



**FOR IMMEDIATE RELEASE**

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**Self Storage Association / New Jersey SSA Announce  
Management Service Agreement**

Alexandria, VA - - The national Self Storage Association (SSA) and the New Jersey Self Storage Association (NJSSA) jointly announced today that the SSA will provide management services to the New Jersey association in 2012 and 2013. Earlier this year the Self Storage Association established a new Association Management Division that will provide third-party management services to those state associations in the self storage industry that request such services. In addition, the national SSA's new division will create new state associations in those states that do not currently have a state association; these new organizations will be SSA "charter" associations and will operate under the auspices of the national trade group.

"We look forward to working for the New Jersey SSA under the leadership of its Board of Directors as we strive to provide responsiveness to membership, enhanced communication and Internet platforms, lobbying activities to modernize New Jersey self storage lien statutes and other regulations; and to increase the overall level of benefits," said Michael T. Scanlon, Jr., SSA president and CEO. "This is a new model for our industry. Utilizing the experience of the national staff to enhance membership services at the state level," Scanlon added.

Under the two-year contractual agreement, the national SSA will provide day-to-day association management, meeting planning, educational programming, quarterly newsletter, web site maintenance, lobbying activities, membership relations-retention-recruitment, board elections, accounting and budgeting services.

"The Board of the New Jersey SSA is confident that under this new working agreement with the national SSA we will elevate the level of service and secure additional benefits for our membership. As an example, we plan to work closely with the SSA to improve

and streamline the New Jersey lien law that governs our industry during the term of this agreement," said Vincent DiDomenico, president of the NJSSA.

Ms. Cologne B. Hunter will serve as Interim Executive Director of the New Jersey SSA and can be reached at 703-575-8000 ext. 122 or 1-855-476-6181 (NJ in-state toll-free number); [NJSSAexecdir@selfstorage.org](mailto:NJSSAexecdir@selfstorage.org). Inquiries relating to the SSA's new Association Management Division can also be directed to the same numbers.

### **About the Self Storage Association (SSA)**

The Self Storage Association (SSA) is the premier national not-for-profit trade organization for the industry and the registered lobbying organization before the U.S. Congress and federal agencies. SSA is official voice of the \$22 billion (revenues) self storage industry that currently numbers 46,500 self storage facilities nationwide. The SSA directly represents some 6,000 direct and indirect member companies that own and operate 22,000 self storage facilities throughout the United States. The SSA is affiliated with thirty (30) state and regional associations in the U.S. and with four (4) international associations representing Asia, Australia, Canada, Europe, Japan, Latin America and South America. SSA members range from individual facility owner-operators to multiple-facility companies, to vendors, to large publicly traded firms and Real Estate Investment Trusts (REITs).

The Association specializes in several areas of core competency: (1.) data, information & research; (2.) advocacy & lobbying; (3.) networking & meetings; (4.) communication & publications; (5.) executive education & employee training; and, (6.) management of state associations within the industry. The SSA conducts two national conferences & trade shows each year and many other educational programs, seminars, web casts, and workshops annually. It publishes the industry's largest circulation magazine, the monthly "SSA Globe."

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