

Charity Storage[™] Connections



Raising funds for local, national & international charities through Charity Storage auctions

April 2018

Thank you for helping us raise over \$400,000 for charity!

Who We Are

Charity Storage is the **Official Charity Partner** of the **Self Storage Association**, and the first national storage industry charity. Recently we also became a **Charity Partner** of the **ISS World Expo, Storelocal** and the **NVSSA**, as well as an **Affiliate Partner** of the **AZSA**.

We collaborate with self storage facilities throughout United States and Canada to raise funds for **local, national and international charities** by using existing industry resources and processes.

What We Do

- Help **establish** donation **Drop-Off Points**
- **Manage** charity auction **operations & accounting**
- **Provide** national and online **marketing opportunities**
- **Facilitate giving back** to our communities

Partnered with the



- **60%** of auction funds are given to the facility's chosen charity
- **20%** to Kure It Cancer Research
- **10%** to the SSA Foundation Scholarship Program
- **10%** is retained by Charity Storage to help underwrite administrative costs

Angel Sponsors (10k+/Year)





WESTPORT PROPERTIES, INC.

Sustaining Sponsors (\$3k/Year)



In-Kind Sponsors



WESTPORT PROPERTIES, INC.

Founding Sponsors

(\$10k Initial Investment)



AZSA & Charity Storage Launch the "Help Heroes Heal" Campaign

Throughout 2018, **Arizona Self Storage Association (AZSA)** is encouraging self-storage businesses to enroll in the **Charity Storage Giving Back Program** and conduct auctions to benefit **wounded Veterans organizations**.

Charity Storage and AZSA are asking its members to enroll in Charity Storage, choose charities that benefit wounded Veterans, and conduct charity auctions at the same time as their regularly scheduled foreclosure auctions or online. This campaign will culminate in a statewide series of auctions in November 2018, in honor of **Veterans Day**.

Inspired by **Sherman Gillums, Jr.**, a severely wounded service member turned Veterans advocate, and **Keynote Speaker at the Operational Symposium of the 20th Annual Arizona Self-Storage Conference, September 26-27, 2018**, American Veterans (of which Gillums is Chief Strategy Officer), will also be the beneficiary of the charitable efforts at the **AZSA Golf Tournament, September 25, 2018**.

Sherman Gillums, Jr.'s story will motivate, challenge, and energize you to serve those who served and suffered. One of his main points is that everyone can help, as a part of their daily life. "Life breaks everyone at some point," he says. "Whether it's cancer, loss of a loved one, illness, or injury, we're all bound by the moment – the duty – to draw upon our inner strength...We're all in this together... (so) don't pass the buck and assume someone else will help, because you may be the only one." **Be the one.**

Owners and managers designate a rental unit as the **Charity Storage Unit**, collect abandoned and donated items in the unit, and auction the unit off for charity. A **Charitable Donation Receipt** is provided for all donations.

When an AZSA member facility sells the contents of their **Charity Storage Unit** in a live or online auction, the proceeds will be **distributed quarterly** to the **Wounded Veteran's Charity Chosen by the Facility (60%)**, **Kure It Cancer Research (20%)** and the **Self Storage Association Foundation Scholarship Program (10%)**. Charity Storage retains 10% to help cover administrative costs and is able to accomplish this by receiving Sustaining



**Charity
Storage™**

Sponsorships from storage industry operators and vendors.



Sherman Gillums, Jr.



Storelocal Names Charity Storage Their Preferred Charity Partner

The partnership between Charity Storage and [Storelocal](#) will encourage member owners and operators to participate in the **Charity Storage Giving Back Program**.

Storelocal is a **cooperative** of self storage **owners and operators** working together to solve industry challenges. Co-Op members leverage existing and new resources to provide **solutions for customer acquisition, operational services and technology products**, thereby bridging the efficiency gap between the top national operators and online reservation systems. Emerging as one of the nation's most successful member co-op organizations, Storelocal now has member-owned facilities in 42 states, as well as in Canada.

Robert Chiti Takes the Helm as Charity Storage Chairman of the Board

Robert Chiti is the founder and CEO of [OpenTech Alliance, Inc.](#), a leading supplier of self storage technology solutions. Robert sits on the Board of Directors of [Storage Treasures](#), LLC, the [California Self Storage Association](#) and now Charity Storage. He served on the National [Self Storage Association](#) Board from 2014 – 2016, has published many articles and presents regularly at industry events. As of April 2018, he is also the Charity Storage **Chairman of the Board**.

We are deeply grateful to **Lance Watkins** for his inspiring leadership as Charmian. Lance, who conceptualized and Founded Charity Storage with **Barry Hoeven** ([US Storage Centers](#) & [Westport Properties](#)), remains on the Board. As **Founder and Chairman**, he has been instrumental in Charity Storage's continuing success and remains dedicated to our mission. Lance is also a StorageTreasures.com Board Member, the founder and CEO of [Storage Outlet](#) and the CEO of [Storelocal](#).

Current Board Members also include **Lisa Barth-Chiappetta** ([Barth Storage](#)), **Shelby Beck** ([Extra Self Storage](#) & [NVSSA](#) BOD), **Anne Mari DeCoster** (Exec. Director [AZSA](#)), **Troy Downing** (CEO [AC Self Storage](#) &



Managing Member of [SAGE Insurance Services](#)), [Jamey Fawcett](#) (President and COO of [Accent Building Restoration-ABR](#)), [Chuck Gordon](#) (CEO [SpareFoot.com](#)), [Sue Haviland](#) ([Haviland Storage Services](#)), [Nancy Martin-Wagner](#) (VP Marketing at [Chateau Products](#) & Chair of the [SSAF BOG](#)), [Asad Rahman](#) ([Project Enlighten](#)).

AUCTION

Highest Total Raised 1st Quarter 2018 by Operator

US Storage Centers	\$9,845
SKS Management	\$2,390
StorQuest Self Storage	\$1,902
Urban Self Storage	\$1,130
Pegasus/Central Self Storage	\$530
Stor All Self Storage	\$420
Chesapeake Self Storage Plus	\$310
Great Value Storage	\$300
Watchman Properties	\$260

Highest Auction Total 1st Quarter 2018 Individual Facility

USSC - Costa Mesa	\$1,590
USSC - Alhambra	\$1,494
USSC - Mission Viejo	\$1,040
Saf Keep Milpitas (SKS)	\$1,035
USSC - Long Beach	\$810
USSC - SouthCoast SS	



SSA Sets Spring Conference Record with More Than 1,500 Attendees!

The SSA would like to thank the more than 1,500 storage operators, managers and vendors who gathered at the **Rosen Shingle Creek** resort in Orlando last week to help make it our most attended **Spring Conference & Trade Show** ever. Attendees were treated to top-notch speakers, sessions, round table topics and networking opportunities, as well exposure to the top companies and products in the industry on the trade show floor.



- \$600
- StorQuest - Denver/Evans**
\$560
- USSC - Chatsworth**
\$510
- USSC - Tampa**
\$500
- Urban - Lake Spanaway**
\$490
- Urban Metro Heated**
\$450
- Stor All Self Storage**
\$420
- American Mini Storage**
\$360
- Great Value Storage - Houston**
\$300
- USSC - Ft. Worth Triangle**
\$300
- Best Price Storage (Watchman)**
\$260



Charity Storage is very fortunate to be the **Official Charity Partner** of the **Self Storage Association**. The SSA makes it possible for us to have a presence at the **Spring and Fall Trade Shows**, allows us to conduct **Round Table Discussions** and gives us ongoing support for our efforts in helping the storage industry **give back to our communities**.

SSA 2018
FALL CONFERENCE &
TRADE SHOW

Caesars Palace, Las Vegas
September 4-7, 2018

SELF STORAGE VALUATION & ACQUISITION COURSE
MAY 7-9, 2018
THE ROSEN CENTRE HOTEL
ORLANDO, FLORIDA

Sponsored by:
LIVE OAK BANK | STORAGE STRUCTURES | OASIS OUTSOURCING | Marcus & Millichap THE MELE GROUP

CALIFORNIA SELF STORAGE ASSOCIATION

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ISS NEWS



An Industry that Sizzles: From Novice to Expert, Inside Self-Storage World Expo Attendees Are Hot to Trot

The [2018 Inside Self-Storage World Expo](#) in Las Vegas drew more than 3,500 industry professionals from worldwide to network and gain knowledge about this “hot” industry.

“The self-storage industry is a magnet for discerning professionals, and we want to help them make sound decisions,” says ISS Vice President Teri Lanza. “We provide the tools so attendees leave feeling confident in their decision-making ability and equipped to tackle challenges. It’s our privilege to serve the community this way, and the success of the 2018 event was an incredible validation of our efforts.”

One of the hallmarks of the ISS World Expo is its superb education program. This year it included 45 seminars, eight workshops, 20-plus round table discussions, two open-forum Q&As, several vendor presentations and other options. Nearly 100 presenters provided insight on building, investing, ownership, management, marketing and more.

ISS World Expo named Charity Storage a Charity Partner this year. This was exciting news and we are honored to collaborate with the ISS team to help raise funds for charities through Charity Storage auctions! We look forward to the **2019 ISS World Expo April 1-4 at the Mirage Hotel in Las Vegas.**

NEW OPERATOR SPOTLIGHT

A-1 Self Storage

www.a1storage.com

[A-1 Self Storage](#) was a founding sponsor of Charity Storage believing in giving back to the communities in which we all live.

Recently A-1 Self Storage joined the **Charity Storage Giving Back Program**, enrolling over 50 of their facilities. Brian Caster, President of A-1 Self Storage has always been incredibly philanthropic by conducting charity auctions benefiting their chosen charity, **Serving Hands International**.

By choosing to participate in Charity Storage, **60%** of auction proceeds generated by Charity Storage Auctions at A-1 Self Storage facilities will be given to their chosen charity **Serving Hands International**. **20%** will be donated to **Kure It Cancer Research** and **10%** to the **Self Storage Association Foundation Scholarship Program**.

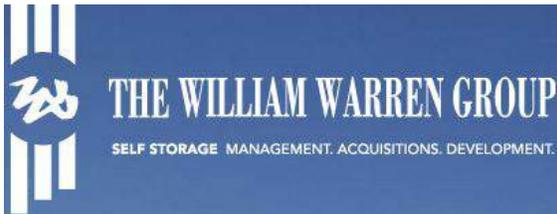
A-1 Self Storage has always been committed to building strong, vibrant communities and improving the quality of life for people around the world. They are deeply involved in the communities they serve, as well as supporting global charities. As a company, they are dedicated to giving talents and resources to those that need help the most.





Kure it
cancer research

EXISTING OPERATOR



One of Charity Storage's greatest supporters, [StorQuest Self Storage](#) is one of the largest contributors to the **Charity Storage Giving Back Program**. We look forward to their continued success!

StorQuest has selected to donate the **60%** of its auction proceeds to the following organizations.

- [The Chill Foundation](#)
- [American Cancer Society, Stockton](#)
- [Heal the Bay](#)
- [Big Brother, Big Sisters of Hawaii](#)
- [TGen](#)
- [Children's Fund](#)

They also contribute **20%** to [Kure It Cancer Research](#) and **10%** to the [Self Storage Association Scholarship Program](#).

CHARITY FOCUS



Supported by Charity Storage Auctions conducted by [A-1 Self Storage](#), [Helping Hands International](#)'s mission is to serve the poorest of the poor by helping them to be restored to self-sufficiency, dignity and hope. They do this by providing food, shelter, medical aid, education, and spiritual support.

Serving Hands International was established as a nonprofit 501(c)(3) public charity in 1982. Since its inception, SHI has been able to designate 100% of all funds directly to working with the people they serve. This is made possible by private donors who have pledged to pay all administrative costs associated with SHI's operations.

SHI's mission is founded on the belief that human life is sacred and that the dignity of the human person is the foundation of society. Every person has a fundamental right to life and a right to the necessities required for human decency. These rights lead us to fulfill the responsibilities we have for one another, our community, and the world.

Our society's progress is reflected by the condition of our most vulnerable members. And so we are moved by love and responsibility to put the poor and vulnerable first.



What We do

Smith helps people living in extreme poverty by partnering with local, on-the-ground organizations that serve people in need. We have a variety of programs to combat the greatest needs faced by the people we help including:



Food Distribution



Portable Buildings



Medical Aid



Education



Spiritual

NEW OPERATOR SPOTLIGHT

Watchman Properties



[Watchman Properties](#) is a Utah-based real estate investment and development firm focused on the acquisition of core-plus and value-add properties both in the Sun-Belt and Intermountain West Regions.

Their goal is to create wealth through low-leveraged, income-producing commercial real estate at discounts to replacement costs with long-term holding periods. They value-enhance the properties that were acquired through in-house aggressive management and a hands-on approach.

They have elected to support the [Wounded Warrior Project](#) through their Charity Storage Auctions, as well as [Kure It](#) and the [SSAF Scholarship Program](#).

Thank you Westport Properties & USSC for Your Continued Support!



WESTPORT PROPERTIES, INC.



[Westport Properties](#), Inc., and [US Storage Centers](#) (USSC) were founded in 1985 and 1998 respectively by [Barry Hoeven](#), who is also the Founder of [Kure It Cancer Research](#) and Co-founder of [Charity Storage](#)) and specialize in the self storage industry.

[USSC/Westport](#) are one of our wonderful **Angel Sponsors**, who give financial and in-kind support in excess of **\$10,000 yearly**. Their generous contributions allow Charity Storage to give **90% of all auction proceeds to other charities!**

USSC not only participates in our program, but consistently generates the **highest auction totals**. Westport Properties has been the bedrock of support by helping to underwrite administrative and marketing costs, providing office space and much more.

We are grateful for their commitment to the Charity Storage Giving Back Program and to continuing Barry's Legacy!



Charity Storage

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