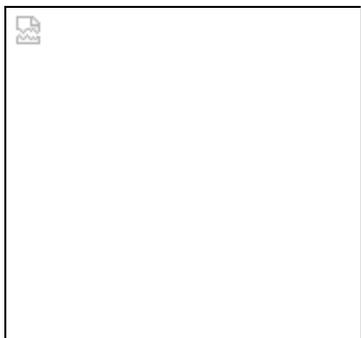


Subject: March Newsletter & Mobile in May - Meeting notice
From: "M.D. Smith" <mdsmith@hiwaay.net>
Date: 3/1/2006 12:29 PM
To: "M.D. Smith-Hiwaay" <mdsmith@hiwaay.net>



Alabama Self Storage Association

Mobile Meeting May 18, 2006 - Newsletter

for March '06

from M.D. Smith

The EXPO was a huge success in Birmingham. For a report and over 55 photos, go to our web site at <http://www.alabamassa.org/expo-06-after.htm> to read all about it and see the photos. On the members section of the web site, two sections have been added on presentations that were given at the EXPO and you are invited to check them out, also.

Back in the fall, your board of directors voted to have at least two other meetings in other parts of the state, and it was decided to have a May meeting in Mobile and an October meeting in Huntsville as well as continue the EXPO in Birmingham, with perhaps another meeting there that may or may not be the same time as the EXPO. It makes sense to have both at the same time, perhaps over two days for next year.

The meeting in Mobile is going to be Thursday, May 18. The location, maps and more will be decided soon and the web site will have the meeting notice, times, maps, etc. posted as soon as it's settled. We picked this date on a Thursday, because it is one day before the Mississippi Self Storage Association's convention and EXPO on Friday the 19th. It will be in Canton, MS which is just about 10 miles North of Jackson. This way, our members living in or traveling to Mobile, can do both meetings in one trip. This will be a similar meeting lasting about 3 hours spanning lunchtime and a lunch included. Depending on our speakers, it might run from 11 am to 2:30 p.m. and we do want to have a discussion period for all of you to ask questions and tell us how the association can be better.

Our treasurer, Stuart LaGroue will be attending the Chicago SSA (March 29-April 1) meeting on behalf of our association going up a day early to meet with other representatives of state associations and the SSA and he should bring back some interesting information that we will pass along to members. It's not too late to sign up to attend if you are interested. The SSA home page with info about the meeting is <http://www.selfstorage.org/> .

We signed up a number of new members both before our EXPO as well as at the door during the event. We should have the membership roster updated in a few weeks. Thanks to all of you who attended our EXPO and I'd appreciate feedback from you (good or bad). Any suggestions on how to improve our EXPO next year is certainly welcomed.

I will keep this newsletter shorter this month. If you would like some capsules of info included in the monthly newsletter, just let me know. There was a recent article in an ISS publication <http://www.insideselfstorage.com/articles/621feat3.html> that was very good called: **How Much Is a Facility Worth? *"Every owner needs an idea of his facility's value for planning purposes. A few methods will help you arrive at a number."* By Stephen Grossman. A paragraph near the end said, **"Bottom Line: What's It Worth? The most convincing argument for value will always be cash flow. In today's market, every \$1,000 of net operating income equates to about \$13,000 in facility worth. Therefore, running and operating an efficient cash-flow machine is the best formula for achieving greater market value."****

If little capsules like the one above are of interest to you and you'd like to see them in future on-line as well as the occasional mailed newsletters, please tell me.

Best regards,

**M.D. Smith
ALSSA President**