
THE FOLLOWING IS THE AZSA BOARD OF DIRECTORS ELECTION BALLOT, WHICH WILL BE USED TO FILL 5 SEATS OPEN FOR REELECTION.

1. You may vote for up to 5 people from the nominees submitted and accepted by the Board of Directors appearing on the back of this form.
2. Cumulative voting (e.g., casting all 5 votes for one person) is NOT permitted. In such cases, only one vote will be credited towards that nominee and the remaining votes will be forfeited.
3. Only one vote per designated member (not per facility) is allowed.
4. Member's name, address and signature must be completed for ballot to be counted and it must be received no later than May 14, 2018. Ballots received thereafter will not be counted.
5. Please join us for the AZSA Annual Meeting, at which election results will be announced, on May 17, 8-10 a.m., at Vincent's Restaurant, 3990 E Camelback Rd in Phoenix. Please RSVP to AZSA@AZSelfStorage.org.

By May 14, 2018, please send completed ballots to:

AZSA
PO Box 44031
Phoenix, AZ 85064

Email: AZSA@AZSelfStorage.org

Fax: 602-441-4706

PLEASE COMPLETE THE FOLLOWING:

Company Name: _____

Representative's Name: _____

Address: _____

Representative's Signature: _____

BALLOT APPEARS ON REVERSE SIDE

□ **James Appleton** is Director of Sales, Special Risk, for MiniCo Insurance Agency, overseeing customer storage insurance and collectibles programs. Since 2007, he has also been active in his family's self-storage business, The Rudel Company, Inc., in commercial real estate sales & leasing and self-storage property management. He worked for storEDGE in both web development and facility management software sales, and in publishing advertising sales with the *Mini-Storage Messenger*. He has played an active role in AZSA's technology related decisions for over a decade and he currently serves as Chair of AZSA's Technology Committee and as a Director on AZSA's Board. James also has a successful web design firm, Barking Tuna Web Design, that provides web design, graphic design, social marketing, and search engine optimization for small to medium businesses.

□ **Poppy Behrens** is the Publisher of MiniCo, Inc., publishers of *Mini-Storage Messenger*, *Self-Storage Now*, the *Self-Storage Almanac* and *Development Handbook*, *RV & Boat Storage Today*, and *Self-Storage Canada*. Since joining MiniCo in 2000, Poppy has been actively involved in the self-storage community through serving. Among other appointments, she is the Chair of AZSA's Conference and Trade Show Committee, and she is on AZSA's Executive Committee. Prior to joining MiniCo, she was the Associate Editor of Newport Beach magazine and worked as a freelance writer since 1990. Poppy is also a member of the American Society of Business Publication Editors.

□ **Andy Kelly** began his storage career at National Self Storage in 1992. His positions over 12 years ranged from Area Manager, Head of Consulting, Commercial Property Management of Office Warehouse, and he finished his career at National as Chief Operating Officer. He managed daily operations of the company's 90 storage facilities, commercial properties and personnel. Andy ventured out on his own in 2004 and started A. B. Kelly Realty, providing self-storage and commercial property management; and Sierra Self Storage Consulting, a full service national and international company specializing in operations training and market/feasibility studies. Andy served as Southern Arizona membership liaison for AZSA for many years and currently serves as a Director on the AZSA Board.

□ **Carol Mixon Krendl** is a well-known self-storage industry expert and owner of SkilCheck Services, which provides education for owner/operators and managers on the importance of good customer service. Carol has been in the industry since 1984, working as a corporate trainer for a large self-storage developer with sixty-nine properties, training over 200 managers. Carol has written many articles on a variety of industry topics, and she has extensive experience as an educator at industry events. On the national level, Carol has been active in the Self Storage Association for many years, serving on the Education and Membership Committees. Carol has also been President of the SSA's Western Region, Director on the SSA Board for over 10 years, and member of its Executive Committee for 3 years. For the California Self Storage Association, Carol served on the Board of Directors. Carol is now on the AZSA Board of Directors and Chairs AZSA's Education Committee.

□ **Richard Marmor** has been in the storage industry in the Phoenix area for over 30 years. He was the founding president of AZSA, and is its lobbyist at the Arizona Legislature, where he authored many of the self-storage industry's state laws. An attorney, Richard is also the creator of most of AZSA's forms. He is a regular speaker at AZSA educational workshops around the state, and his articles appear regularly in AZSA's newsletter, *Behind Closed Doors*. Richard currently serves on AZSA's Board of Directors and its Executive Committee, and he is the Chair of the Legal & Legislative Committee.