



GASSA

Georgia Self Storage Association

Mark Your Calendars: 2016 GASSA
Convention & Expo -- October 16-18, 2016

NEWSLETTER
Issue 3 | May, 2016

3 Ways to Cool Off this Summer with GASSA Education

While the kids may take a break from learning this summer, it doesn't mean you have to! The GASSA Education Committee has worked hard to plan meaningful and relevant educational topics that will last well beyond the beginning of the school year. See below for three ways you can get the latest education and improve your facility operations with GASSA's upcoming education!

1. Attend a monthly luncheon in [Hot]lanta

Join us on the 2nd Tuesday of each month at the Georgian Club in Atlanta for an outstanding educational presentation from an industry expert. Not only will you expand your knowledge on a particular topic, but you will have the chance to network with more than 70 other self storage contacts. Over the next months, come and learn about valuation and feasibility, sources of non-rental income and receive a legal update from Scott Zucker.

2. Attend a regional luncheon in a city near you

Can't come to Atlanta? Looking to avoid the traffic? Take it easy this summer, and join us at the Regional Luncheon in your area. From now until November, we're offering six regional meetings across the state so you can hear from top notch speakers on various topics affecting the industry. These luncheons are also a great way to network and make contacts with industry members in your area. See our calendar for more details on page 4.

3. Register for the GASSA Convention & Expo to receive early bird pricing

The GASSA Annual Conference & Expo is returning to the beautiful city of Savannah, Georgia – so mark your calendars to join us October 16-18 at the Hyatt Regency on the river! The GASSA Conference Committee and Board of Directors have lined up an outstanding set of sessions including more than 9 hours of education. You are sure to increase your knowledge on all things self storage. Speakers from all sectors will cover topics like: Marketing Tactics, Development & Feasibility, Revenue Management, Operational Best Practices and MORE! Registration will open soon! The room block at the Hyatt is open now – to reserve your room in the room block, visit our website!

discover. connect. engage.

SAVE
the
DATE!

2016
GASSA

Georgia Self Storage Association

Convention & Expo

October 16-18, 2016

Savannah, GA | Hyatt Regency

9+ Hours of
Education

3+ Hours to Visit
the Tradeshow

Roundtables, Managers
Only Courses & MORE

Reserve your rooms now!
Visit www.gassa.org/expo

For more information visit www.gassa.org or call 678.764.2006.

We hope you will find a way to get plugged in with GASSA this summer! For more information on each of these educational opportunities, visit the GASSA website at www.gassa.org.

LEGAL CORNER - By Scott Zucker

Term and Termination: The Truth about Month-To-Month Leases

One of the unique aspects of self storage is that the rental agreements are month-to-month. Essentially monthly rental agreements are automatically renewable depending on the actions of the parties involved. In other words, unless either party lets the other one know that they are not renewing, the lease continues for another month. Certainly, if the landlord remains silent and the tenant pays another month's rent, the lease is extended, by its terms, for another month.

A standard provision in a self-storage rental agreement will read as follows:

TERM: The term of this tenancy will start on _____ and continue month to month thereafter (the "Term"), unless terminated as hereinafter provided.

It is often a common misconception of self-storage operators that they, as landlords, cannot terminate the storage lease unless the tenant fails to pay the monthly rent. But the truth is that the landlord always retains that right of termination, just like the tenant, to end the lease relationship. Essentially a landlord does not need a CAUSE for lease termination although, as long as the tenant is paying its rent and the operator is deriving revenue from that tenant, a termination is unlikely. But there are other reasons why an operator may choose to terminate a tenant's lease, even one where payment is being made on a timely basis. For example, leases can be terminated if the tenant breaches other terms and conditions of the lease agreement, such as a violation of the USE provision of the lease, leaving litter and trash on the premises, loitering at the facility for extended periods, suspicious activity that may be considered criminal or a breach of the peace. It is important for operators to remember that a landlord always reserves the right to terminate a storage lease for any breach of the terms and conditions of the storage lease in addition to non-payment.

A standard termination provision in a self-storage rental agreement will read as follows:

TERMINATION: This Agreement shall continue from month to month unless the Tenant or Owner delivers to the other party a written notice of its intention to terminate the Agreement at least ten (10) days prior to the end of the then current rental period. Owner may immediately terminate Tenant's lease if Tenant is in breach of the terms and conditions of this Agreement. Upon termination of this Agreement, the Tenant shall remove all personal property from the Space (unless such property is subject to the Owner's lien rights as referenced herein), and shall deliver possession of the Space to the Owner on the day of termination. Tenant agrees that the Space shall be left in a broom-swept condition. If the Tenant fails to fully remove its property from the Space within the time required, the Owner, at its option, may without further notice or demand, either directly or through legal process, reenter the Tenant's Space and remove all property therefrom without being deemed guilty in any manner of trespassing or conversion. Any property remaining in the Space after termination of this Agreement including but not limited to any boxes and trash left in the Space or on the Facility will be deemed to

be of no value to the Tenant and may be sold, destroyed, or disposed of in any manner chosen by Owner. Tenant agrees to pay all costs incurred by the Owner for said clean-out and/or repair, or Owner may use a collection agency to collect unpaid invoices if Tenant has moved out.

Although some states like California suggest thirty (30) days' advance notice for the termination of a residential month-to-month lease, different consideration is often given to commercial leases like self storage. Further, even in states like California, if rent is not paid and the Landlord wants to terminate the lease, a notice as short as three days may be given for the tenant to vacate. As in all situations, self-storage rental agreements must be drafted based upon the state where the facility is located.

Until next month - Happy storing!

Scott Zucker is a partner in the law firm of Weissmann Zucker Euster Morochnik P.C. in Atlanta, Georgia. Scott specializes in business litigation with an emphasis on real estate, landlord-tenant and construction law. Scott is a frequent lecturer at national conventions and is the author of *Legal Topics in Self Storage: A Sourcebook for Owners and Managers*. He is also a partner in the Self Storage Legal Network, a subscription-based legal service for self storage owners and managers. Scott can be reached at 404-364-4626 or at scott@wzlegal.com.

Meet one of the newest GASSA Members!

Dyches Construction & Realty

Donald Dyches, President & Marie Danos, Office Manager



WHAT DOES YOUR COMPANY DO?

We are a family owned property management company. Currently we manage about 12 shopping centers, 2 office complexes, several houses, condo units and one mini storage center. Our properties are located in Savannah, Pooler and Rincon.

WHY DID Y'ALL DECIDE TO JOIN THE GASSA? –

We own one mini storage facility that we built about 20 years ago. After making the decision to build in a new location, we started looking for advice, so much had changed since we built our facility. The first opportunity we had was to attend a GASSA meeting being held in Savannah. We were surprised how informative one meeting over lunch could be, and if we walked away with so much knowledge after one hour, how much could we learn if we were to join and get involved!

WHAT IS THE MOST IMPORTANT ISSUE FACING THE SELF-STORAGE INDUSTRY TODAY? –

We're not sure of the issues out there for storage facilities, but we are sure that GASSA will help us to overcome any obstacles ahead.

SPOTLIGHT-

Lindy Finel Regional Manager / Acquisitions Store Here

WHAT INSPIRED YOU TO ENTER THE SELF-STORAGE INDUSTRY?

After hurricane Katrina we placed what was left of our household goods into storage. One day I went back to pay my bill and the manager was gone. The roving managers asked if I would be interested in running the site. I thought to myself "I can do this" and filled out the application. 11 years later I am still enjoying the industry.

TALK ABOUT SOME POSITIVE ATTRIBUTES AND CHALLENGES THAT THE INDUSTRY FACES.

More and more people know about storage and it is becoming a normal part of many people's lifestyles. Storage is one thing that the economy seems to have little effect on. People are always moving, businesses expanding or downsizing, contractors going from retail warehouses to just storing their tools and getting them out as needed. The industry has gotten pretty competitive in recent years, it is important for owners and operators to stay on top of current trends and changes to avoid getting left behind.

WHAT HAS BEEN AN IMPORTANT LESSON YOU'VE LEARNED SINCE WORKING IN THE SELF-STORAGE INDUSTRY?

Sometimes your angriest customers can become your happiest customers. It has happened so many times that someone who was having a problem was so pleased at being treated respectfully and caringly, that they became a happy and vocal endorser of our company. Moving is a stressful time for anyone, add in if they are being deployed or losing their house it gets even worse. Taking the time to listen and hear your customers out gives you a chance to connect with them and sometimes bring that moment of peace into their day that they really need.



WHAT ADVICE WOULD YOU GIVE TO A NEWCOMER?

Keep it simple. Take care of your employees. Take care if your customers. Set goals but also be flexible. Find a great 3rd party management company that will work for and with you to help reach those goals!

WHAT DOES THE FUTURE OF SELF-STORAGE LOOK LIKE FOR YOUR REGION AND YOUR COMPANY?

Great. Store Here Self Storage and RHW Capital Management, LLC. continues to acquire properties. Our free call center and revenue sharing management platforms are really taking off. It's exciting to see our company helping other owners achieve their revenue goals. In some cases, we are able to help them save their property, prepare it for sale or even acquire their next location. Times are good for us. This year will be AMAZING!!!



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GASSA Regional Luncheons

GASSA is looking forward to providing education to our members in all corners of the state. Join us for one of our Regional Meetings in 2016!

MAY 17TH – Rome

JUNE 21ST – Albany

JULY 19TH – Macon

AUGUST 11TH – Augusta

SEPTEMBER 20TH – Columbus

NOVEMBER 10TH – Gainesville



Are you a member of GASSA?

GASSA offers outstanding educational sessions, networking opportunities, legal support and more! For only \$250 you can become a member today! [Click here to join!](#)

GASSA membership offers these distinctive advantages:

- Access to the Georgia Self-Storage approved rental lease – updated annually by our legal counsel.
- Access to member/vendor directories.
- Member newsletters which bring up-to-the-minute news as well as tips and features of GASSA members.
- Unparalleled networking opportunities – GASSA members gain knowledge from each other.
- Discounts on Monthly Luncheons – held the 2nd Tuesday of the month in Atlanta and periodically throughout other Georgia areas
- National SSA affiliation – GASSA partners with SSA to keep you posted on national news to enhance our statewide actions and benefits.
- Annual Expo – held in the Fall, the GASSA Convention & Expo offers networking, education and vendor meeting opportunities to help you stay competitive.
- Legislative Advocacy – representation on pertinent issues at the Georgia State Capital.

[Click here to join!](#)

Marcus & Millichap

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JOIN US IN ATLANTA!

Save these dates for our next three monthly luncheons!

JUNE MONTHLY LUNCHEON - JUNE 14TH

Educational Topic: Valuation and Feasibility Panel Discussion

JULY MONTHLY LUNCHEON - JULY 12TH

Educational Topic: Additional Income and Financial Benefits for Owners

AUGUST MONTHLY LUNCHEON - AUGUST 9TH

Educational Topic: Scott Zucker's 2016 Legal Review