Storage?**
  - Unit rental on a month-to-month basis
  - Tenant has sole access to unit
  - Tenant uses his own lock
  - **No bailment** by facility:
    - Facility does *not* provide care, custody or control of renter’s goods

- **Self Storage is not for use as:**
  - A residence
  - A place for conducting business
  - A place to store hazmats or perishables
Self Storage Development History

A typical storage facility:
- On 2.5 to 5 acres
- 5 to 7 one-story drive up buildings
- Possibly two-story buildings
- Good unit size mix of 40,000 – 80,000 sq. ft. of rentable space
- Average facility is 46,000 s/f rentable space
- Large roll-up doors
- Many offer climate controlled units
- Outside parking for boats, RVs and other motor vehicles
Self Storage Development History

- **1st Generation Facilities** - mid 1960’s: North America and later to Europe, Australia

- **2nd Generation Facilities**:  
  - Row buildings  
  - Some multi story facilities  
  - Converted older buildings

- **3rd Generation Facilities**:  
  - Retail locations, light commercial  
  - Multi family residential neighborhoods  
  - Emphasize aesthetics in construction  
  - Designed to blend-in
Growth Patterns

- **Initially**: Western US & Sunbelt due to job growth & climate there
- **1978**: one of the greatest growth years in the industry.
- **Mid 80's**: increased construction on East Coast of US, and in Canada, Europe, Australia
- **Early 90’s**: economically foreclosed facilities purchased by local & national operators.
- **2008**: Over 50,000 self storage properties currently in operation in US; 60,000 worldwide
  - Expanded to business tenants - 30% or more of the total tenants in some facilities are commercial accounts
Real Estate Characteristics

- Typically: simplified building structures-short construction period- rapid initial rentals.
- Low operating expenses-month-to-month leases.
- High building rentability, (up to 100% occupancy for single story and usually 75% for multi story).
- Many tenants, diffusing vacancy risk.
- Somewhat resistant to economic downturns/shifts.
- Cash flow oriented real estate investment
Site Considerations

- Location determined by:
  - Street visibility/ease of access
  - Proximity and density of customers (3-5 mile radius)
  - Expected growth & current storage saturation level
  - Availability and affordability of land
  - Appropriate zoning and commuter traffic patterns.

- A growth area has much faster lease-up

- High ratios of single family and multi-family residences:
  - Increases demand for smaller units (5x10 & 10x10)
  - Smaller units generally = higher Return on Investment (ROI)

- Ideal location = dense urban area, on a major artery, in the neighborhood the facility will serve
Site Considerations (cont’d)

- Demographic study of a 1-mile, 3-mile & 5-mile radius surrounding the proposed facility site
- Census material for current population, anticipated growth, the population mix and average income
- Current and expected competitors plotted on the map of the area
Site Considerations

Market saturation

- Depends on local market characteristics:
  - Areas where more people own recreational equipment
  - Amount of housing with limited storage space
  - Age of population, mobility rate, employment status and income
Site Considerations

Supply and Demand

- Danger signals of “overbuilding”:
  - Higher monthly turnover
  - Shorter term tenants
  - Increased vacancy rates
  - Longer initial lease-up periods
  - Competitor advertising of “Move-in” discounts
Construction

- Manufactured components
- Stable construction cost over time and region
- Shortened construction period
- Construction techniques depend on
  - climate
  - building code requirements
  - zoning restrictions
  - neighborhood surroundings
Construction

- Building types:
  - Metal buildings, Combination metal and block, Tilt-up, Wood frame, Modular
  - Choice depends upon price, availability of land, and surrounding neighborhood
  - Cost of materials (steel, concrete, asphalt)
Construction

- Design depends primarily on type of tenants
  - Multi-family unit market: smaller units
  - Business tenants: larger units (10x20 or larger)

- Office design can assist in tenant service

- Security factors (gates, lighting, cameras, etc.)
Common Variations

- Facility Sizes: Range from 10,000 to 100,000+ square feet
- Unit Sizes – Range from 5' x 5' to 10' x 20' [average unit size being about 100 square feet (10x10)].
- Outside parking for RV’s, boats, etc.
- Single and/or multi level facilities.
- About 50% have Resident manager apartment.
Common Variations

- Converted buildings (warehouses, big box stores)
- Movable panels
- Mobile storage containers
- Automatic gates with keypad access
- Surveillance cameras, monitoring stations, individual door alarms.
- Ancillary Services: Retail store with packing & moving supplies, locks and other ancillary income sources (e.g. private mailboxes, eBay, overnight shipping, or business centers)
Financial

- 85 percent owners have 3 or fewer sites
- Usually a $3,000,000 or more investment – owner equity plus local bank, insurance co., friends & family, country club friends or other invested equity.
- Self Storage is popular as a Real Estate Investment Trust (R.E.I.T.)
- Sold on its cash flow performance:
  - Appreciation potential
  - Continued rent increases possible
Financial

- **LAND PRICE**
  - Old rule of thumb
    - @ $1.25 per gross sq ft w/ 40 % coverage, net land cost = $3.13 per rentable building ft.
  - Current rule of thumb: land cost = 25-30 % of total development cost.
  - State of the art facility of 60,000 - 80,000 net rentable sq. ft, cost over $45-65 per sq .ft.
Financial

- **Break even operating expenses =**
  40-60% total stabilized income.
  (without debt service)

- **Operating costs on average =**
  25% to 40% actual stabilized income

- **Well designed and well located facilities:**
  - 70-95% occupancy
  - Open in the spring
  - Currently, 18-36 months or more to reach stabilization
Rental Rates

- Typical rents of $0.50 up to $4 per sq. ft. per month in high population markets.

- A "small dollar" rent increase yields a large return.

- Self storage less volatile than other real estate types.
### Rental Rates

#### 2007 Climate Controlled Rental Rates by Region, Area and Facility Type

<table>
<thead>
<tr>
<th>NORTHEAST</th>
<th>Fac. type &amp; size</th>
<th>5 x 5</th>
<th>5 x 10</th>
<th>10x10</th>
<th>10x15</th>
<th>10x20</th>
<th>10x30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Urban</td>
<td>Traditional</td>
<td>$67.40</td>
<td>$79.55</td>
<td>$180.38</td>
<td>$214.11</td>
<td>$239.53</td>
<td>$359.17</td>
</tr>
<tr>
<td>Urban</td>
<td>Big Box</td>
<td>$135.29</td>
<td>$131.71</td>
<td>$332.79</td>
<td>$403.64</td>
<td>$494.29</td>
<td>$573.80</td>
</tr>
<tr>
<td>Urban</td>
<td>Conversion</td>
<td>$76.89</td>
<td>$151.30</td>
<td>$159.20</td>
<td>$253.25</td>
<td>$359.25</td>
<td>$383.50</td>
</tr>
<tr>
<td>Suburban</td>
<td>Traditional</td>
<td>$55.27</td>
<td>$78.23</td>
<td>$137.75</td>
<td>$156.08</td>
<td>$257.18</td>
<td>$375.50</td>
</tr>
<tr>
<td>Suburban</td>
<td>Big Box</td>
<td>$38.29</td>
<td>$52.50</td>
<td>$70.50</td>
<td>$200.50</td>
<td>$252.00</td>
<td>$31.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MID-ATLANTIC</th>
<th>Fac. type &amp; size</th>
<th>5 x 5</th>
<th>5 x 10</th>
<th>10x10</th>
<th>10x15</th>
<th>10x20</th>
<th>10x30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Urban</td>
<td>Traditional</td>
<td>$59.81</td>
<td>$78.24</td>
<td>$179.95</td>
<td>$174.23</td>
<td>$253.16</td>
<td>$313.67</td>
</tr>
<tr>
<td>Urban</td>
<td>Big Box</td>
<td>$112.89</td>
<td>$154.11</td>
<td>$237.83</td>
<td>$294.40</td>
<td>$344.95</td>
<td>$457.00</td>
</tr>
<tr>
<td>Urban</td>
<td>Conversion</td>
<td>$86.55</td>
<td>$157.83</td>
<td>$240.14</td>
<td>$246.45</td>
<td>$323.19</td>
<td>$531.44</td>
</tr>
<tr>
<td>Suburban</td>
<td>Traditional</td>
<td>$41.60</td>
<td>$65.07</td>
<td>$130.87</td>
<td>$142.58</td>
<td>$221.33</td>
<td>$213.40</td>
</tr>
<tr>
<td>Suburban</td>
<td>Big Box</td>
<td>$40.00</td>
<td>$18.50</td>
<td>$235.50</td>
<td>$330.50</td>
<td>$147.00</td>
<td>$242.50</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SOUTH</th>
<th>Fac. type &amp; size</th>
<th>5 x 5</th>
<th>5 x 10</th>
<th>10x10</th>
<th>10x15</th>
<th>10x20</th>
<th>10x30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Urban</td>
<td>Traditional</td>
<td>$45.47</td>
<td>$70.83</td>
<td>$122.29</td>
<td>$170.70</td>
<td>$206.68</td>
<td>$247.38</td>
</tr>
<tr>
<td>Urban</td>
<td>Big Box</td>
<td>$84.43</td>
<td>$154.81</td>
<td>$228.10</td>
<td>$303.81</td>
<td>$362.43</td>
<td>$379.27</td>
</tr>
<tr>
<td>Urban</td>
<td>Conversion</td>
<td>$58.07</td>
<td>$113.94</td>
<td>$159.56</td>
<td>$196.11</td>
<td>$263.60</td>
<td>$283.40</td>
</tr>
<tr>
<td>Suburban</td>
<td>Traditional</td>
<td>$45.91</td>
<td>$67.10</td>
<td>$110.29</td>
<td>$134.21</td>
<td>$200.51</td>
<td>$251.63</td>
</tr>
<tr>
<td>Suburban</td>
<td>Big Box</td>
<td>$10.50</td>
<td>$113.00</td>
<td>$175.50</td>
<td>$256.00</td>
<td>$40.00</td>
<td>$556.50</td>
</tr>
</tbody>
</table>

Source: 2008 FinOps
## Rental Rates

### 2007 Climate Controlled Rental Rates by Region, Area and Facility Type

<table>
<thead>
<tr>
<th>Region</th>
<th>Fac. type &amp; size</th>
<th>5 x 5</th>
<th>5 x 10</th>
<th>10x10</th>
<th>10x15</th>
<th>10x20</th>
<th>10x30</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MIDWEST</strong></td>
<td>Urban Traditional</td>
<td>$55.00</td>
<td>$79.95</td>
<td>$134.45</td>
<td>$170.56</td>
<td>$251.46</td>
<td>$264.00</td>
</tr>
<tr>
<td></td>
<td>Urban Big Box</td>
<td>$54.60</td>
<td>$72.90</td>
<td>$172.35</td>
<td>$172.55</td>
<td>$186.50</td>
<td>$219.38</td>
</tr>
<tr>
<td></td>
<td>Urban Conversion</td>
<td>$61.63</td>
<td>$83.00</td>
<td>$125.33</td>
<td>$181.56</td>
<td>$129.78</td>
<td>$232.50</td>
</tr>
<tr>
<td></td>
<td>Suburban Traditional</td>
<td>$39.50</td>
<td>$77.88</td>
<td>$104.25</td>
<td>$168.50</td>
<td>$229.75</td>
<td>$55.00</td>
</tr>
<tr>
<td><strong>SOUTHWEST</strong></td>
<td>Urban Traditional</td>
<td>$44.06</td>
<td>$72.29</td>
<td>$127.53</td>
<td>$148.72</td>
<td>$238.68</td>
<td>$310.60</td>
</tr>
<tr>
<td></td>
<td>Urban Big Box</td>
<td>$61.46</td>
<td>$125.46</td>
<td>$204.62</td>
<td>$242.31</td>
<td>$326.08</td>
<td>$201.40</td>
</tr>
<tr>
<td></td>
<td>Urban Conversion</td>
<td>$61.00</td>
<td>$85.17</td>
<td>$172.50</td>
<td>$207.17</td>
<td>$282.33</td>
<td>$293.17</td>
</tr>
<tr>
<td></td>
<td>Suburban Traditional</td>
<td>$52.57</td>
<td>$77.98</td>
<td>$125.52</td>
<td>$132.46</td>
<td>$206.86</td>
<td>$301.67</td>
</tr>
<tr>
<td></td>
<td>Suburban Big Box</td>
<td>$48.00</td>
<td>$74.00</td>
<td>$113.00</td>
<td>$135.00</td>
<td>$165.00</td>
<td></td>
</tr>
<tr>
<td><strong>WEST</strong></td>
<td>Urban Traditional</td>
<td>$43.95</td>
<td>$61.16</td>
<td>$78.30</td>
<td>$171.33</td>
<td>$155.20</td>
<td>$155.60</td>
</tr>
<tr>
<td></td>
<td>Urban Big Box</td>
<td>$77.00</td>
<td>$185.43</td>
<td>$265.71</td>
<td>$255.33</td>
<td>$524.40</td>
<td>$424.00</td>
</tr>
<tr>
<td></td>
<td>Urban Conversion</td>
<td>$89.67</td>
<td>$125.67</td>
<td>$191.00</td>
<td>$194.00</td>
<td>$159.00</td>
<td>$327.00</td>
</tr>
<tr>
<td></td>
<td>Suburban Traditional</td>
<td>$47.60</td>
<td>$61.60</td>
<td>$130.60</td>
<td>$107.25</td>
<td>$274.33</td>
<td>$339.00</td>
</tr>
</tbody>
</table>

Source: 2008 FinOps
Management and Operations

- High emphasis on the hiring and training of appropriate management personnel
- Many managers have full control over all daily decision-making
- Most managers are also charged with customer service practices and the marketing of the facility
Management and Operations

- Managers must be well versed in:
  - The state lien law where the facility operates
  - Sales, customer service, marketing, light maintenance, accounting and computer operation, software

- Increased manager skill and responsibility is facilitated by:
  - Standardized industry training such as SSA’s on-line education for managers
  - Emphasis on industry professional standards such as those of the SSA Certified Self Storage Manager (CSSM) designation
Management and Operations

- Professional management companies
  - Provide many services, including management of several facilities, typically belonging to various owners
  - Inexperienced operators may use a management company during the lease-up period to effect a quicker stabilization
Competitive Environment

- Requires a new level of sophistication for maximum profits
- Adversely impacts the ability to raise rental rates
- Success in this environment requires:
  - Ideal location
  - Effective management
  - Financing to carry initial debt and operation cost
Understanding the Customer Base

- Vast majority of customers are individuals storing residential goods
- Market growth and maturation has occurred in the self storage industry:
  - Regular turn-over rate
  - Residential customers: 1 – 12 months
  - Commercial customers: 12-36 months
- People will pay more based upon specific advantages
- Tenants from 3-5 mile radius (10-20 minute drive time)
Understanding the Customer Base

Figure 3.5: Total US Consumer and Business Units Rented By Unit Size - 2007 Estimates

<table>
<thead>
<tr>
<th></th>
<th>Consumer</th>
<th>Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;5x5</td>
<td>24</td>
<td>15</td>
</tr>
<tr>
<td>5x5</td>
<td>89</td>
<td>37</td>
</tr>
<tr>
<td>5x10</td>
<td>227</td>
<td>107</td>
</tr>
<tr>
<td>10x10</td>
<td>280</td>
<td>136</td>
</tr>
<tr>
<td>10x15</td>
<td>132</td>
<td>83</td>
</tr>
<tr>
<td>10x20</td>
<td>186</td>
<td>135</td>
</tr>
<tr>
<td>10x30</td>
<td>68</td>
<td>83</td>
</tr>
<tr>
<td>16x40</td>
<td>28</td>
<td>139</td>
</tr>
</tbody>
</table>
Marketing

Most Common Marketing Techniques

- Advertising: Yellow pages, newspapers, shopper/coupon circulars, other local publications
- Signage, message boards, banners, pennants, and flags
- Website: Internet exposure is becoming commonplace
- Community activities, local charitable sponsorships and networking events
- Customer referral programs
- Direct mail-brochures, flyers, and leaflets advertising discounts – *Less Prevalent*
- Radio/TV advertising – *Less Prevalent*
Legal and Legislative Concerns

- The Self Storage Association sponsored the model lien law legislation most states have adopted:
  - Distinguishes the self storage from warehousing
  - Protects tenant and facility operator in delinquent tenant property issues
  - Delinquent tenant possessions can be auctioned off according to state lien law requirements
Legal and Legislative Concerns

- **Local:**
  - Building codes, zoning & entitlement process
  - Eminent domain for other community projects

- **State:**
  - Sales tax efforts/repeal efforts
  - Lien law updates
  - Late fee amendments
  - Tenant insurance sales licensing
Recent Industry Trends

Figure 2-4: Where Are We Clustered?
Source: SSA NFDb – 2008
Where 52,753 Self Storage Facilities Are Located

Where the 52,753 Facilities in the US are Located
Recent Industry Trends

Figure 3.3: Change in Square Feet per Capita By State 2000 to 2006
Recent Industry Trends

Figure 1.2: Self Storage Facilities Added by Year 1985 through 2006

Source: SSA NFDb January, 2008
Recent Industry Trends

Figure 3.3: Top 20 Secondary Services by Percent Ranking All US Facilities July, 2007

- WAREHOUSES-WAREHOUSING
- BOXES
- RECREATIONAL VEHICLES-STORAGE
- MOVING SERVICES
- BOAT STORAGE
- OFFICE RECORDS-STORAGE
- BUSINESS RECORDS & DOCUMENTS-STORAGE
- AUTOMOBILE STORAGE
- TRUCK RENTING & LEASING
- MOVING SUPPLIES & EQUIPMENT
- RECORDS-STORED
- SHEDS-TOOL & UTILITY
- TRAILER RENTING & LEASING
- TRAILER-STORAGE
- BUILDINGS-PORTABLE
- PACKAGING MATERIALS
- MOVING SUPPLIES & EQUIPMENT-RENTING
- WAREHOUSES-COLD STORAGE

Source: SSA NFDb, January, 2008
Recent Industry Trends

Figure 2.1: 2006 Self Storage Expenses by Category
July 2007

- Payroll: 25.7%
- Property Tax: 23.5%
- All Other: 31.2%
- Marketing & Adver.: 7.0%
- Insurance: 3.6%
- Utilities: 9.0%
## Recent Industry Trends

### Regional View - Facilities, Sales and Employees

<table>
<thead>
<tr>
<th>Region</th>
<th># of Facilities</th>
<th># of Facility On-site Employees</th>
<th>Employees per Facility (av.)</th>
<th>Total 2007 Sales (Gross)</th>
<th>Avg. 2007 Sales/Facility</th>
<th>Total Avg. Sq. Footage</th>
<th>Av.sqft per Fac.</th>
</tr>
</thead>
<tbody>
<tr>
<td>New England</td>
<td>1970</td>
<td>6580</td>
<td>3.34</td>
<td>$953,573,000</td>
<td>$484,047</td>
<td>85,369,065</td>
<td>43,335</td>
</tr>
<tr>
<td>Mid Atlantic</td>
<td>4948</td>
<td>21491</td>
<td>4.34</td>
<td>$315,603,700</td>
<td>$637,841</td>
<td>213,155,915</td>
<td>43,079</td>
</tr>
<tr>
<td>Southwest</td>
<td>7563</td>
<td>20059</td>
<td>2.65</td>
<td>$2,910,639,000</td>
<td>$384,852</td>
<td>327,882,898</td>
<td>43,354</td>
</tr>
<tr>
<td>West</td>
<td>10278</td>
<td>31028</td>
<td>3.02</td>
<td>$4,574,075,000</td>
<td>$445,036</td>
<td>444,298,914</td>
<td>43,228</td>
</tr>
<tr>
<td>Midwest</td>
<td>12927</td>
<td>41556</td>
<td>3.21</td>
<td>$5,993,259,000</td>
<td>$463,623</td>
<td>558,862,278</td>
<td>43,233</td>
</tr>
<tr>
<td>South</td>
<td>15166</td>
<td>41964</td>
<td>2.77</td>
<td>$6,102,743,000</td>
<td>$402,396</td>
<td>658,025,084</td>
<td>43,388</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>52852</strong></td>
<td><strong>27113</strong></td>
<td><strong>3.22</strong></td>
<td><strong>$20,849,892,700</strong></td>
<td><strong>$469,633</strong></td>
<td><strong>381,265,692</strong></td>
<td><strong>43,269</strong></td>
</tr>
</tbody>
</table>

Source: NFDb
Self Storage Association

- Since 1975: The industry’s only national not for profit organization
  - Proceeds returned to member services
- Exists to help Members:
  - Maximize profitability
  - Reduce liability
  - Prepare for the changing business environment
- Membership of 6,000 direct and indirect company members, national and international
SSA Member Services

Communication and Information

- **SSA Globe Magazine** (monthly to 16,000+ paid subscribers)
- **SSA Regular Communications**
  - Weekly: “Monday Morning Memo”
  - Twice/Month: “TEAM One Newsletter” (1 fac. operators)
  - Monthly: “Facility Managers Memo”
- **Publications and Marketing Tools** - Industry data; Consumer demand studies; Regulatory and legal reference; Advertising tools, Customer brochures.
- **Online Data** – Self Storage Demand Generator
SSA Member Services

SSA Events & Online Education

- **Fall Conference & Tradeshow** in Las Vegas (2,500 attendees)
- **Spring International Self Storage Convention & Exposition** – Location varies (1,500 attendees)
- **Ski Workshop** (150 larger operators attend)
- **Owners-Investors Course** (annual)
- **SSA Online University** (at www.selfstorage.org)
- Monthly webcasts
- **SSA Certified Self Storage Manager (CSSM)© Program**
- **Regional Supervisors Program** (For multi-facility overseers)
- **Self Storage Family Business Owners Program**
- **State and Regional Super Seminars**
SSA Member Services

- Legislative/Regulatory Advocacy
  - Political Action Committee (PAC)
  - State and federal level legislative assistance grants
  - SSA state affiliate action campaigns
Recommended Reading From SSA

- SSA Globe Magazine
- Self Storage Operations Manual & Training Guide:
  - Operational & Training Procedures Guidebook
  - Glossary of Industry Terms
- Legal Topics in Self Storage
- Financial and Operational Characteristics of Self Storage Facilities (Annual report)
More Education Online From SSA

Individual sessions available on-demand covering the specifics in self storage:
- Operations and management
- Marketing
- Construction and renovation
- Legal issues

At: www.selfstorage.org
Prime Networking Opportunities

Networking Opportunities from SSA:
- Fall Conference & Tradeshow
- Spring International Self Storage Convention & Exposition
- Executive Ski Workshop
- Owners Investors Course Sponsorship

Upcoming Dates and Locations under “Education & Events” at www.selfstorage.org
Self Storage Industry Suppliers

- Acquisitions
- Advertising/Marketing
- Appraisal Services
- Architecture/Design/Layout
- Attorneys
- Auctions Lien Sales
- Banners and Flags
- Brokerage Services
- Business Forms
- Call Centers
- Cladding
- Climate Control
- Clothing/Uniforms
- Collections
- Computer Supplies & Equipment
- Construction
- Consultants: Business
- Consultants: Location & Development
- Consultants: Operations
- Credit Card Processing

- Customer Goods Insurance
- Doors & Door Hardware
- Elevators & Lifts
- Employee Benefits
- Engineering Services
- Environmental Services
- Facility Management
- Facility Repair/Painting/Maintenance
- Feasibility Studies
- Fencing/Gates/Gate Access Systems
- Financing
- Fire Systems
- Franchising
- Insurance-Tenant’s and Commercial (Owners)
- Internet Advertising
- Locks
- Mail Boxes
- Maintenance Products/Pest Control
- Manager Training
- Market Research Analysis
- Material Handling
Self Storage Industry Suppliers

- Metal Building Systems
- Mobile/Container/Temporary Units
- Mystery Shopping
- On-Line Services
- Packing/Moving Supplies
- Point of Sale Technology
- Publications
- Record Storage & Services Equipment
- Rental Equipment
- Roof Coating/Waterproofing
- Roofing
- RV/Boat/Auto Storage
- Security
- Signage
- Mail Boxes
- Maintenance Products/Pest Control Manager Training
- Market Research/Analysis
- Material Handling
- Metal Building Systems
- Mobile Container Temporary Units
- On-Line Services
- Packing/Moving Supplies
- Pay Phones
- Point of Sale Technology
- Power Surge Protection
- Publications
- Record Storage & Services Equipment
- Rental Equipment
- Roof Coating/Waterproofing
- Roofing
- RV/Boat/Auto Storage
- Security
- Signage
- Software: Accounting
- Software: Management
- Software: Security
- Tax Consulting/Preparation
- Vehicle Rental
- Vending Machines
- Wall or Facades
- Website Design
- Yellow Pages Advertising
For More Information

www.selfstorage.org
e-mail: info@selfstorage.org

SELF STORAGE ASSOCIATION
1900 N. Beauregard Street, Ste. 110
Alexandria, VA 2231