

# NSSOA

## 2016 NEWSLETTER



Katheryn East  
StorSmart Insurance



Devon Soukup  
Global Roofing &  
Company



Don Wesley  
O'Hara Lindsay  
Gov. Relations

Tuesday morning on November 10<sup>th</sup> 2015 the Nebraska Self Storage Owners Association held a fall conference in Lincoln, NE. The conference was a huge success and ended up having 70 attendees present that day. The conference started off with an introduction from President, Bill Lange, which then lead into an amazing presentation from Katheryn East with StorSmart Insurance. She discussed the perspective of Managers vs. Owners with many different eye openers for owners to realize what their managers are probably wondering about or wanting to help more with. She also had laid out some basic rules for owners to help make their business easier and more successful. For example; 1. Your storage business should have a script for you or your business to follow when informing customers about your units, so therefore nothing is left out with that first interaction with that customer. 2. Managers should follow dress code to look presentable to current or new clients. 3. Managers should be included in the budget meetings, so they know what the true cost is for everything that it takes to run the business. 4. Have respect for them and let them help you, that's what you hired them for. 5. Keep property and main office presentable at all times for clients.

Devon Soukup with Global Roofing & Company was the 2<sup>nd</sup> speaker that day which discussed what Global Roofing is truly all about. Global Roofing & Company is a commercial roofing company licensed throughout the Midwest but not in Nebraska. Nebraska is one of the only states in the Midwest that does not require some type of commercial endorsement or licensing for roofers. This means it becomes harder for you, the customer to know whether or not the man you have on your roof is actually qualified to be up there and doesn't pose as a potential liability to you and your facility. A good thing to remember when choosing your commercial roofer is to check their references before hiring them for the job. Did you know that newer metal roofs should be inspected every 24 months, to make certain that all fasteners are in good condition? As a roof ages, or leaks begin to occur, the inspection schedule should change to every 12 months. So next time your business roofs need some work, don't forget to call Global Roofing for all your needs!

Don Wesley with O'Hara Lindsay Government Relations ended the conference with asking for problems with current lien laws in Nebraska. A couple things that were discussed that day where out of state autos, clarity on how to handle auctions, online auctions, and effect on current leases. Several owners wanted to know when the new law if passed would take effect and if it would apply retroactively to current leases? The new legislative bill will be introduced in spring 2016 legislative session.

## *NSSOA Legislation Update*

Bill Lange – NSSOA President

With the help of the SSA (Self Storage Association) and their legal staff working with Don Wesley with O'Hara Lindsay Government Relations, a Self-Storage Lien Law (LB-854) was introduced into the Nebraska 2016 spring legislative session. It has met with some opposition from lobbyists from the Nebraska Bankers Association. They have concerns that there may be property being sold from a delinquent tenant in which they may have a secured interest. There were other concerns voiced by the Judiciary Committee but the majority agreed there is a need for a self-storage lien law in Nebraska. It does not appear that this bill will get passed in this short session. In other legislative news an amendment has been passed on the abandoned property act raising the value from \$1,000.00 to \$2,000.00.

Be sure to attend our NSSOA Spring Conference and Trade Show on Tuesday May 24<sup>th</sup>, 2016. It will be held at: Regency Lodge & Conference Center, 909 S. 107<sup>th</sup> Avenue, Omaha, Nebraska 68114.

## May 24<sup>th</sup> Conference Schedule

8:00-8:45	Registration/Networking Vendors
8:45-9:00	Bill Lange: Opening Remarks
9:00-10:00	Speaker (To be Announced)
10:00-10:10	BREAK
10:10-11:45	Round Table Discussions
12:00-1:15	Lunch Break/Networking with Vendors
1:15-2:15	Speaker (To be Announced)
2:15-2:25	BREAK
2:25-3:00	Speaker (To be Announced)
3:00-3:15	Bill Lange – Closing Remarks
3:15-4:00	NSSOA Board Meeting

(Speakers and speaker times are subject to change)

# Mission Statement

## *NSSOA'S PURPOSE*

“The purpose of this organization shall be to promote, preserve, and improve the self-storage industry and to encourage its use by the general public; to encourage among its members sound business practices and methods of marketing and servicing their customers; inform its members of changes in the state of the art, in laws, and in pending legislation affecting the self-storage industry; to sponsor educational meetings for the discussion of self-storage issues; to cooperate with public and private agencies in the establishment of sound self-storage industry practices and such other matters as from time to time may be approved by the Board of Directors.”

## *NSSOA'S GOAL*

NSSOA's goal is to represent the owners and managers of hundreds of self-storage facilities in Nebraska. NSSOA seeks to accomplish its goal through education, networking, and governmental regulations. NSSOA is a forum for self-storage industry professionals who want to improve the quality, security, and profitability of the self-storage industry. By addressing the concerns of self-storage facility owners and managers through newsletters and presentations at statewide meetings, NSSOA creates an important network of owners, managers, vendors, suppliers, consultants, legal advisors, and industry representatives.



Tron Jordheim  
Store Here Management



Don Wesley & Bill



Rich Keeton & Roger  
Strickland

## How to Join the NSSOA?

Join today by filling out the attached form!  
[www.nebraskaselfstorageownersassociation.com](http://www.nebraskaselfstorageownersassociation.com)  
 Email: [nssoa@outlook.com](mailto:nssoa@outlook.com)  
 Or call us at (308) 338-9947.

**Annual Dues:** \$150 per company (National SSA affiliation which includes a free Globe Magazine and Internet Logo Advertisement & Direct link).

## The Nebraska Self Storage Rental Agreement

Have you been searching for a rental agreement form that's current with Nebraska self-storage statutes, that's concise and spells out the responsibilities for you the self-storage owner/operator, and your customer/tenant?

You're in luck! Regulatory and legislative issues can impact your storage facility in many ways. The Nebraska Self Storage Owner's Association has a highly effective rental agreement form that addresses the current elements of Nebraska's self-storage industry available for members only to purchase. The NSSOA Model Rental Agreement creates a uniform, professional, and positive image of the self-storage industry to tenants and the general public. If you would like to purchase the Rental Agreement, please contact us at (308) 338-9947 or email Ashley at [nssoa@outlook.com](mailto:nssoa@outlook.com).



## BOARD OF DIRECTORS

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### Director

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Big red Self Storage

**NSSOA**

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DID YOU KNOW THAT **NEBRASKA** IS ONE OF THE  
ONLY TWO STATES THAT DO NOT HAVE STORAGE LEIN LAWS?

**IS YOUR RENTAL AGREEMENT LEGAL?**

**ARE YOUR LATE FEES LEGAL?**

**ARE YOUR LEIN SALES LEGAL?**

Become a member of the NSSOA

**(Nebraska Self Storage Owners Association)**

Help us pass legislation to protect your assets!