



February 24, 2021

by Nick Malagisi, SIOR & Program Chair for NYSSA

NYSSA Investment Forum

The New York Self Storage Association, in partnership with the National Self Storage Association, held its 12th annual “Investment Forum” on Wednesday, January 6th via a virtual zoom conference. This was a national self-storage conference intended for the Real Estate and Capital Markets professionals in our industry who represent companies from across the nation.

Our keynote address was given to a virtual audience by Calvin Schnure, Sr. VP of Research at NAREIT from his Washington, DC headquarters speaking on the current state of the economy. Next, the Talonvest Capital principals in a three-person panel updated attendees in both the debt and equity markets before, during, and post-Covid lock-down.

The Real Estate Acquisitions panel is always the highlight session of the conference, and this year’s panel was moderated by Program Chair, Nick Malagisi, and included the Sr. VP’s of real estate from three of the five public REITS in our industry as well as the VP of real estate of WP Carey, a NYC-based REIT that owns 200+ self-storage facilities in the US and Canada.

A presentation was also made by James Coakley of Treasure Island Self Storage, and Chairman of the NYSSA, on the state of self-storage in the metro New York area, the effect of the Covid pandemic on business, and the many other challenges facing our industry. James also made a presentation to Jon Dario, outgoing chairman of NYSSA, for his years of service to the organization.

This 3+ hour presentation is available on the nyselfstorage.org website for the next 90 days for those who have paid to register.

We all miss the in-person event and the amazing networking and sponsorship opportunities that a live event provides attendees and vendors at the classic Union League Club venue in New York City, but the content of these presentations will present good “take away” information for our virtual attendees.

Keep an eye out for upcoming NYSSA webinars. See you all next January in person and a Happy, Healthy, Prosperous New Year!

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