

SSA Foundation Scholarship Provides a Boost to Jennifer Saba's Education

By John Dunlap – Editor, SSA Globe

Jennifer Saba is just like any other American teenager—she loves to hang out with her friends in downtown Santa Cruz, she watches TV shows like *Modern Family* and *Glee*, and she enjoys photography and creating videos. However, unlike most teenagers, she also has a keen appreciation of self storage.

That appreciation came from her father, TJ Saba, who has worked in self storage since 1986 and is currently at the All American Self Storage in San Mateo, California. It is one of the largest facilities in the San Francisco Bay area with nearly 1,600 units. It was through his work there that TJ found out about the Self Storage Association's Foundation scholarship program. The owner of All American Self Storage, Bill Kenney, saw an article about the program in *SSA Globe* and suggested to TJ that Jennifer might want to apply. She was selected as one of this year's seven scholarship winners.

When he found out Jennifer had been chosen as one of the Foundation scholarship winners, her dad was overjoyed. "I was extremely happy for her and her self esteem," says TJ. "The money was a great help to her and her studies in business and management."

Jennifer is attending the University of California at Santa Cruz. She started this past fall and is concentrating her efforts on a business management/economics major; but, she wants to continue to pursue her interest in photo/video work, as well.

"I like filming and taking pictures of random things that happen in my life," Jennifer says. "Nonetheless, when I get out of college I am hoping to land a job pertaining to some form of business or management of a company."

Perhaps some of that interest in business and management came from the time she spent around her father and his self storage work.

"I grew up around the self storage business and have visited my dad at work countless times," she says. "I love the environment he works in. I think it's great."

Indeed, dad TJ can remember renting his first self storage facility in the early 1970s as a student in college.

"I needed to go overseas and at that time self storage was a brand new thing," he says. "But that started a long involvement with the industry. Not only have I worked at All American since 1986, but I also own my own business,

One Stop Self Storage, which supplies self storage facilities with business needs like banners and equipment. So I've been involved in this business for a long time."

Certainly long enough for Jennifer to see and appreciate self storage.

"Well, she probably started coming to see me where I worked when she was three or four," TJ says. I think the real reason she came was that she loved to drive the golf carts. But it is very possible that she started picking up on how a business is run by being around me."

But it was the SSA Foundation scholarship that really added

to her appreciation of the self storage industry.

"My father told me about it and I signed up," says Jennifer. "The application process was fairly simple. I am grateful to have been granted this scholarship. With all the fee increases at the UC schools now, every little bit certainly helps."

Interestingly enough, Jennifer was already good at graphic design and doing website work, but once she began to attend college, she changed her mind.

"She surprised everybody by saying she wanted to get a degree in business," says her dad. "I think she feels it is a big realm and that she can do something positive in it. Jennifer is very clear about the things she wants in life and



how to get them. She's also very funny and lively and when she loves something, she loves it with a passion."

Nonetheless, TJ thinks that her self-esteem needed a boost because she had applied for so many scholarships and come up empty.

"She was still in high school when we found out about the award and I think it really helped boost her after the other scholarships had not come through," TJ adds. "The \$2,500 has been a big help—that is like two months of room and board. There are a lot of people out there who are not as fortunate as we were to have something like this happen. I'm really grateful to the SSA and to Bill Kenney. This is a great thing for my daughter."

"It was a very pleasant experience for all the family," adds TJ.

Speaking of family, Jennifer grew up in Burlingame, California, and her family was always a source of inspiration.

"The strongest influences in my life have definitely been my mother and father," she concludes. "I also look up to my older brother, Joe, and try to model myself after him to be a good influence on my younger sister, Lody."

So now, a determined young woman has been given a little extra opportunity to do well in the world, and she can thank her dad's involvement in self storage for helping to make that happen. ❖



2011
PhoneSmart
Un-Conference

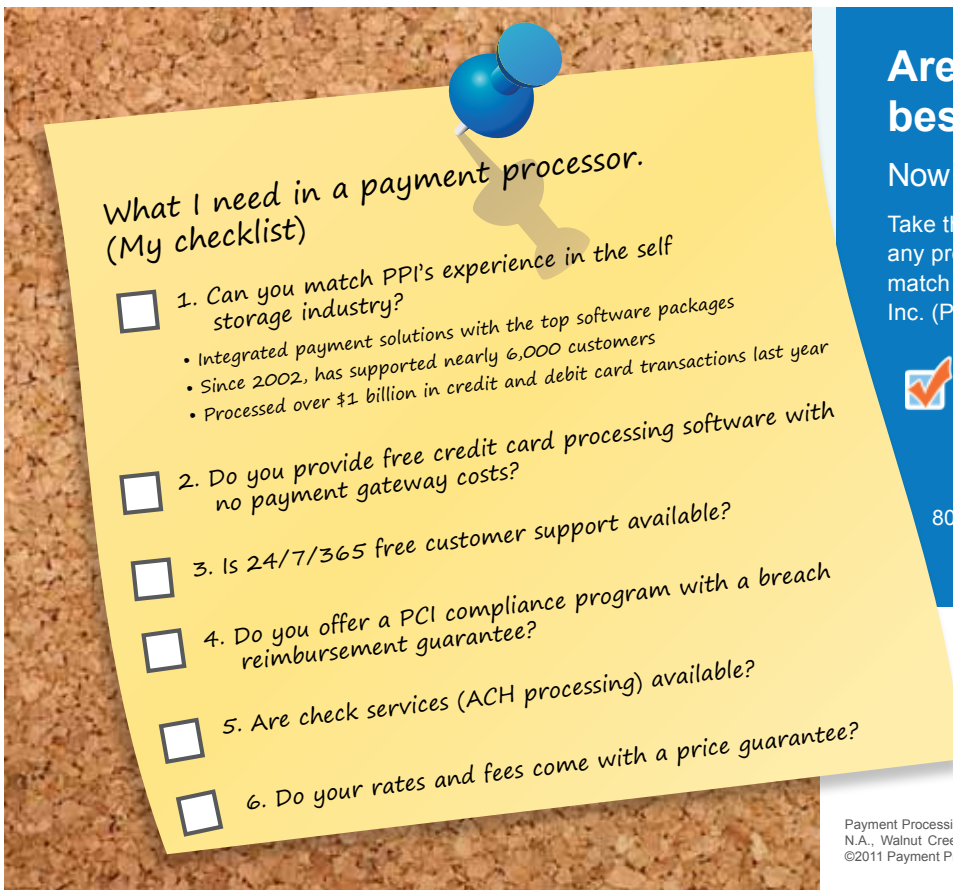


June 7-11, 2011
Mauna Lani Bay Hotel
and Bungalows,
Kohala Coast, Hawaii



Be a part of this exciting annual event on Hawaii's Big Island. **PhoneSmart's Un-Conference** will be a gathering of self-storage VIPs you don't want to miss!

Call for registration and sponsorship information.
866-682-8273
www.phonesmart-hawaii-unconference.com



*What I need in a payment processor.
(My checklist)*

- 1. Can you match PPI's experience in the self storage industry?
 - Integrated payment solutions with the top software packages
 - Since 2002, has supported nearly 6,000 customers
 - Processed over \$1 billion in credit and debit card transactions last year
- 2. Do you provide free credit card processing software with no payment gateway costs?
- 3. Is 24/7/365 free customer support available?
- 4. Do you offer a PCI compliance program with a breach reimbursement guarantee?
- 5. Are check services (ACH processing) available?
- 6. Do your rates and fees come with a price guarantee?

Are you using the best processor?

Now is the time to find out.

Take this handy shopping list to any processor and see if they can match what Payment Processing, Inc. (PPI) offers.



Get a free merchant account assessment - Find out what you are really paying to process credit cards. Call us!

800-513-2579 | www.paypros.com

SolutionPros@paypros.com



Payment Processing, Inc. is a registered ISO/MSP of Wells Fargo Bank, N.A., Walnut Creek, CA and National Bank of Canada, Montreal, PQ.
©2011 Payment Processing, Inc. All Rights Reserved.