

A Track Record of Success: Arizona Self-Storage Association's Legislative Presence

SINCE 1999, AZSA has been the most legislatively active of all state associations. We were the 1st to achieve comprehensive modernization of state lien laws, providing the blue print for a wave of reform around the country. Through legislative campaigns, defensive legislative interventions, and departmental intercessions detailed below, AZSA proactively changes laws, defensively intervenes to prevent or amend bad law, and correctly interprets law for state government agencies –resulting in a favorable regulatory environment for self-storage in Arizona. As a leader in state associations, we provide a model to achieve similar success elsewhere with limited outside funds. AZSA's track record of success includes:

- 1. AUCTIONS:** Successful legislative campaign to modernize 30-year-old lien laws:
 - Ended certified mail & newspaper ads
 - Broadened mailing options & introduced "verified mail"
 - Permitted multi-unit leases
- 2. AUCTIONS:** Another successful bill authorizing:
 - Disposition of "protected property" (financial records, etc.) which by law may not be sold
 - Auction of property subject to court-imposed restitution liens
 - Pre-sale notices via email
- 3. LATE FEES:** Obtained law protecting right to late fees & insulating against class-action suits
- 4. LIEN SALE RIGHTS:** Got bill withdrawn aimed at severely limiting self-storage lien sales
- 5. DRUG LABS:** Defeated bill to impose sweeping, costly clean-up measures that would have put any self-storage out of business if a drug lab was found in a unit
- 6. VEHICLE SALES:** Got new law to permit vehicle sales, ending state's refusal to recognize transfers of title originating from storage auctions
- 7. VEHICLE SALES:** Smoothed implementation of this new law by writing internal policy memos for MVD to eliminate bureaucratic confusion
- 8. AUCTIONS:** Exempted self-storage from proposed legislation requiring detailed itemization & police pre-clearance of all auction items
- 9. AUCTIONS:** Exempted self-storage from a reincarnation of this legislation, which failed at the state level, only to be introduced at the municipal level in Phoenix
- 10. AUCTIONS:** Exempted self-storage from similar attempt in Tucson
- 11. VEHICLE AUCTIONS:** Exempted self-storage from legislation to control where, how many & who can auction vehicles which would have eliminated self-storage auctions
- 12. VEHICLE AUCTIONS:** Exempted self-storage from a bill tightening state privacy laws, preserving access to title information necessary to self-storage vehicle auctions
- 13. VEHICLE AUCTIONS:** Obtained legislation to amend the law, thus eliminating burdensome inspection requirements of vehicles in self-storage auctions
- 14. PROPERTY TAXES:** Joined the commercial real estate community to obtain incremental, annual reductions in commercial real property tax assessment ratios
- 15. UNREASONABLE POLICE SEARCHES:** Worked with State Attorney General and police academy to instruct law enforcement on limits of searches following a wave of confrontations with police over searches demanded without warrants at self-storage facilities
- 16. UNIT SIZES:** Intervened when Department of Weights & Measures targeted self-storage for unit size inconsistencies
- 17. TENANT INSURANCE:** Obtained legislation to enable pay-with-rent insurance sales at self-storage facilities by through creation of limited insurance license

ON-GOING BATTLE: Plus, AZSA spends \$18,000 yearly monitoring legislative activity for threatening bills and to maintain a presence at the legislature with key lawmakers, committees and staff

The Cost: Over \$263,000 in AZSA funds, including \$28,000 in contributions from the SSA and \$30,000 from others

IN SELF-STORAGE LAW – AS GOES ARIZONA, SO GOES THE NATION