



Charity[®]
Storage

2021 Financial Report



Board of Directors

+ **Robert A. Chiti – Chairman**
- CEO of OpenTech Alliance

+ **Sue Haviland – Vice Chair**
- Owner of Haviland Storage Services

+ **Anne Mari DeCoster – Secretary**
- COO of Storelocal

+ **Melissa Vines – Treasurer**
- Controller at StorageTreasures

+ **Shelby Beck – Board Member**
- President of Business Operations at Extra Self Storage

+ **Mario Macaluso – Board Member**
- President and Founder of Best Self Storage Insurance

+ **Lance Watkins – Founder/Board Member**
- CEO of Tenant Inc.

+ **Brandon Snyder – Board Member**
- Director of Business Development at Storsmart Bader Insurance

+ **Jamey Fawcett – Board Member**
- President and COO of Accent Building Restoration

+ **Troy Downing – Board Member**
- CEO of AC Self Storage Solutions

+ **Lisa Barth-Chiappetta – Board Member**
- Owner and Manager of Barth Storage

What is Charity Storage?



Founded in 2011, Charity Storage is an independent 501(c)3 national self storage industry nonprofit that partners with local storage facilities to raise funds to support charities throughout the United States.

How Does Charity Storage Work?

- 1) Provides a method for storage operators to raise funds for their specific charity without requiring them to make cash donations.
- 2) Donated and abandoned items are placed into a vacant unit and the contents are staged and sold at auction.
- 3) Charity Storage distributes the proceeds as follows:
 - a. 60% to the operators designated charity
 - b. 20% to Kure It
 - c. 10% to SSAF
 - d. 10% is used to fund Charity Storage operations

Sample of Participating Operators



Marketing Support

- ♡ Manager training & tips
- ♡ Marketing kit including signage
- ♡ Press Releases
- ♡ Local charities to donate to
- ♡ Social media advertising





Charity Storage donated
\$111k to US Charities in
2021



\$14,444
Donated to
SSAF in 2021

An average of
19 students have
benefitted from
Charity Storage's
contribution over the
years

Charity Storage has
contributed
\$58,555*
to the SSAF Foundation
Scholarship Program

**Total contributed to SSAF since inception of Charity Storage*





Charity Storage has
contributed
\$232,566*
to Kure It Cancer Research

\$57,748

Donated to
Kure It in 2021

**Total contributed to Kure It since inception of Charity Storage*





In the News



**Charity Storage hosts
Paws for a Cause at SSA
2021 Fall Conference**



[Read Full Story](#)



**A Legacy Lives on:
Westport Properties Keeps
Community at Its Core with
Charity Storage**



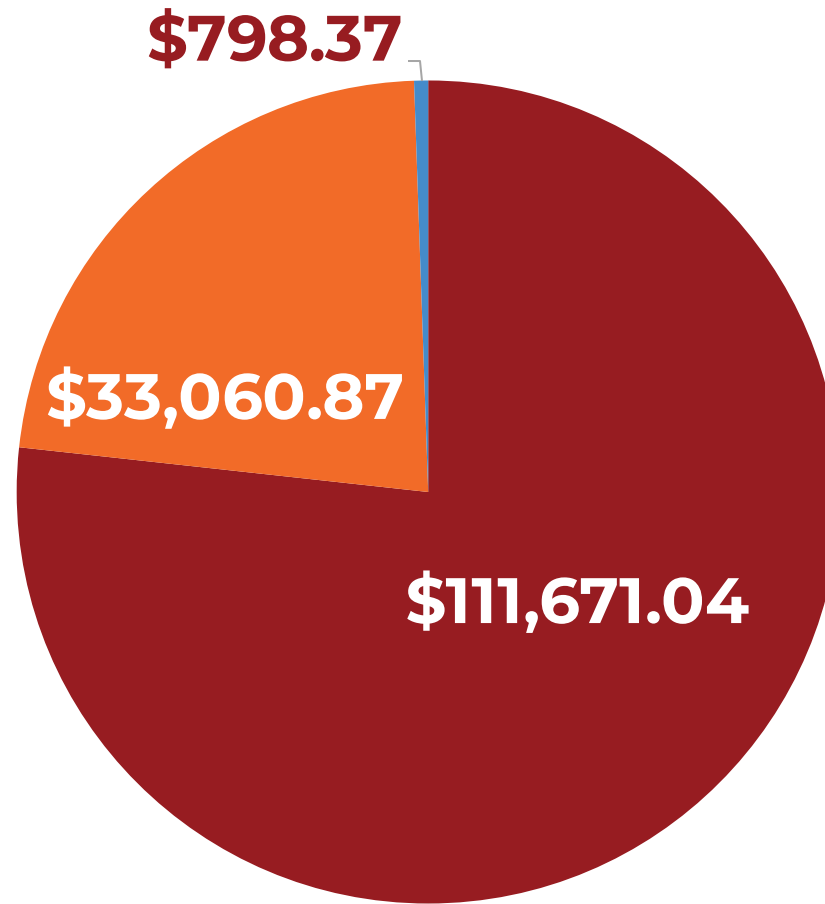
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**Connecting With
Communities:
Strengthen Your
Brand Through
Charity Storage**

2021 Revenue

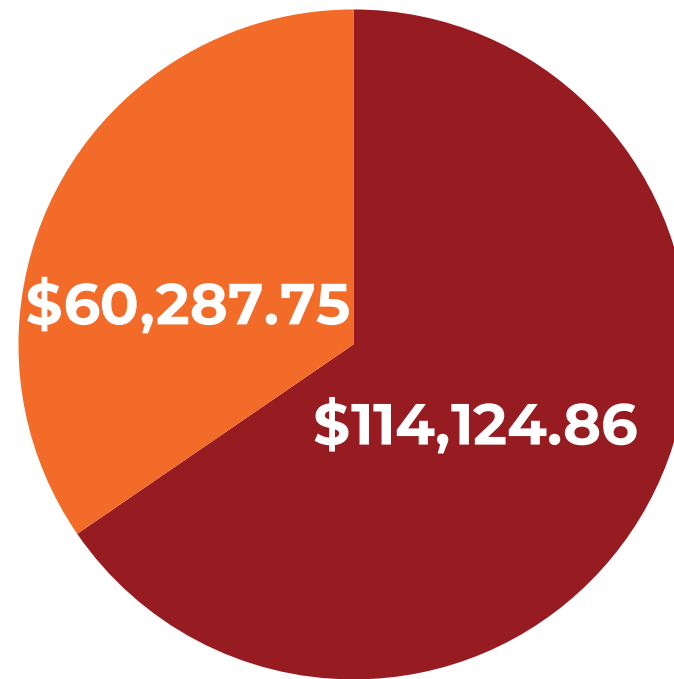


Total
\$145,530.28

■ Auctions ■ Sponsors ■ Donations

**Charity operates on cash basis accounting and issues charity donations x2 per year*

2021 Expenses



■ Charitable Donations ■ Admin

2022 Projected
Expenses :

\$26,000

as a result of volunteer &
OpenTech Alliance
contributions

**Charity operates on cash basis accounting and issues charity donations x2 per year*

Meet Our Team



Mario Macaluso



844.945.3387

mariom@charitystorage.com



**Charity[®]
Storage**





THANK YOU!



www.charitystorage.org