

**Financial Highlights and
Goals for Fiscal Year ending March 31, 2016**

Charity Storage
 Financial Summary
 Board of Directors Meeting
 September 2,2015

Financial Highlights:

<u>Annual Trend, ending Fiscal Year March 31:</u>	2015	2014	Variance (neg)	
Auction Sales:	\$ 60,891	\$ 83,858	\$ (22,967)	-27.4%
Donated to Charities (includes give back to CS):	\$ 50,004	\$ 69,101	\$ (19,097)	-27.6%

<u>Fiscal Year ending March 2015:</u>	Actuals	Budgeted	Variance (neg)	
Auction Sales:	\$ 60,891	\$ 116,600	\$ (55,709)	-47.8%
Donated to Charities (includes give back to CS):	\$ 50,004	\$ 109,140	\$ (59,136)	-54.2%

Fiscal Year 2015 - 2016 Budget:

Budgeted Annual Auction Sales:	\$ 87,450
Budgeted Annual Donated to Charities:	\$ 81,855

<u>Current Year to Date 5 months ending August 2015:</u>	Actuals	Budgeted	Variance (neg)	
Auction Sales:	\$ 32,716	\$ 31,950	\$ 766	
Donated to Charities:	\$ 31,354	\$ 30,040	\$ 1,314	

Financial Goals for 2015-2016:

1. Active Participating Facilities by end of Fiscal Year: 200
2. Funds Raised via Auction Sales in Fiscal Year: \$ 120,000
3. Identify 2015 - 2016 Charity Storage Admin Sponsors - targeting \$25,000 of sponsorship

2015 fiscal year end sponsors/donors:

US Storage Centers	19,101
Watkins Trust	6,000
SMD (Sitelink)	2,500
Compass	2,500
Picture Moving Kit	2,500
Optivest	2,500
Chateau	2,500
Open Tech	2,400
Bader	1,250
Monster	450
Hawkeye Construction	50
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	41,751

Financials

Fiscal Year ending March 31, 2015

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.

Mar 2015

ASSETS

CASH - BANK OF THE WEST	25,013.48
DUE FRM - WP PROP	366.87
WEBSITE CAPITALIZED	26,970.00
ACCM AMT - WEBSITE	(15,644.00)
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	36,706.35

LIABILITIES

ACCRUED EXPENSES	1,317.50
ACCRD SSA PAYABLE	382.91
DUE TO - US STOR CTRS	29,610.48
DUE TO - STORAGE TREASURES	21,087.97
DUE TO - OTHERS	638.40
	<hr/>
	53,037.26

NET ASSETS

TOTAL NET ASSETS	(21,729.33)
CURRENT NET ASSETS	5,398.42
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	(16,330.91)
	<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	12 Months
Thru:	Mar 2015	Mar 2015

CHANGES IN UNRESTRICTED NET ASSETS

REVENUES AND GAINS

PUBLIC CONTRIBUTIONS (net)

Contributions and Sponsors

PUBLIC CONTRIBUTIONS	8,950.00	29,251.26
Total Contributions and Sponsors	8,950.00	29,251.26

Auction Sales

AS - USSC	0.00	17,779.14
AS - STORAGE OUTLET/TREAS	0.00	1,878.60
AS - COMPASS	200.00	1,450.00
AS - HB STORAGE INV	0.00	480.00
AS - FT KNOX SS	0.00	50.00
AS - EVERETT SS	0.00	36.00
AS - TKG STORAGEMART	1,470.00	18,121.73
AS - BACO/SECURITY PUBLIC	0.00	4,656.18
AS - STORQUEST	0.00	3,385.00
AS - M. LUCIANI	0.00	70.00
AS - STORAGE ATLANTIC	0.00	1,131.80
AS - URBAN SELF STORAGE	1,440.00	4,755.00
AS - CAMERON PROPERTIES	0.00	1,215.00
AS - ASSOC OF PHOENIX	0.00	248.00
AS - SKS MGMT	720.00	2,586.00
AS - STORAGE SOLUTIONS	0.00	610.00
AS - MT OLIVE	0.00	578.50
AS - EXTRA STORAGE	620.00	1,860.00
Total Auction Sales	4,450.00	60,890.95

Program Service Revenue

MARKETING PKGS	0.00	2,148.00
TOTAL PROGRAM SERVICE REVENUE	0.00	2,148.00

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	13,400.00	92,290.21
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EXPENSES AND LOSSES

Program Services

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 2015	Mar 2015
GIVING - USSC	0.00	6,456.22
GIVING - STORAGE OUTLET/TREAS	0.00	90.00
GIVING - COMPASS	0.00	750.60
GIVING - HB STORAGE INV	0.00	513.00
GIVING - FT KNOX SS	0.00	45.90
GIVING - EVERETT	0.00	1,539.00
GIVING - TKG STORAGEMART	0.00	10,951.75
GIVING - BACO/SECURITY	0.00	3,566.59
GIVING - STORQUEST	0.00	3,840.47
GIVING - M. LUCIANI	0.00	37.80
GIVING - STORAGE ATLANTIC	0.00	1,879.26
GIVING - SOCAL SELF STORAGE	0.00	167.39
GIVING - URBAN SELF STORAGE	0.00	4,521.77
GIVING - CAMERON PROPERTIES	0.00	754.20
GIVING - ASS OF PHOENIX	0.00	223.20
GIVING - SKS MGMT	0.00	1,138.50
GIVING - MT OLIVE	0.00	360.00
GIVING - EXTRA STORAGE	0.00	1,116.00
OTHER PROGRAM EXPENSES	0.00	257.90
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TOTAL PROGRAM SERVICES	0.00	38,209.55
Fundraising		
FLYERS/ BROCHURES PRINTING	0.00	533.70
MARKETING SUPPLIES	0.00	4,401.84
	<hr/>	<hr/>
TOTAL FUNDRAISING	0.00	4,935.54
General and Admin		
GROSS PYRLL	0.00	37,260.13
LICENSES/PERMITS	0.00	25.00
AUDIT & TAX	0.00	2,263.25
LEGAL	0.00	120.00
OTHER PROF SVCS	0.00	56.99
EMPL RELATIONS	0.00	900.00
MEALS & ENTERTAINMENT	0.00	10.00
EMPL TRAVEL	0.00	215.94
OFFICE SUPPLIES/EXP	0.00	697.41
POSTAGE & DELIVERY	10.45	1,233.20
BANK FEES	86.21	888.83
DUES,SUBSCRIPTIONS,FEES	0.00	50.00
OTHER ADMIN EXP	0.00	20.00
TELEPHONE/DSL	0.00	5.95
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TOTAL GENERAL AND ADMIN	96.66	43,746.70
	<hr/>	<hr/>
TOTAL EXPENSES AND LOSSES	96.66	86,891.79
	<hr/>	<hr/>
CHANGE IN NET ASSETS	13,303.34	5,398.42

Financials

Period ending August 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.

Aug 2015

ASSETS

CASH - BANK OF THE WEST	30,633.30
DUE FRM - WP PROP	(518.02)
WEBSITE CAPITALIZED	26,970.00
ACCM AMT - WEBSITE	(15,644.00)
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	41,441.28

LIABILITIES

ACCRUED EXPENSES	1,317.50
ACCRD SSA PAYABLE	382.91
DUE TO - US STOR CTRS	39,610.48
DUE TO - STORAGE TREASURES	21,087.97
DUE TO - OTHERS	638.40
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	63,037.26

NET ASSETS

TOTAL NET ASSETS	(21,729.33)
CURRENT NET ASSETS	133.35
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	(21,595.98)
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check	0.00

Accrual

Report includes an open period. Entries are not final.

	Current Period	Year-To-Date
	1 Month	8 Months
Thru:	Aug 2015	Aug 2015

CHANGES IN UNRESTRICTED NET ASSETS

REVENUES AND GAINS

PUBLIC CONTRIBUTIONS (net)

Contributions and Sponsors

PUBLIC CONTRIBUTIONS	0.00	100.00
Total Contributions and Sponsors	0.00	100.00

Auction Sales

AS - USSC	0.00	13,548.20
AS - STORAGE OUTLET/TREAS	0.00	1,744.15
AS - COMPASS	0.00	439.09
AS - TKG STORAGEEMART	0.00	6,170.28
AS - STORQUEST	0.00	2,698.30
AS - STORAGE ATLANTIC	250.00	743.68
AS - URBAN SELF STORAGE	60.00	1,605.00
AS - CAMERON PROPERTIES	0.00	1,626.00
AS - SKS MGMT	15.00	1,556.00
AS - STORAGE SOLUTIONS	0.00	885.00
AS - MT OLIVE	370.00	370.00
AS - EXTRA STORAGE	160.00	358.00
AS - TKG CANADA	0.00	972.22
Total Auction Sales	855.00	32,715.92

Program Service Revenue

TOTAL PROGRAM SERVICE REVENUE	0.00	0.00
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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	855.00	32,815.92
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EXPENSES AND LOSSES

Program Services

GIVING - USSC	3,292.31	6,455.70
GIVING - STORAGE OUTLET/TREAS	0.00	298.44
GIVING - COMPASS	395.18	575.18
GIVING - HB STORAGE INV	796.50	1,066.50
GIVING - TKG STORAGEEMART	4,441.18	11,006.12
GIVING - BACO/SECURITY	0.00	26.70

Database: WESTPORTPROJ
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	8 Months
Thru:	Aug 2015	Aug 2015
GIVING - STORQUEST	1,694.70	2,806.20
GIVING - STORAGE ATLANTIC	421.81	561.31
GIVING - URBAN SELF STORAGE	1,098.00	3,181.50
GIVING - CAMERON PROPERTIES	697.50	1,291.50
GIVING - SKS MGMT	985.50	2,150.80
GIVING - MT OLIVE	0.00	160.86
GIVING - EXTRA STORAGE	178.20	736.20
GIVING - TKG CANADA	875.00	875.00
GIVING - MONSTER - CORONA SUMMIT	0.00	162.00
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TOTAL PROGRAM SERVICES	14,875.88	31,354.01
Fundraising		
	<hr/>	<hr/>
TOTAL FUNDRAISING	0.00	0.00
General and Admin		
GROSS PYRLL	0.00	5,550.00
EMPL TRAVEL	0.00	39.64
OFFICE SUPPLIES/EXP	0.00	231.06
POSTAGE & DELIVERY	115.95	791.10
BANK FEES	28.10	115.18
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TOTAL GENERAL AND ADMIN	144.05	6,726.98
	<hr/>	<hr/>
TOTAL EXPENSES AND LOSSES	15,019.93	38,080.99
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CHANGE IN NET ASSETS	(14,164.93)	(5,265.07)

Budget

Fiscal Year ending March 31, 2016

Charity Storage Budget

		Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Total 2016
		1	2	3	4	5	6	7	8	9	10	11	12	
Proceeds/Store	\$ 150.00													
Auctions/year	4													
Renewal Rate	75%													
Auction day don	\$ -													
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
Total Sponsor Donations:		-	-	-	-	-	5,000	5,000	5,000	5,000	5,000	-	-	25,000
Revenue														
Membership Fee														-
Rebate										-	-	-	-	-
Auction Revenue		3,500	3,500	3,500	4,300	4,300	4,300	5,050	5,050	5,050	5,800	5,800	5,800	55,950
Admin:	10%	(350)	(350)	(350)	(430)	(430)	(430)	(505)	(505)	(505)	(580)	(580)	(580)	(5,595)
USSC and ST Auction Revenue		2,550	2,550	2,550	2,600	2,600	2,600	2,650	2,650	2,650	2,700	2,700	2,700	31,500
60% USSC and ST Admin to CS:		(1,530)	(1,530)	(1,530)	(1,560)	(1,560)	(1,560)	(1,590)	(1,590)	(1,590)	(1,620)	(1,620)	(1,620)	(18,900)
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		1,530	1,530	1,530	1,560	1,560	1,560	1,590	1,590	1,590	1,620	1,620	1,620	18,900
Admin Revenue from Other operators		350	350	350	430	430	430	505	505	505	580	580	580	5,595
Auction Day Donations														-
Marketing Packages (75/store)		300	300	300	300	300	300	300	300	300	300	300	300	3,600
Total Revenue		6,350	6,350	6,350	7,200	7,200	12,200	13,000	13,000	13,000	13,800	8,800	8,800	141,050

Charity Storage Budget

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Total 2016
Expenses													
Program Services													
Giving - USSC and ST (after admin)													
0.1 Giving to ISS	102	102	102	104	104	104	106	106	106	108	108	108	1,260
0.9 Giving to Kure It	918	918	918	936	936	936	954	954	954	972	972	972	11,340
Giving - Other Operators (after admin)													
0.1 Giving to ISS	315	315	315	387	387	387	455	455	455	522	522	522	5,036
0.6 Giving to Kure It	1,890	1,890	1,890	2,322	2,322	2,322	2,727	2,727	2,727	3,132	3,132	3,132	30,213
0.3 Giving to Other	945	945	945	1,161	1,161	1,161	1,364	1,364	1,364	1,566	1,566	1,566	15,107
Total Program Services	4,170	4,170	4,170	4,910	4,910	4,910	5,605	5,605	5,605	6,300	6,300	6,300	62,955
Marketing & Fundraising													
PUBLIC RELATIONS	-	-	-	-	-	-	-	-	-	-	-	200	200
FLYERS/ BROCHURES PRINTING	50/store/yr	300	300	300	300	300	300	300	300	300	300	300	3,600
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	450	450	450	450	450	450	450	450	450	450	450	650	5,600
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-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Total 2016
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	11,450	9,250	9,550	9,990	10,490	10,290	10,685	12,985	11,535	11,380	12,580	11,880	132,065
Monthly Surplus/Loss	(5,100)	(2,900)	(3,200)	(2,790)	(3,290)	1,910	2,315	15	1,465	2,420	(3,780)	(3,080)	(16,015)
Running Cash Balance	25,013	19,913	17,013	13,813	11,023	7,733	9,643	11,958	11,973	13,438	15,858	12,078	8,998
Charitable giving:													
SSA Contribution	417	417	417	491	491	491	561	561	561	630	630	630	6,296
Kure It Donations	2,808	2,808	2,808	3,258	3,258	3,258	3,681	3,681	3,681	4,104	4,104	4,104	41,553
Facility choice	945	945	945	1,161	1,161	1,161	1,364	1,364	1,364	1,566	1,566	1,566	15,107
Charity Storage choice	1,530	1,530	1,530	1,560	1,560	1,560	1,590	1,590	1,590	1,620	1,620	1,620	18,900
Total:	5,700	5,700	5,700	6,470	6,470	6,470	7,195	7,195	7,195	7,920	7,920	7,920	81,855