

**MSSSOA MINUTES**  
**February 13, 2007**  
**Steam Room Grille**  
**Jackson, MS**

Board Attendees:

David McNair, Jack Cavanaugh, Vicki Boutwell, Kevin Wells  
Trey Bobinger (lobbyist)  
Tina deLeon, Executive Director

Not in attendance:

Charles Johnson, Jody Compretta, Richard Newman, Paul Hopping (Judy DeShong and Bryan Oakes both submitted resignations as they have sold their facilities)

David McNair opened meeting and Jack Cavanaugh said the invocation.

The board reviewed the minutes of the November 2006 meeting. There were no comments concerning the minutes. Vicki made the motion to accept the minutes; David seconded; no opposition.

Tina provided the Board with the current financial statement. We started the year with \$29,462.18 and the bank balance today is \$34,015.74. The income comprises mainly of conference income including 8 vendors and members. No major differences in current financials with same time last year. David asked Trey if he knew what the dollar limit is for non-profit checking accounts. David thought the limit is \$25,000. Since he didn't know, Tina would find this out. Kevin made the motion to accept the financials; Jack seconded; no opposition.

Our membership is now at 136; down from 141 in 2006. David asked what are the target areas of the state. DeSoto and Forrest Counties are booming. Vicki Boutwell is taking the realignment project back since we added more facilities. She will redo the project and get it back to us before August (since she will not be at the next board meeting). Kevin asked how we solicit new members. We send a letter once a year to those facilities we have in our database who are not members (around 500 facilities). Tina asked the board members to let her know when they see new facilities pop up so she can contact them. Tina will ask the SSA to send us a listing of the facilities they know about.

The conference is next on the agenda. The current conference proposed budget was handed out. Hollywood Casino has not changed their rates one cent since the storm. Eight vendors have already paid \$5,800. Five others have said they will participate. Assuming those five additional vendors register at the lowest level of \$500, that would be \$8,300 in income from vendors alone. Rib Roof also sponsored the Thursday morning break. Two attendees have signed up as of this date.

The proposed listing of conference speakers is next. There are four proposed speakers: Brad North (spoke last year); Scott Zucker (facilitating the MCC the day before the conference); Tim Dietz, VP of Communications, from the SSA; and, Ray Wilson (national recognized appraiser of self-storage facilities; will do a local market

study). Since Trey is currently lobbying for the Gulf Coast Business Council, he will speak about the wind pool issue in addition to his legislative update. David made the motion to approve all suggested speakers, proposed budget, and agenda; Vicki seconded; no opposition.

Tina reminded the board that we are hosting another Managers Certification Course (“Legal issues”) on Wednesday, May 9.

We had two board members resign over the last couple of months: Bryan Oakes (Region II) and Judy DeShong (Region I). Both sold their facilities. Jack Cavanaugh is also selling his facility in about 18 months. Tina copied and handed each board member the page of the bylaws talking about board vacancies. Tina received the resignation letter from Bryan, but hasn’t received anything from Judy. David indicated that Paul Hopping received the letter from Judy. We need to solicit nominations and hold a special election.

Tina explained to the Board that First Data Merchant Services approached her asking if the Association would consider participating in their newly created referral partner program. All we would have to do is suggest to all new members to sign up with First Data for their merchant services. If they do, we would get a percentage of their income. There is a lengthy agreement to sign. Tina will email the agreement to the board members for their review. The board decided to table the issue until the next meeting.

Tina mentioned that she attended the SSA State Affiliation meeting in January. One of the topics of that meeting was lien laws and late fee bills. There is a model late fee bill in her booklet. Trey suggested that we consider a “self-storage” late fee bill since the current late fee law is not specific to self-storage facilities and it specifies “reasonable” late fees. The board also agreed to revisit our lien laws to decide if they need to be updated. She will email the model late fee bill and our current lien laws to Trey and the Board for future discussion.

Next board meeting is Wednesday, May 9, at 6:00 pm at the Hollywood Casino, with a dinner following the meeting at the Tuscany Restaurant.

With no further items on the agenda, the meeting was adjourned.