

Around self storage

US Storage Centers Help Fire Victims

Four US Storage Centers facilities stepped up to help fire victims in the areas devastated by recent wildfires north of Los Angeles. The Irwindale, Mission Hills, La Crescenta and Montrose facilities were quick to act. Through the Red Cross and local fire and police departments in the fire damaged areas, US Storage Centers offered those with fire issues a place to store their possessions during this difficult time. Details: Mike Brady or Mike Mulvihill (949-428-7070; www.usstoragecenters.com).

Argus Brokers Sales in New Mexico and Missouri

Argus Self Storage Sales Network broker affiliate David Laney, of RealStar Commercial Real Estate, represented the seller in the sale of White Elephant Self Storage in Belen, New Mexico. This 21,678 sq. ft. property, located about 30 miles south of Albuquerque, was purchased in July 2009 by an all-cash buyer from France who assumed the existing loan and closed in 60 days. In addition, broker affiliate Larry Goldman, CCIM of RE/MAX Best Associates represented the seller of Budget Storage in St. Joseph, Missouri. The 35,420 sq. ft. property sold for \$1,250,000 at an 8.2 percent cap rate. The purchaser has plans to expand the facility on the 7.3 acre site. Details: 1-800-55-STORE; www.selfstorage.com.

Bancap Brokers Sale in California



Bancap Self Storage Group, Inc. recently announced it had successfully brokered the sale of the Elsinore Valley Self Storage property located in Lake Elsinore, California. The buyer was an affiliate of the Storage Solutions regional chain of storage facilities. The property sold for \$5,280,000,

which represented an attractive capitalization rate on the current net operating income. The buyer owns another property in the market area and expects to benefit from economies of scale operating the two properties together. Occupancy was approximately 75 percent, offering further upside potential to the buyer.

Located on nearly six acres of land, Elsinore Valley Self Storage contains about 60,500 net sq. ft. of self storage space demised into approximately 435 units. The property also offers 170 exterior RV and boat storage spaces, including 20+ covered boat storage spaces. Details: Bancap Self Storage Group (949-888-5355; www.bancapselfstorage.com).

Sentry Self Storage Adds Property

Florida-based Sentry Self Storage LLC, which provides management services to independent owners and investors, announced that it has been awarded the management contract for Broad and Wiscon Self Storage in Brooksville, Florida. This asset consists of 430 units and 54,515 sq. ft. Details: Rick Yonis (954-346-2330; www.sentry-selfstorage.com).

INSOMNIAC Live! Call Center Opens

OpenTech Alliance, Inc. recently announced that its new INSOMNIAC Live! Call Center in Phoenix, Arizona, started assisting self storage customers on August 1 and will be serving over 350 self storage facilities by the end of the year. The new business unit employs 12 people and expects to hire an additional 20 to 30 agents over the next 12 months. Nathan Fleischer will oversee agent recruiting, training and management of the call center staff.

OpenTech has also developed LiveAgent!, which will not only operate the INSOMNIAC Live! call center but soon will be available to self storage operators that want to run their own internal call center. Details: 602-749-9370; www.opentechalliance.com.

Storage Op Acquires Two Massachusetts Facilities

Storage Opportunity Partners LLC ("StorageOp") and Storage Pros Self Storage announced the acquisition of two self storage facilities in southeastern Massachusetts, one in the Cape Cod town of Falmouth and one in Fairhaven, across the Acushnet River from the City of New Bedford. The properties will be rebranded Storage Pros Self Storage, and will be operated by Storage Pros Management LLC, a wholly owned subsidiary of StorageOp that also offers third-party self storage property management services.

The Falmouth facility, located on State Route 28, has 79,495 rentable sq. ft. in five two-story buildings featuring

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more than 30,000 sq. ft. of climate-controlled space. The Fairhaven facility has frontage on State Route 240, and consists of 41,500 rentable sq. ft. in six single-story buildings. New ownership will update the Fairhaven facility, including the complete renovation of one of the six storage buildings to convert 6,100 rentable sq. ft. into climate-controlled space. Budget Truck Rental will also be added at Fairhaven. Details: David Levenfeld (617-658-1200; www.storageop.com; www.thestorageprosonline.com).

IREM Announces 2008 Manager of Year



Sean Barron

York, Pennsylvania-based Investment Real Estate Management named Sean Barron its 2008 manager of the year at a recent IREM annual sales rally. Barron manages Sadsbury Self Storage in Sadsburyville, Pennsylvania, a 60,450 sq. ft. facility with 441 units and Penske truck sales. He has been employed as a site manager for more than two years. Barron came

to IREM from the food services industry with an extensive business management background. In 2008, he grew revenue at the property by 69 percent and occupancy by 20 percent.

Other receiving awards were: Andy Bradford, Acorn Self Storage, Fishkill, New York – tenant insurance sales; Barbara Doty, CaGe Self Storage, Dillsburg, Pennsylvania – accounting excellence; Jill Tipton, Moove In Self Storage at 741, Lancaster, Pennsylvania – best lease up; Renae Shuey, Leesport Self Storage, Leesport, Pennsylvania – most improved property; Tim Garrett, Moove In Self Storage at Centerville, Lancaster, Pennsylvania – marketing award; Vic Smith, Sierra's Glen Self Storage, Harrisburg, Pennsylvania – accounting award.

In other IREM news, AR&C Self Storage, located in Hamilton, New Jersey, opened its state-of-the-art 67,808 sq. ft., three-story, climate-controlled facility. This facility has expansive windows from ceiling to floor to showcase the roll-up doors, and was opened with two of three floors built out. Upon completion AR&C will house 635 units. IREM is managing the operations and marketing of the store. Details: Julie Lane Purcell (717-779-0804; www.irellc.com).

Trachte Announces Seminar Locations

Trachte Building Systems announced additional dates and locations for its informational seminar, "The Building Blocks of Self Storage Development," hosted by Jamie Lindau. This free one-day seminar covers a spectrum of self storage topics ranging from site selection and financing to operations. Seminar hours are 9:00 a.m. to 3:30 p.m., with

a complimentary lunch provided. To register, call 800-356-5824 or visit www.trachte.com/seminars.

The seminar dates and locations are: Washington, DC, October 6, 2009, Embassy Suites, Old Town Alexandria, 703-684-5900; Detroit, Michigan, January 12, 2010, Holiday Inn Express Airport, 734-857-6200; Houston, Texas, January 19, 2010, Hilton Garden Inn Pearland, 713-340-0110; Huntsville, Alabama, February 2, 2010, Radisson Hotel (Madison); Las Cruces, New Mexico, February 9, 2010, details coming soon; Springfield, Massachusetts, February 16, 2010, Hilton Garden Inn, 413-886-8000; Omaha, Nebraska, March 16, 2010, Hilton Garden Inn, 402-289-9696; Minneapolis, Minnesota, March 23, 2010, Hampton Inn Airport (Bloomington), 952-854-7600; Coeur d'Alene, Idaho, March 25, 2010, Best Western, 800-251-7829; Lancaster, Pennsylvania, April 13, 2010, Lancaster Host Resort, 800-233-0121; Toronto, Ontario, April 20, 2010, details coming soon; Winnipeg, Manitoba, April 22, 2010, details coming soon; Sun Prairie, Wisconsin, April 29, 2010, Trachte Enterprise Center, 800-356-5824.

Pogoda Brokers Sale of Michigan Property



Michigan-based Pogoda Companies recently brokered the sale of the 33,550 sq. ft. Bristol Self Storage in Burton, Michigan. The seller was Bristol Storage of Michigan, LLC and the buyer was SJ Storage Properties, LLC a private southeast Michigan investment group. Morry Greener, a Pogoda Companies sales associate, represented both the buyer and the seller in the transaction, which closed in July.

Constructed in 1987 and expanded in 2004, Bristol Self Storage includes seven buildings with 234 units. The asking price for the property, located on 2.56 acres in Burton, was \$1,300,000. The new owner intends to continue to operate the facility under its present name. Details: www.pogodaco.com.

SSTI Launches New Website

Strategic Storage Trust, Inc. (SSTI) recently launched a website enabling users to reserve and rent individual storage units from among its entire nationwide portfolio. Strategic Capital Holdings LLC manages 42 self storage

facilities stretching across 13 states, including those owned by SSTI. The new website (www.strategicself-storage.com) allows consumers to shop through a directory of those storage centers to find and reserve space. Besides promoting and renting the units, the website helps consumers calculate their exact storage space needs, provides a moving checklist and planning timetable, and offers packing and storage tips and lists of supplies.

Yakima Riverside Storage Adds U-Haul

Dan Bruner, owner of Yakima Riverside Storage, located at 1303 University Pkwy in Yakima, Washington, recently added U-Haul truck and trailer rentals to his storage facility, which enables him to provide better products and services to the community. Yakima Riverside Storage can now offer its customers a variety of moving equipment and supplies designed specifically for moving household furnishings, including moving vans, open trailers, closed trailers, furniture pads, appliance dollies, furniture dollies, tow dollies and auto transports.

“U-Haul is proud to be partnering with a quality independent business such as Yakima Riverside Storage,” stated John Eide, president, U-Haul Company of Inland Northwest. “Dan is a great example of the type of successful business relationship U-Haul has established in order to build and maintain a strong network of more than 14,000 independent dealers across North America.” ❖



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