

search rankings as many technology analysts project smartphone annual sales to surpass simple mobile phones by the end of 2011."

"Mini-Storage Messenger" Web Site Has New Look

MiniCo has unveiled a redesigned version of its flagship publication's, *Mini-Storage Messenger*, Web site. The newly redesigned www.ministoragemessenger.com site offers a streamlined look, plus simplified navigation to help customers find what they are seeking in just a few clicks.

Customers and advertisers alike will benefit from the redesign. "The streamlined design allows each advertisement and product a more exclusive showcase with less competition for the viewers' attention," says Publisher Poppy Behrens. "Plus, customers will now be able to more easily navigate to the elements that interest them."

GLOBAL NEWS

Strategic Storage Holdings Enters Canadian Market

Strategic Storage Holdings, LLC (SSH), an affiliate of Strategic Storage Trust, Inc. (SSTI) expanded into the Canadian market by entering into a term sheet for a joint venture with Toronto-based Budget Development Partners, a developer and manager of self-storage properties that has been active in the Canadian self-storage market for more than a decade. The venture will involve acquiring operational self-storage properties, as well as building new facilities or redeveloping existing industrial buildings throughout Canada. The sites will be rebranded under of the SmartStopSM Self Storage trade name. ■■

Associations

CoSSA Aims To Update State Lien-Law Statute

With financial support from the national Self Storage Association, the Colorado Self Storage Association (CoSSA) aims to update the Colorado lien-law statute during the 2011 legislative session. The association has hired lobbyist

firm Colorado Communiqué Inc. to shepherd the bill through the legislature. The current law, Section 38-21.5, was enacted in the 1980s. CoSSA believes the proposed changes to the law will create a more efficient and less expensive lien-sale process for the states facility operators.

LASSA Announces Changes

The Latin America Self Storage Association (LASSA) recently announced a new focus, a new board of directors and a newly launched Web site. In order to support Latin American self-storage operators, developers, and vendors, LASSA will provide information, education, and a platform to share ideas and concerns. LASSA will strive to promote better practices within the industry and the many benefits of self-storage. An inaugural expo is slated for November 2011 in Panama. ■■

Finance

Fantini & Gorga Arranges \$8.08 Million For Burlington Self Storage

Fantini & Gorga has announced that it recently arranged \$8.08 million in permanent financing for Burlington Self Storage, located at 35 Ray Avenue in Burlington, Mass., on behalf of its client, BSS Properties, Inc.

Constructed by the borrower in 1991, the property has five buildings, more than 88,000 rentable square feet, and 816 units of varying sizes.

The BSC Group And Quadrant Financial Announce Alliance

The BSC Group, LLC and Quadrant Financial, Inc. (Quadrant), have formed an alliance to deliver SBA, USDA, and B&I loans to the self-storage industry. This alliance has resulted in the creation of a specialized platform designed to provide borrowers with access to the combined expertise of two premier industry professionals in a one-stop shop. The BSC Group is a national financial and loan advisory firm with extensive experience with self-storage. Quadrant Financial is an active, nationwide SBA Preferred Lender with specialization in the superior delivery of real estate financing through government sponsored loan pro-

grams. The BSC/Quadrant collaboration offers borrowers immediate access to both self-storage and SBA expert ■■

Legal

SSA Slams Idaho For Storage Facility Purchase

The national Self Storage Association's lobbying group says that Idaho is engaging in unfair competition with the private sector and undermining tax revenue that would otherwise go to local governments by buying a self-storage facility to benefit the state's public schools.

The state paid \$2.7 million for Affordable Self-Storage, which is southwest of Boise's downtown area, in August to augment its public school endowment investment returns.

In a Nov. 5 letter to the state of Idaho, Michael Scanlon, President of the Self Storage Association, wrote that he is "very concerned" that this puts the government in direct competition with private businesses. In addition, Scanlon wants to know how Idaho will set rental rates, given that the facility won't be paying property taxes.

Scanlon has urged Idaho to sell the facility, then redirect its investments to publicly traded Real Estate Investment Trusts that focus on self-storage businesses, if it wants to benefit from the sector's performance. ■■

Acquisitions

A Moove In Self Storage in Warrior's Mark, Pa., was sold to a private self-storage investor in central Pennsylvania. John H. Gilliland of **Investment Real Estate** represented both the buyer and the seller in the transaction.

Storage Pros Management LLC has acquired a Class-A self-storage facility located in Waterford, Mich. The property was purchased for just under \$28 per rentable square foot; debt financing for the transaction was provided by First Michigan Bank of Troy, Mich. The property will be rebranded Storage Pros Self Storage and will be operated by Storage Pros Management LLC.