



OUT GOING PRESIDENT'S Perspective

As I write my last perspective on self storage as President of the Florida Self Storage Association I can't help but to think of the word progress; specifically, the progress made by the FSSA over the last two years. What was once a small group of South Florida self storage operators, is now the organization at the center of the Florida self storage industry nationally known and emulated.

The FSSA would not have experienced such growth without its members; for they are the backbone to this organization. An ever-growing membership base is a key for forward progress for the FSSA. As President, I am proud to share that the membership has increased over 300%, now over 700 members, within the last two years. Interest in the organization has never been stronger. This past year we had the highest number of those wishing to run for office, highest voter turn out, and the closest election in FSSA history.

Not only has the FSSA increased membership, but it has also made huge financial progress. The net income for the 2006-2007 year is up by almost \$30,000. This rise in revenue will allow for further expansion of the FSSA and more opportunities for its members.

This past year we added some new events to the FSSA calendar to encourage excitement and visibility throughout the year. This year we held our first Financial and Real Estate symposium at the Doral Golf Resort and Spa. Also we hosted numerous educational forums and added a legal issues seminar to our always successful Fall Educational Forum & Expo. Additionally, we held our first Board Member Retreat which provided specific time for the board to tackle our most pressing issues. We have also become much more active with our charity work.

As a member-centric organization the FSSA has worked to increase the advantages of joining the organization by increasing the self storage publications available to members, expanding the FSSA newsletter to a full fledged magazine, enhancing the FSSA website, and forming political action, insurance and development committees. Furthermore, the updated FSSA bylaws now better reflect

the current needs of the association. These improvements and additions allow for a stronger pipeline of information from the FSSA to its members.

The FSSA would not have flourished in such a manner without the hard work and determination of all the Board Members and especially Linnea Appleby & Jill Robert, our Managing Directors. I thank them for their enthusiasm towards the self storage industry and their dedication to this organization.

The FSSA has experienced much growth and found great success in the past few years and the idea of progress is the forward thinking that will continue to strengthen the FSSA. I am looking forward to remaining an active part of the FSSA Board of Trustees.

I am very happy to turn the reigns over to our new President, Tommy Richerson. I don't think I could have asked for a better successor. I know he will take us to even greater heights. I wish him the best of luck in continuing the progress of the FSSA.

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