

**Financial Highlights and
Goals for Fiscal Year ending March 31, 2015**

Charity Storage
 Financial Summary
 Board of Directors Meeting
 September 5, 2014

Financial Highlights:

Annual Trend, ending Fiscal Year March 31:

	2014	2013	Variance (neg)
Auction Sales:	\$ 83,858	\$ 43,064	\$ 40,794
Donated to Charities:	\$ 69,101	\$ 22,700	\$ 46,401

Fiscal Year ending March 2014:

	Actuals	Budgeted	Variance (neg)
Auction Sales:	\$ 83,858	\$ 115,200	\$ (31,342)
Donated to Charities:	\$ 69,101	\$ 107,880	\$ (38,779)

Fiscal Year 2014 - 2015 Budget:

Budgeted Annual Auction Sales:	\$ 116,600
Budgeted Annual Donated to Charities:	\$ 109,140

Current Year to Date 4 months ending July 2014:

	Actuals	Budgeted	Variance (neg)
Auction Sales:	\$ 18,391	\$ 33,400	\$ (15,009)
Donated to Charities:	\$ 17,147	\$ 31,427	\$ (14,280)

Financial Goals for 2014-2015:

1. Active Participating Facilities by end of Fiscal Year: 200
2. Funds Raised via Auction Sales in Fiscal Year: \$ 120,000
3. Identify 2014 - 2015 Charity Storage Admin Sponsors - targeting \$25,000 of sponsorship

Financials

Fiscal Year ending March 31, 2014

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 2014

ASSETS

CASH - OPERATING	1,046.28
CASH - BANK OF THE WEST	6,979.75
WEBSITE CAPITALIZED	26,970.00
ACCM AMT - WEBSITE	(15,644.00)
	<hr/>
	19,352.03

LIABILITIES

ACCRD SSA PAYABLE	382.91
DUE TO - US STOR CTRS	19,610.48
DUE TO - STORAGE TREASURES	21,087.97
	<hr/>
	41,081.36

NET ASSETS

TOTAL NET ASSETS	6,736.57
CURRENT NET ASSETS	(28,465.90)
	<hr/>
	(21,729.33)
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check	0.00

Income Statement
Charity Storage IS
Westport Properties
CHARITY STORAGE INC

Accrual

Report includes an open period. Entries are not final.

	Current Period	Year-To-Date
	1 Month	12 Months
Thru:	Mar 2014	Mar 2014

CHANGES IN UNRESTRICTED NET ASSETS

REVENUES AND GAINS

PUBLIC CONTRIBUTIONS (net)

Contributions and Sponsors

PUBLIC CONTRIBUTIONS	2,500.00	3,100.00
OTHER CONTRIBUTIONS	0.00	39.50
FOUNDERS - SOCAL SS	0.00	5,000.04
FOUNDERS - WEST MAPLE LLC	0.00	10,000.00

Total Contributions and Sponsors	2,500.00	18,139.54
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Auction Sales

AS - USSC	0.00	18,028.48
AS - STORAGE OUTLET/TREAS	0.00	6,961.00
AS - COMPASS	0.00	2,459.85
AS - HB STORAGE INV	0.00	1,010.00
AS - STORAGE PRO	0.00	840.00
AS - FT KNOX SS	0.00	235.00
AS - EVERETT SS	0.00	697.60
AS - TKG STORAGEMART	1,514.75	25,485.99
AS - BACO/SECURITY PUBLIC	0.00	2,370.15
AS - STORQUEST	670.00	9,850.18
AS - STORE-ALL	0.00	2,530.00
AS - M. LUCIANI	0.00	671.00
AS - STORAGE ATLANTIC	280.00	4,035.50
AS - OPTIVEST(STOREMORE)	0.00	1,889.06
AS - ACCESS SELF STORAGE	0.00	616.00
AS - SOCAL SELF STORAGE	0.00	1,860.00
AS - URBAN SELF STORAGE	1,460.00	3,958.18
AS - CAMERON PROPERTIES	305.00	360.25

Total Auction Sales	4,229.75	83,858.24
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Program Service Revenue

MARKETING PKGS	0.00	2,230.00
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TOTAL PROGRAM SERVICE REVENUE	0.00	2,230.00
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Investment Income

TOTAL INVESTMENT INCOME	0.00	0.00
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Other Income

TOTAL OTHER INCOME	0.00	0.00
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	0.00	0.00
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TOTAL REVENUES, GAINS AND SUPPORT	6,729.75	104,227.78
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Accrual

Report includes an open period. Entries are not final.

	Current Period	Year-To-Date
	1 Month	12 Months
Thru:	Mar 2014	Mar 2014

EXPENSES AND LOSSES

Program Services		
GIVING - USSC	0.00	11,754.03
GIVING - STORAGE OUTLET/TREAS	0.00	2,904.90
GIVING - COMPASS	0.00	2,213.86
GIVING - DOLLAR SS	0.00	315.00
GIVING - HB STORAGE INV	0.00	1,909.00
GIVING - STORAGE PRO	0.00	1,031.00
GIVING - FT KNOX SS	0.00	536.50
GIVING - EVERETT	0.00	1,412.83
GIVING - TKG STORAGE MARI	0.00	26,247.07
GIVING - BACO/SECURITY	0.00	2,819.05
GIVING - STORQUEST	0.00	7,790.67
GIVING - STOREALL	0.00	2,791.10
GIVING - M. LUCIANI	0.00	823.90
GIVING - STORAGE ATLANTIC	0.00	2,783.36
GIVING - OPTIVEST(STOREMORE)	0.00	1,700.26
GIVING - ACCESS SELF STORAGE	0.00	332.64
GIVING - SOCAL SELF STORAGE	0.00	221.76
GIVING - URBAN SELF STORAGE	0.00	834.30
GIVING - CAMERON PROPERTIES	0.00	49.73
GIVING - STORAGE QUEST NJ	0.00	630.00
	<hr/>	<hr/>
TOTAL PROGRAM SERVICES	0.00	69,100.96
Fundraising		
MARKETING SUPPORT	0.00	120.00
WEBSITE DEVELOPMENT	0.00	2,373.00
MARKETING SUPPLIES	0.00	8,234.79
	<hr/>	<hr/>
TOTAL FUNDRAISING	0.00	10,727.79
General and Admin		
GROSS PYRLL	2,334.70	42,514.37
TEMPORARY HELP	0.00	768.76
LICENSES/PERMITS	0.00	150.00
AUDIT & TAX	0.00	2,594.29
LEGAL	0.00	1,782.50
MEALS & ENTERTAINMENT	0.00	42.17
EMPL TRAVEL	0.00	2,119.28
OFFICE SUPPLIES/EXP	0.00	618.29
POSTAGE & DELIVERY	1.92	1,673.90
BANK FEES	44.27	601.37
	<hr/>	<hr/>
TOTAL GENERAL AND ADMIN	2,380.89	52,864.93
	<hr/>	<hr/>
TOTAL EXPENSES AND LOSSES	2,380.89	132,693.68
	<hr/>	<hr/>
CHANGE IN NET ASSETS	4,348.86	(28,465.90)

Financials

Period ending July 31, 2014

Database: WESTPORTPROI
ENTITY: CHA

Charity Storage BS
Westport Properties
CHARITY STORAGE INC

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Accrual

Report includes an open period. Entries are not final.

Jul 2014

ASSETS

CASH - OPERATING	1,006.18
CASH - BANK OF THE WEST	11,762.95
DUE FRM - WP PROP	(245.68)
WEBSITE CAPITALIZED	26,970.00
ACCM AMT - WEBSITE	(15,644.00)
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	23,849.45

LIABILITIES

ACCRD SSA PAYABLE	382.91
DUE TO - US STOR CTRS	19,610.48
DUE TO - STORAGE TREASURES	21,087.97
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	41,081.36

NET ASSETS

TOTAL NET ASSETS	6,736.57
CURRENT NET ASSETS	(23,968.48)
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	(17,231.91)
	<hr/>
check	0.00

Income Statement
Charity Storage IS
Westport Properties
CHARITY STORAGE INC

Accrual

Report includes an open period. Entries are not final.

	Current Period	Year-To-Date
	1 Month	7 Months
Thru:	Jul 2014	Jul 2014

CHANGES IN UNRESTRICTED NET ASSETS

REVENUES AND GAINS

PUBLIC CONTRIBUTIONS (net)

Contributions and Sponsors

PUBLIC CONTRIBUTIONS	7,250.00	17,200.00
Total Contributions and Sponsors	7,250.00	17,200.00

Auction Sales

AS - USSC	0.00	5,202.84
AS - STORAGE OUTLET/TREAS	0.00	164.00
AS - COMPASS	580.00	580.00
AS - HB STORAGE INV	180.00	480.00
AS - TKG STORAGEMART	2,144.36	5,841.36
AS - BACO/SECURITY PUBLIC	404.28	2,676.60
AS - STORQUEST	1,920.00	2,150.00
AS - STORAGE ATLANTIC	118.50	133.50
AS - URBAN SELF STORAGE	710.00	710.00
AS - CAMERON PROPERTIES	150.00	205.00
AS - ASS OF PHOENIX	0.00	248.00
Total Auction Sales	6,207.14	18,391.30

Program Service Revenue

MARKETING PKGS	480.00	780.00
TOTAL PROGRAM SERVICE REVENUE	480.00	780.00

Investment Income

TOTAL INVESTMENT INCOME	0.00	0.00
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Other Income

TOTAL OTHER INCOME	0.00	0.00
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	0.00	0.00
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TOTAL REVENUES, GAINS AND SUPPORT	13,937.14	36,371.30
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EXPENSES AND LOSSES

Program Services

GIVING - USSC	0.00	1,817.13
GIVING - STORAGE OUTLET/TREAS	0.00	30.96
GIVING - EVERETT	0.00	1,506.60
GIVING - TKG STORAGEMART	2,709.04	5,148.67
GIVING - BACO/SECURITY	1,445.00	1,445.00
GIVING - STORQUEST	124.20	2,720.87
GIVING - STORAGE ATLANTIC	40.50	904.50

Database: WESTPORTPROI
ENTITY: CHA

Income Statement
Charity Storage IS
Westport Properties
CHARITY STORAGE INC

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Accrual

Report includes an open period. Entries are not final.

	Current Period	Year-To-Date
	1 Month	7 Months
Thru:	Jul 2014	Jul 2014
GIVING - SOCAL SELF STORAGE	0.00	167.39
GIVING - URBAN SELF STORAGE	199.80	2,916.17
GIVING - CAMERON PROPERTIES	81.00	355.50
GIVING - ASS OF PHOENIX	133.92	133.92
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TOTAL PROGRAM SERVICES	4,733.46	17,146.71
Fundraising		
	<hr/>	<hr/>
TOTAL FUNDRAISING	0.00	0.00
General and Admin		
GROSS PYRLL	7,027.08	13,790.13
LICENSES/PERMITS	0.00	25.00
LEGAL	0.00	120.00
EMPL TRAVEL	0.00	186.44
OFFICE SUPPLIES/EXP	6.99	6.99
POSTAGE & DELIVERY	312.83	372.52
BANK FEES	73.71	226.09
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TOTAL GENERAL AND ADMIN	7,420.61	14,727.17
	<hr/>	<hr/>
TOTAL EXPENSES AND LOSSES	12,154.07	31,873.88
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CHANGE IN NET ASSETS	1,783.07	4,497.42

Budget

Fiscal Year ending March 31, 2015

Charity Storage Budget

		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Total 2015
		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:		70	70	70	86	86	86	101	101	101	116	116	116	
Total Active Stores		121	121	121	138	138	138	154	154	154	170	170	170	
Founder/Sponsor Cash-In														
<u>Commitment</u>	Contributed remaining													
Annual Sponsors		5,000	5,000	5,000	5,000	5,000								25,000
190,000 Total Sponsor Donations:	155,000 -	5,000	5,000	5,000	5,000	5,000	-	-	-	-	-	-	-	25,000
Revenue														
Membership Fee														-
Rebate										-	-	-	-	-
Auction Revenue		4,667	4,667	4,667	5,733	5,733	5,733	6,733	6,733	6,733	7,733	7,733	7,733	74,600
Admin: 10%		(467)	(467)	(467)	(573)	(573)	(573)	(673)	(673)	(673)	(773)	(773)	(773)	(7,460)
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		5,000	5,000	5,000	5,000	5,000	-	-	-	-	-	-	-	25,000
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		467	467	467	573	573	573	673	673	673	773	773	773	7,460
Auction Day Donations														-
Marketing Packages (75/store)		1,109	1,109	1,109	1,109	1,109	1,109	1,109	1,109	1,109	1,109	1,109	1,109	13,310
Total Revenue		14,176	14,176	14,176	15,309	15,309	10,309	11,376	11,376	11,376	12,443	12,443	12,443	179,910

Charity Storage Budget

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Total 2015
Expenses													
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	420	420	420	516	516	516	606	606	606	696	696	696	6,714
0.6 Giving to Kure It	2,520	2,520	2,520	3,096	3,096	3,096	3,636	3,636	3,636	4,176	4,176	4,176	40,284
0.3 Giving to Other	1,260	1,260	1,260	1,548	1,548	1,548	1,818	1,818	1,818	2,088	2,088	2,088	20,142
Total Program Services	5,560	5,560	5,560	6,547	6,547	6,547	7,473	7,473	7,473	8,400	8,400	8,400	83,940
Marketing & Fundraising													
PUBLIC RELATIONS	-	-	-	-	-	-	-	-	-	-	-	200	200
FLYERS/ BROCHURES PRINTING	50/store/yr	1,008	1,008	1,008	1,008	1,008	1,008	1,008	1,008	1,008	1,008	1,008	12,100
MARKETING SUPPLIES		100	100	100	100	100	100	100	100	100	100	100	1,200
WEBSITE HOSTING		50	50	50	50	50	50	50	50	50	50	50	600
SEO		-	-	-	-	-	-	-	-	-	-	-	-
SEM		-	-	-	-	-	-	-	-	-	-	-	-
SOCIAL MEDIA		-	-	-	-	-	-	-	-	-	-	-	-
Total Marketing	1,158	1,158	1,158	1,158	1,158	1,158	1,158	1,158	1,158	1,158	1,158	1,358	14,100
General and Admin													
GROSS PYRLL	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
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													-
Total General and Admin	6,330	4,130	4,430	4,130	4,630	4,430	4,130	6,430	4,980	4,130	5,330	4,930	58,010

Charity Storage Budget

	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Total 2015
Other													
OTHER													-
Total Other fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash/Accrual Adj													
CAPITALIZED WEBSITE	500	500	500	500	500	500	500	500	500	500	500	500	6,000
REVERSE AMTZ WEBSITE	-	-	-	-	-	-	-	-	-	-	-	(500)	(500)
													-
Total CASH/ACCRUAL ADJ	500	500	500	500	500	500	500	500	500	500	500	-	5,500
Total Expenses/Outflows	13,548	11,348	11,648	12,335	12,835	12,635	13,262	15,562	14,112	14,188	15,388	14,688	161,550
Monthly Surplus/Loss	627	2,828	2,528	2,974	2,474	(2,326)	(1,886)	(4,186)	(2,736)	(1,746)	(2,946)	(2,246)	(6,640)
Running Cash Balance	8,026	8,654	11,481	14,009	16,983	19,457	17,131	15,245	11,059	8,323	6,578	3,632	1,386
Charitable giving:													
SSA Contribution	556	556	556	655	655	655	747	747	747	840	840	840	8,394
Kure It Donations	3,744	3,744	3,744	4,344	4,344	4,344	4,908	4,908	4,908	5,472	5,472	5,472	55,404
Facility choice	1,260	1,260	1,260	1,548	1,548	1,548	1,818	1,818	1,818	2,088	2,088	2,088	20,142
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
Total:	7,600	7,600	7,600	8,627	8,627	8,627	9,593	9,593	9,593	10,560	10,560	10,560	109,140