

**Financial Highlights and  
Goals for Fiscal Year ending March 31, 2013**

Charity Storage  
Financial Summary  
Board of Directors Meeting  
July 30th, 2013

Financial Highlights:

Fiscal Year ending March 2013:

Auction Sales: \$ 43,064

Donated to Charities: \$ 24,043

Fiscal Year 2013 - 2014 Budget:

Budgeted Auction Sales: \$ 115,200

Budgeted Donated to Charities: \$ 107,880

Financial Goals for 2013-2014:

1. Active Participating Facilities by end of Fiscal year March 2014: 200

2. Funds Raised via Auction Sales in Fiscal Year: \$ 150,000

3. Identify 2014 Charity Storage Admin Sponsor (s) - targeting \$20,000 of sponsorship

# **Financials**

**Fiscal Year ending March 31, 2013**

Database: WESTPORTPROJ  
ENTITY: CHA

**Charity Storage BS**  
**Westport Properties**  
**CHARITY STORAGE INC**

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Accrual

Report includes an open period. Entries are not final.

Mar 2013

ASSETS

CASH - OPERATING	42,314.61
WEBSITE CAPITALIZED	26,970.00
ACCM AMT - WEBSITE	(429.00)
	<hr/>
	68,855.61

LIABILITIES

ACCRD SSA PAYABLE	382.91
DUE TO - WP PROP	5,822.68
DUE TO - US STOR CTRS	19,610.48
DUE TO - STORAGE TREASURES	21,087.97
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	46,904.04

NET ASSETS

TOTAL NET ASSETS	(43,510.37)
CURRENT NET ASSETS	65,461.94
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	21,951.57
	<hr/>
check	0.00

Accrual

Report includes an open period. Entries are not final.

	<b>Current Period</b>	<b>Year-To-Date</b>
	1 Month	12 Months
Thru:	Mar 2013	Mar 2013

CHANGES IN UNRESTRICTED NET ASSETS

REVENUES AND GAINS

PUBLIC CONTRIBUTIONS (net)

Contributions and Sponsors

CONT - USSC ADMIN	0.00	1,342.62
FOUNDERS - BADER	0.00	10,000.00
FOUNDERS - TKG-STORAGEMART	0.00	10,000.00
FOUNDERS - STORQUEST	0.00	10,000.00
FOUNDERS - URBAN SS	0.00	10,000.00
FOUNDERS - ORIGINAL PROD	0.00	10,000.00
FOUNDERS - CHATEAU	3,000.00	10,000.00
FOUNDERS - CENTERSHIFT	0.00	10,000.00
FOUNDERS - SOCAL SS	0.00	5,000.00
FOUNDERS - BACO REALTY	0.00	10,000.00
FOUNDERS - A-1 SELF STORAGE	0.00	10,000.00
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Total Contributions and Sponsors	3,000.00	96,342.62

Auction Sales

AS - USSC	3,720.50	15,041.62
AS - STORAGE OUTLET/TREAS	225.00	6,245.00
AS - COMPASS	0.00	733.50
AS - DOLLAR SS	0.00	2,400.00
AS - ROPER MTN RD SS	0.00	180.00
AS - HB STORAGE INV	0.00	1,505.00
AS - VALUE SELF STORAGE	0.00	1,170.00
AS - STORAGE PRO	275.00	760.00
AS - FT KNOX SS	325.00	645.00
AS - EVERETT SS	0.00	835.00
AS - TKG STORAGEMART	1,760.00	9,248.25
AS - BACO/SECURITY PUBLIC	0.00	1,432.93
AS - STORQUEST	1,050.25	1,547.37
AS - STORE-ALL	875.00	1,100.00
AS - M. LUCIANI	0.00	220.00
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Total Auction Sales	8,230.75	43,063.67

Program Service Revenue

MARKETING PKGS	0.00	1,925.00
	<hr/>	<hr/>
TOTAL PROGRAM SERVICE REVENUE	0.00	1,925.00

Investment Income

	<hr/>	<hr/>
TOTAL INVESTMENT INCOME	0.00	0.00

Other Income

OTHER INCOME	0.00	628.00
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TOTAL OTHER INCOME	0.00	628.00

**Income Statement**  
**Charity Storage IS**  
**Westport Properties**  
**CHARITY STORAGE INC**

Accrual

Report includes an open period. Entries are not final.

	<b>Current Period</b>	<b>Year-To-Date</b>
	1 Month	12 Months
Thru:	Mar 2013	Mar 2013

	0.00	0.00
TOTAL REVENUES, GAINS AND SUPPORT	11,230.75	141,959.29
<b>EXPENSES AND LOSSES</b>		
Program Services		
GIVING - USSC	0.00	10,054.44
GIVING - STORAGE OUTLET/TREAS	0.00	2,076.00
GIVING - COMPASS	0.00	1,253.60
GIVING - DOLLAR SS	0.00	2,400.00
GIVING - ROPER MTN SS	0.00	180.00
GIVING - HB STORAGE INV	0.00	505.00
GIVING - VALUE SELF STORAGE	0.00	1,170.00
GIVING - STORAGE PRO	0.00	445.00
GIVING - FT KNOX SS	0.00	320.00
GIVING - EVERETT	0.00	50.00
GIVING - TKG STORAGEEMART	0.00	3,499.00
GIVING - BACO/SECURITY	0.00	747.00
TOTAL PROGRAM SERVICES	0.00	22,700.04
Fundraising		
PUBLIC RELATIONS	2,500.00	27,500.00
FLYERS/ BROCHURES PRINTING	0.00	6,504.29
WEBSITE DEVELOPMENT	817.00	817.00
MARKETING SUPPLIES	1,875.00	7,177.80
TOTAL FUNDRAISING	5,192.00	41,999.09
General and Admin		
GROSS PYRLL	2,082.32	22,517.25
TEMPORARY HELP	30.00	265.00
AUDIT & TAX	0.00	2,745.00
OTHER PROF SVCS	0.00	589.93
EMPL RELATIONS	0.00	112.01
EMPL TRAVEL	1,266.34	1,623.13
OFFICE SUPPLIES/EXP	0.00	173.36
POSTAGE & DELIVERY	435.72	1,670.64
BANK FEES	76.37	1,582.97
DUES,SUBSCRIPTIONS,FEES	0.00	450.00
OTHER ADMIN EXP	179.93	179.93
TOTAL GENERAL AND ADMIN	4,070.68	31,909.22
TOTAL EXPENSES AND LOSSES	9,262.68	96,608.35
CHANGE IN NET ASSETS	1,968.07	45,350.94

# **Budget**

**Fiscal Year ending March 31, 2014**

Charity Storage Budget

		Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Total 2014
		1	2	3	4	5	6	7	8	9	10	11	12	
Proceeds/Store	\$ 200.00													
Auctions/year	4													
Renewal Rate	75%													
Auction day don	\$ 25													
Instore donations	20													
USSC and ST Stores:		51	51	51	52	52	52	53	53	53	54	54	54	
Other Operators:		69	69	69	84	84	84	99	99	99	114	114	114	
Total Active Stores		120	120	120	136	136	136	152	152	152	168	168	168	
<b>Founder/Sponsor Cash-In</b>														
<u>Commitment</u>	Contributed remaining													
40,000 Founders - Loan	40,000													-
30,000 Founders - ST, SNA, USSC	30,000													-
Sponsors														-
10,000 - Storage Mart	10,000													-
10,000 - StorQuest	10,000													-
10,000 - Bader	10,000													-
10,000 - Original Productions	10,000													-
10,000 - Urban	10,000													-
10,000 - Chateau	10,000													-
10,000 - Centershift	10,000													-
10,000 - SOCAL SS	5,000	5,000				5,000								5,000
10,000 - Baco Realty	10,000													-
10,000 - A-1 Self Storage														-
10,000 - West Maple LLC			10,000											10,000
10,000 - Option 5 (Charity Champion Sponsor)														-
Annual Sponsors														-
190,000 <b>Total Sponsor Donations:</b>	155,000 5,000	-	10,000	-	-	5,000	-	-	-	-	-	-	-	15,000
<b>Revenue</b>														
Membership Fee														-
Rebate										-	-	-	-	-
Auction Revenue		4,600	4,600	4,600	5,600	5,600	5,600	6,600	6,600	6,600	7,600	7,600	7,600	73,200
Admin: 10%		(460)	(460)	(460)	(560)	(560)	(560)	(660)	(660)	(660)	(760)	(760)	(760)	(7,320)
USSC and ST Auction Revenue		3,400	3,400	3,400	3,467	3,467	3,467	3,533	3,533	3,533	3,600	3,600	3,600	42,000
60% USSC and ST Admin to CS:		(2,040)	(2,040)	(2,040)	(2,080)	(2,080)	(2,080)	(2,120)	(2,120)	(2,120)	(2,160)	(2,160)	(2,160)	(25,200)
Paid Advertising														-
Sponsor Donations		-	10,000	-	-	5,000	-	-	-	-	-	-	-	15,000
On-Line Donation Income														-
Admin Revenue from USSC and ST		2,040	2,040	2,040	2,080	2,080	2,080	2,120	2,120	2,120	2,160	2,160	2,160	25,200
Admin Revenue from Other operators		460	460	460	560	560	560	660	660	660	760	760	760	7,320
Auction Day Donations														-
Marketing Packages (75/store)		1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,200
<b>Total Revenue</b>		<b>9,100</b>	<b>19,100</b>	<b>9,100</b>	<b>10,167</b>	<b>15,167</b>	<b>10,167</b>	<b>11,233</b>	<b>11,233</b>	<b>11,233</b>	<b>12,300</b>	<b>12,300</b>	<b>12,300</b>	<b>158,400</b>



Charity Storage Budget

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Total 2014
<b>Expenses</b>													
Program Services													
Giving - USSC and ST (after admin)													
0.1 Giving to ISS	136	136	136	139	139	139	141	141	141	144	144	144	1,680
0.9 Giving to Kure It	1,224	1,224	1,224	1,248	1,248	1,248	1,272	1,272	1,272	1,296	1,296	1,296	15,120
Giving - Other Operators (after admin)													
0.1 Giving to ISS	414	414	414	504	504	504	594	594	594	684	684	684	6,588
0.6 Giving to Kure It	2,484	2,484	2,484	3,024	3,024	3,024	3,564	3,564	3,564	4,104	4,104	4,104	39,528
0.3 Giving to Other	1,242	1,242	1,242	1,512	1,512	1,512	1,782	1,782	1,782	2,052	2,052	2,052	19,764
<b>Total Program Services</b>	<b>5,500</b>	<b>5,500</b>	<b>5,500</b>	<b>6,427</b>	<b>6,427</b>	<b>6,427</b>	<b>7,353</b>	<b>7,353</b>	<b>7,353</b>	<b>8,280</b>	<b>8,280</b>	<b>8,280</b>	<b>82,680</b>
<b>Marketing &amp; Fundraising</b>													
PUBLIC RELATIONS	-	-	-	-	-	-	-	-	-	-	-	200	200
FLYERS/ BROCHURES PRINTING	50/store/yr	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
MARKETING SUPPLIES		100	100	100	100	100	100	100	100	100	100	100	1,200
WEBSITE HOSTING		189	189	189	189	189	189	189	189	189	189	189	2,268
SEO		-	-	-	-	-	-	-	-	-	-	-	-
SEM		-	-	-	-	-	-	-	-	-	-	-	-
SOCIAL MEDIA		-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Marketing</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,289</b>	<b>1,489</b>	<b>15,668</b>
<b>General and Admin</b>													
GROSS PYRLL	3,850	2,600	2,600	4,040	4,040	4,040	4,040	4,040	4,850	4,040	4,040	4,040	46,220
TEMPORARY HELP													-
LICENSES/PERMITS													-
AUDIT & TAX								2,300					2,300
OTHER PROF SVCS													-
EMPL RELATIONS									100				100
EMPL TRAVEL			300			300			300			300	1,200
CONVENTIONS/ASSOCS.	2,000				500					1,000			3,500
CONVENTION SUPPLIES	200									200			400
OFFICE SUPPLIES/EXP	50	50	50	50	50	50	50	50	50	50	50	50	600
POSTAGE & DELIVERY	50	50	50	50	50	50	50	50	50	50	50	50	600
MERCHANT CC FEES	20	20	20	20	20	20	20	20	20	20	20	20	240
BANK FEES	10	10	10	10	10	10	10	10	10	10	10	10	120
DUES,SUBSCRIPTIONS,FEES									450				450
AMTIZATION - WEBSITE												500	500
INSURANCE													-
LEGAL													-
AUCTIONEER FEE													-
<b>Total General and Admin</b>	<b>6,180</b>	<b>2,730</b>	<b>3,030</b>	<b>4,170</b>	<b>4,670</b>	<b>4,470</b>	<b>4,170</b>	<b>6,470</b>	<b>5,830</b>	<b>4,170</b>	<b>5,370</b>	<b>4,970</b>	<b>56,230</b>

Charity Storage Budget

	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Total 2014
<b>Other</b>													
OTHER													-
<b>Total Other fees</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Cash/Accrual Adj</b>													
CAPITALIZED WEBSITE	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
REVERSE AMTZ WEBSITE	-	-	-	-	-	-	-	-	-	-	-	(500)	(500)
													-
<b>Total CASH/ACCRUAL ADJ</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>1,000</b>	<b>500</b>	<b>11,500</b>
<b>Total Expenses/Outflows</b>	<b>13,969</b>	<b>10,519</b>	<b>10,819</b>	<b>12,886</b>	<b>13,386</b>	<b>13,186</b>	<b>13,812</b>	<b>16,112</b>	<b>15,472</b>	<b>14,739</b>	<b>15,939</b>	<b>15,239</b>	<b>166,078</b>
<b>Monthly Surplus/Loss</b>	<b>(4,869)</b>	<b>8,581</b>	<b>(1,719)</b>	<b>(2,719)</b>	<b>1,781</b>	<b>(3,019)</b>	<b>(2,579)</b>	<b>(4,879)</b>	<b>(4,239)</b>	<b>(2,439)</b>	<b>(3,639)</b>	<b>(2,939)</b>	<b>(22,678)</b>
<b>Running Cash Balance</b>	<b>36,493</b>	<b>31,624</b>	<b>40,205</b>	<b>38,486</b>	<b>35,767</b>	<b>34,529</b>	<b>31,950</b>	<b>27,071</b>	<b>22,832</b>	<b>20,393</b>	<b>16,754</b>	<b>13,815</b>	
<b>Charitable giving:</b>													
SSA Contribution	550	550	550	643	643	643	735	735	735	828	828	828	8,268
Kure It Donations	3,708	3,708	3,708	4,272	4,272	4,272	4,836	4,836	4,836	5,400	5,400	5,400	54,648
Facility choice	1,242	1,242	1,242	1,512	1,512	1,512	1,782	1,782	1,782	2,052	2,052	2,052	19,764
Charity Storage choice	2,040	2,040	2,040	2,080	2,080	2,080	2,120	2,120	2,120	2,160	2,160	2,160	25,200
<b>Total:</b>	<b>7,540</b>	<b>7,540</b>	<b>7,540</b>	<b>8,507</b>	<b>8,507</b>	<b>8,507</b>	<b>9,473</b>	<b>9,473</b>	<b>9,473</b>	<b>10,440</b>	<b>10,440</b>	<b>10,440</b>	<b>107,880</b>