

Candidate's Name: **Joe Linsalata**

Company Name: Linsalata Realty Services

Current Position Title: Broker/Owner

City of Residence: Austin

Self Storage Experience/Background: I've specialized in the brokerage of self-storage facilities since 1997. In the majority of these transactions my company represented the seller of the property. We provided in-depth full services including detailed property analysis, an overview of planned developments in the immediate area and comprehensive information on competing facilities. I'm currently a limited partner owner of a storage property located in Georgetown, Texas.

How many self-storage facilities do you own or co-own? 1

List the facility names and cities for each self-storage facility for which you are an investor: A-A-A Storage Shell Road, Georgetown

Self-Storage Industry Involvement : Facilitating the Austin area luncheons December 2010 to present

Membership committee-2010, 2012 and 2013  
Fundraising committee-2010

Volunteer Activity: Meals on Wheels volunteer-two routes-2005 to present

Professional Designations: Texas Real Estate Broker

Goal One: Being very involved with the Austin area luncheons for the past seven years and attending just about every San Antonio area luncheon, I've had an opportunity to see firsthand how beneficial quality networking can be. Well-run luncheons with innovative and interesting topics encourage participation in TSSA.

Goal Two:	Expand membership-there are still self-storage owners and managers who are not TSSA members. I think it helps the organization to have an influx of new members who often bring new ideas and a fresh prospective. I would recommend bringing back the membership committee.
Changes needed in the Texas self-storage industry and/or TSSA:	I'd like to see TSSA offer more networking opportunities such as socials, a boat cruise on Lady Bird Lake, a top golf outing, a golf tournament and a Christmas party. I would also like to see TSSA be able to offer its members more statistics and information to help with development choices and operations.
Comments:	<p>Thank you for reviewing my qualifications for the Vendor Position on the TSSA board.</p> <p>As you can see from my activities below I put a lot of time and effort in anything I undertake for an organization. I hope you'll allow me the opportunity to serve as a member of your board.</p> <p>Accomplishments and activities with TSSA</p> <ul style="list-style-type: none"> <li>• Facilitated the Austin area luncheons - December 2010 to present</li> <li>• Membership committee-2010, 2012 and 2013</li> <li>• Fundraising committee-2010</li> </ul> <p>Accomplishments for the Central Texas Association of Realtors</p> <ul style="list-style-type: none"> <li>• Co-founded the organization in 2001</li> <li>• 2001- increased membership from 2 to 125 in the span of one year</li> <li>• 2005 -as chairman of the Property Information Exchange (a networking meeting where brokers and principals exchange have and wants) committee increased attendance from an average of 20 to an average of 75</li> <li>• 2006 -while chairman of both the Property Information Exchange and the Program committee, membership in the organization approximately doubled</li> <li>• 2007 -as chairman of the Programs committee,</li> </ul>

increased attendance at luncheons from an average of 75 to over an average of 200

- 2008- as chairman of the new commercial multiple listings service organized workshops attended by over 100 people and populated the site with over 1000 listings
- 2009- as president presided over the following:
  - CTCAR for the first time participated in the Texas congressional visits organized by the Texas Association of Realtors
  - CTCAR for the first time had a consistent publication of a newsletter
  - The organization made \$14,000 in profit despite a very weak economy and an increase in expenses of almost \$30,000 over the previous year
  - 20% membership increase over 2008
  - Offered more education classes than any time in its history
  - Offered marketing and educational events in cities outside of Austin other than Marble Falls for the first time
- 2010 -as chairman of CTCAR Partners committee recruited 15 sponsors to donate \$1,500 each
- 2013-2015-board member and chairman of the outlying areas committee. As chairman of the Outlying Area Committee I have organized and oversaw 10 events in the outlying areas in the last 3 years.