

**Financial Highlights and
Goals for Fiscal Year ending March 31, 2017**

Charity Storage
 Financial Summary
 Board of Directors Meeting
 March 23, 2016

Financial Highlights:

Annual Trend, ending Fiscal Year March 31:

	2016	2015	Variance (neg)	
Auction Sales:	\$ 63,662	\$ 60,891	\$ 2,771	4.6%
Donated to Charities (includes give back to CS):	\$ 60,329	\$ 50,004	\$ 10,325	20.6%

Fiscal Year ending March 2015:

	Actuals	Budgeted	Variance (neg)	
Auction Sales:	\$ 63,662	\$ 87,450	\$ (23,788)	-27.2%
Donated to Charities (includes give back to CS):	\$ 60,329	\$ 62,955	\$ (2,626)	-4.2%

Fiscal Year 2016 - 2017 Budget:

Budgeted Annual Auction Sales:	\$ 69,160
Budgeted Annual Donated to Charities:	\$ 60,892

Financial Goals for 2016-2017:

1. Active Participating Facilities by end of Fiscal Year: 200 (500 is to break-even)
2. Funds Raised via Auction Sales in Fiscal Year: \$ 100,000
3. Identify 2016 - 2017 Charity Storage Admin Sponsors - targeting \$35,000 of sponsorship

Financials

Fiscal Year ending March 31, 2016

Database: WESTPORTPROI
ENTITY: CHA

Charity Storage BS
Westport Properties
CHARITY STORAGE INC

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Date: 3/24/2016
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Accrual

Report includes an open period. Entries are not final.

Mar 2016

ASSETS

CASH - BANK OF THE WEST	23,142.99
WEBSITE CAPITALIZED	26,970.00
ACCM AMT - WEBSITE	(15,644.00)
	<hr/>
	34,468.99

LIABILITIES

ACCRUED EXPENSES	1,955.90
ACCRD SSA PAYABLE	382.91
DUE TO - US STOR CTRS	47,352.93
DUE TO - STORAGE TREASURES	21,087.97
	<hr/>
	70,779.71

NET ASSETS

TOTAL NET ASSETS	(21,729.33)
CURRENT NET ASSETS	(14,581.39)
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	(36,310.72)

check	0.00
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INCOME STATEMENT
 13 MONTHS TRAILING ACTUALS, SUM OF LAST 12 MONTHS
 CHARITY STORAGE INC

Accrual
 Report ID: WPI_13NEW

Actual amounts from 03/15 to 03/16

	Mar 2015	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016	Total 12 Mo Total
CHANGES IN UNRESTRICTED NET ASSETS														
REVENUES AND GAINS														
PUBLIC CONTRIBUTIONS (net)														
Contributions and Sponsors														
PUBLIC CONTRIBUTIONS	8,950	0	100	0	0	0	0	0	0	150	0	0	0	250
Total Contributions and Sponsors	8,950	0	100	0	0	0	0	0	0	150	0	0	0	250
Auction Sales														
AS - USSC	0	5,987	0	0	7,561	0	0	8,126	0	0	4,444	0	0	26,118
AS - STORAGE OUTLET/TREAS	0	0	0	0	1,744	0	0	0	0	135	0	0	115	1,994
AS - COMPASS	200	0	0	439	0	0	221	238	0	0	0	0	0	898
AS - TKG STORAGEMART	1,470	2,352	1,395	1,333	1,091	0	2,069	1,579	1,249	655	0	1,307	853	13,882
AS - STORQUEST	0	1,598	0	0	1,100	0	0	0	0	631	835	820	0	4,985
AS - M. LUCIANI	0	0	0	0	0	0	0	50	0	0	0	0	0	50
AS - STORAGE ATLANTIC	0	15	294	160	25	250	10	0	64	10	0	268	0	1,095
AS - URBAN SELF STORAGE	1,440	680	185	355	325	60	640	0	200	151	417	555	0	3,568
AS - CAMERON PROPERTIES	0	775	0	0	851	0	0	530	0	0	0	1,635	0	3,791
AS - ASSOC OF PHOENIX	0	0	0	0	0	0	75	0	0	0	0	0	0	75
AS - SKS MGMT	720	101	500	495	445	15	30	168	0	360	0	660	0	2,774
AS - STORAGE SOLUTIONS	0	400	220	265	0	0	30	31	300	191	0	110	0	1,547
AS - MT OLIVE	0	0	0	0	0	370	0	0	0	0	0	0	0	370
AS - EXTRA STORAGE	620	0	0	198	0	160	0	0	0	910	0	170	0	1,438
AS - TKG CANADA	0	0	972	0	0	0	0	0	0	0	0	0	0	972
AS - SHAMROCK STORAGE VENTURE	0	0	0	0	0	0	0	0	105	0	0	0	0	105
Total Auction Sales	4,450	11,909	3,566	3,245	13,141	855	3,075	10,722	1,918	3,043	5,696	5,524	968	63,662
Program Service Revenue														
MARKETING PKGS	0	0	0	0	0	0	0	0	1,200	2,280	0	320	100	3,900
TOTAL PROGRAM SERVICE REVENUE	0	0	0	0	0	0	0	0	1,200	2,280	0	320	100	3,900
Investment Income														
TOTAL INVESTMENT INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Income														

INCOME STATEMENT
 13 MONTHS TRAILING ACTUALS, SUM OF LAST 12 MONTHS
 CHARITY STORAGE INC

Accrual
 Report ID: WPI_13NEW

Actual amounts from 03/15 to 03/16

	Mar 2015	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016	Total 12 Mo Total
TOTAL OTHER INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL REVENUES, GAINS AND SUPPORT	13,400	11,909	3,666	3,245	13,141	855	3,075	10,722	3,118	5,473	5,696	5,844	1,068	67,811
EXPENSES AND LOSSES														
Program Services														
GIVING - USSC	0	0	812	2,351	0	3,292	0	0	4,176	0	2,356	0	0	12,988
GIVING - STORAGE OUTLET/TREAS	0	0	0	298	0	0	0	0	628	0	56	0	0	982
GIVING - COMPASS	0	0	108	72	0	395	0	0	198	0	215	0	0	988
GIVING - HB STORAGE INV	0	0	0	270	0	797	0	0	27	0	397	0	0	1,490
GIVING - TKG STORAGEMART	0	0	3,984	2,581	0	4,441	0	0	2,633	0	3,148	0	0	16,787
GIVING - BACO/SECURITY	0	0	27	0	0	0	0	0	0	0	0	0	0	27
GIVING - STORQUEST	0	0	667	445	0	1,695	0	0	990	0	568	0	0	4,364
GIVING - M. LUCIANI	0	0	0	0	0	0	0	0	72	0	18	0	0	90
GIVING - STORAGE ATLANTIC	0	0	84	56	0	422	0	0	257	0	4	0	0	821
GIVING - URBAN SELF STORAGE	0	0	1,250	833	0	1,098	0	0	923	0	365	0	0	4,469
GIVING - CAMERON PROPERTIES	0	0	356	238	0	698	0	0	766	0	477	0	0	2,534
GIVING - SKS MGMT	0	0	730	436	0	986	0	0	290	0	483	0	0	2,924
GIVING - MT OLIVE	0	0	96	64	0	0	0	0	261	0	27	0	0	449
GIVING - EXTRA STORAGE	0	0	335	223	0	178	0	0	144	0	819	0	0	1,699
GIVING - TKG CANADA	0	0	0	0	0	875	0	0	0	0	0	0	0	875
GIVING - MONSTER - CORONA SUMMIT	0	0	0	162	0	0	0	0	0	0	0	0	0	162
GIVING - ABERDEEN MGMT	0	0	0	0	0	0	0	0	68	0	0	0	0	68
GIVING - SHAMROCK STORAGE VENTURE	0	0	0	0	0	0	0	0	0	0	95	0	0	95
GIVING - STRAT PROP MGMT	0	0	0	0	0	0	0	0	0	0	135	0	0	135
TOTAL PROGRAM SERVICES	0	0	8,449	8,029	0	14,876	0	0	11,431	0	9,162	0	0	51,947
Fundraising														
FLYERS/ BROCHURES PRINTING	0	0	0	0	0	0	0	0	2,716	760	0	0	0	3,476
MARKETING SUPPORT	0	0	0	0	0	0	0	0	0	0	0	80	0	80
TOTAL FUNDRAISING	0	0	0	0	0	0	0	0	2,716	760	0	80	0	3,556
General and Admin														
GROSS PYRLL	0	0	5,550	0	0	0	9,850	0	4,300	3,375	0	3,750	0	26,825
AUDIT & TAX	0	0	0	0	0	0	0	2,391	0	0	0	0	0	2,391
OTHER PROF SVCS	0	0	0	0	0	0	45	0	0	0	0	0	0	45

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Accrual
 Report ID: WPI_13NEW

Actual amounts from 03/15 to 03/16

	Mar 2015	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016	Total 12 Mo Total
COMP/SOFTWARE/ELCTRNC	0	0	0	0	0	0	0	0	0	90	0	0	0	90
EMPL TRAVEL	0	0	40	0	0	0	10	0	0	9	0	187	0	246
OFFICE SUPPLIES/EXP	0	0	231	0	0	0	0	0	153	211	0	0	0	595
POSTAGE & DELIVERY	10	0	122	146	408	116	153	0	533	96	13	179	0	1,765
BANK FEES	86	0	33	29	26	28	24	19	26	29	27	42	0	283
DUES,SUBSCRIPTIONS,FEES	0	0	0	0	0	0	25	0	25	0	0	0	0	50
TOTAL GENERAL AND ADMIN	97	0	5,975	175	433	144	10,106	2,410	5,037	3,811	40	4,158	0	32,289
TOTAL EXPENSES AND LOSSES	97	0	14,424	8,204	433	15,020	10,106	2,410	19,183	4,571	9,202	4,238	0	87,791
CHANGE IN NET ASSETS	13,303	11,909	-10,758	-4,959	12,708	-14,165	-7,031	8,311	-16,065	902	-3,506	1,607	1,068	-19,980

Budget

Fiscal Year ending March 31, 2017

Charity Storage Budget

		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Total 2017
		1	2	3	4	5	6	7	8	9	10	11	12	
Proceeds/Store	\$ 130.00													
Auctions/year	4													
Renewal Rate	75%													
Auction day don	\$ 25													
Instore donations	20													
USSC and ST Stores:		55	55	55	52	52	52	53	53	53	54	54	54	
Other Operators:		57	57	57	72	72	72	87	87	87	102	102	102	
Total Active Stores		112	112	112	124	124	124	140	140	140	156	156	156	
Founder/Sponsor Cash-In														
<u>Commitment</u>														
201s ponsors														
Open Tech		2,500												
US Storage Centers		2,500												
Others			10,000	10,000	10,000									
Annual Sponsors		-												-
190,000 Total Sponsor Donations:		-	-	5,000	10,000	10,000	10,000	-	-	-	-	-	-	35,000
Revenue														
Membership Fee														-
Rebate										-	-	-	-	-
Auction Revenue		2,470	2,470	2,470	3,120	3,120	3,120	3,770	3,770	3,770	4,420	4,420	4,420	41,340
Admin:	20%	(494)	(494)	(494)	(624)	(624)	(624)	(754)	(754)	(754)	(884)	(884)	(884)	(8,268)
USSC and ST Auction Revenue		2,383	2,383	2,383	2,253	2,253	2,253	2,297	2,297	2,297	2,340	2,340	2,340	27,820
60% USSC and ST Admin to CS:		(1,430)	(1,430)	(1,430)	(1,352)	(1,352)	(1,352)	(1,378)	(1,378)	(1,378)	(1,404)	(1,404)	(1,404)	(16,692)
Paid Advertising														-
Sponsor Donations		5,000	10,000	10,000	10,000	-	-	-	-	-	-	-	-	35,000
On-Line Donation Income														-
Admin Revenue from USSC and ST		1,430	1,430	1,430	1,352	1,352	1,352	1,378	1,378	1,378	1,404	1,404	1,404	16,692
Admin Revenue from Other operators		494	494	494	624	624	624	754	754	754	884	884	884	8,268
Auction Day Donations														-
Marketing Packages (75/store)		344	344	344	344	344	344	344	344	344	344	344	344	4,125
														-
Total Revenue		10,197	15,197	15,197	15,717	5,717	5,717	6,410	6,410	6,410	7,104	7,104	7,104	108,285

Charity Storage Budget

	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Total 2017
Other													-
OTHER													-
Total Other fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash/Accrual Adj													-
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)
Total CASH/ACCRUAL ADJ	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	500	11,500
Total Expenses/Outflows	9,694	7,494	7,794	7,962	8,462	8,262	8,500	10,900	10,350	9,037	10,237	9,537	108,228
Monthly Surplus/Loss	503	7,703	7,403	7,755	(2,745)	(2,545)	(2,089)	(4,489)	(3,939)	(1,933)	(3,133)	(2,433)	10,602
Running Cash Balance	20,000	20,503	28,206	35,609	43,364	40,619	38,074	35,984	31,495	27,556	25,623	20,057	
Charitable giving:													
SSA Contribution	293	293	293	340	340	340	393	393	393	447	447	447	4,420
Kure It Donations	2,044	2,044	2,044	2,309	2,309	2,309	2,636	2,636	2,636	2,964	2,964	2,964	29,858
Facility choice	593	593	593	749	749	749	905	905	905	1,061	1,061	1,061	9,922
Charity Storage choice	1,430	1,430	1,430	1,352	1,352	1,352	1,378	1,378	1,378	1,404	1,404	1,404	16,692
Total:	4,359	4,359	4,359	4,749	4,749	4,749	5,313	5,313	5,313	5,876	5,876	5,876	60,892