

**Official Ballot**

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**Board of Directors**

**2021-2022 election**

**The following is the AZSA Board of Directors election ballot, which will be used to fill seats that will be vacated.**

1. You may vote for up to 6 candidates.
2. Cumulative voting is not permitted. Only one vote can be credited towards any candidate.
3. Only one ballot per designated member (not per facility) is allowed.
4. Member must add name, address and signature on the third page of the ballot to be to be counted, and it must be received no later than May 8, 2021. Ballots received thereafter will not be counted.
5. Election results will be announced at the AZSA Annual Meeting on May 20, 8-10 a.m., virtually via Zoom. Please join us (RSVP to AZSA@AZSelfStorage.org).

**Return completed ballots to AZSA:**

***Mail:* AZSA, PO Box 44031, Phoenix, AZ 85064 *Fax:* 602-441-4706 *Email:* AZSA@AZSelfStorage.org**

**James Appleton**: James 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. 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. James is a current member of the AZSA board of directors.

**Poppy Behrens:** Poppy 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. A long-time member of the AZSA board of directors, among other appointments, she is the Chair of AZSA's Conference and Trade Show Committee, and she serves on the 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.

**David Grapsas:** David is a Principal of the structural engineering consulting firm, United Structural Design, LLC. United Structural Design is a leading structural engineering firm for self-storage across the United States with over 140 storage facilities designed. David is a Master’s-level licensed structural engineer with 9+ years of professional experience in the building construction industry and is licensed in 19 states within the US. David is Chair of the Structural Engineers Association of Arizona (SEAoA) Central Chapter. He is an Adjunct Professor at Arizona State University, teaching the Master’s Structural Engineering course within the Architectural Design School. Outside of the professional world, David is a husband to Jodi and they have two kids Penelope (3 years old) and Theodore (21 months old). David enjoys working on cars including a 1992 Ford Mustang and 1965 Dodge D100 truck.

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**2020-2021 election**

**Tad Jewell:** Tad is an insurance advisor for insurance, bonds and benefits for the Mahoney Group based in Tucson, Arizona. In Tad’s 30 years in the insurance industry, protecting what’s most important to the owners and their households has been his primary goal. He is a graduate of University of Arizona and enjoys outdoor activities, coaching baseball and softball. Community involvement is key to Tad. He has been a past board member of Frontier little league as well a coach. Tad is a Southern Arizona ABA member and co-Chair of TMC Plan Giving council. His free time is spent with his wife, 3 kids and 2 hound dogs.

**Richard Marmor:**  Richard 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. Richard serves on AZSA’s Executive Committee, chairs its Legal and Legislative Committee and is the author of many of the self-storage industry's laws. An attorney, Richard is also the creator of most of AZSA’s forms, the author of the AZSA book, *Arizona Self-Storage Statues Commentated* as well as the *AZSA Sale and Foreclosure Manual*. Richard is a regular speaker at AZSA educational workshops around the state, and his articles appear regularly in AZSA’s newsletter, Behind Closed Doors. Among his other interests, Richard has played guitar for over 60 years, sculpts and spends each autumn rebuilding used bikes to give to kids in foster care.

**Carol Mixon:** Carol Mixon, a well-known self-storage industry expert and owner of SkilCheck Services, has been involved in the industry since 1984. Carol worked as a corporate trainer for a large self-storage developer with sixty-nine properties and trained over 200 managers. An expert in the self-storage field, she has written many articles on a variety of industry topics, including a quarterly newsletter on sales and customer service. Carol has years of experience as an educator at industry events.

On the national level, Carol has been active in the Self Storage Association since the mid 2000s. A member of AZSA’s board since 2015, she has uses her degree in secondary education by being active on AZSA’s Education and Membership Committees. Carol also served as President of the SSA's Western Region, Director on the SSA Board for over 10 years, and on its Executive Committee from 1998-2001. Carol was also on the Board of Directors for the California Self Storage Association.

SkilCheck Services came about to help Carol educate owner/operators on the importance of good customer services skills in the self-storage industry. Carol is always ready to help out with expert self-storage advice for everyone.

**Lee Starrett:** With a Business Management Degree, Lee has close to 20 years of working experience as a trusted advisor team manager and accounts representative in the steel manufacturing and construction supply industry. Lee joined the Kiwi II Construction team in November of 2019, so that he may contribute to the continued growth of the company and its national footprint in the self-storage industry. On a personal note, Lee was raised in North Phoenix, and has lived in the Valley for over 30 years. He is an avid outdoorsman, and enjoys family camping trips, hiking, and fishing. Lee also  
enjoys playing basketball and coaching his daughter’s youth volleyball league.

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**Jim Wilkerson:** Jim is the Director of Business Development with Digital Commercial Systems.  Jim is responsible for reaching out to current and prospective commercial building projects in the Phoenix market developing relationships and providing solutions for their building technology applications.

Previously Jim was on the team with Habitat for Humanity Central Arizona on their executive team working as their planned giving and major gifts officer.  Jim’s job was to reach out and develop relationships with donors who have provided support both monetarily and through volunteering.

He was also a vice president of the board for the Bridge to Hope, a non-profit organization that provided a myriad of services to single moms with children helping to lift up their skills and give them and their families a better life.

Jim has also worked as a volunteer workshop provider and speaker with SCORE the Society of Retired Executives assisting small business startups with planning, forecasting, finances and their business plans and a member of the Arizona Small business Association business mentoring team.

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Company Name: Representative’s Name:

Address:

Representative’s Signature: