

SSBC Scorecard

Objective:

Create approach with objective criteria that measures the operations of a storage facility. This includes business processes, use of automation tools and technology, and physical aspects of the facility. The importance of an efficient operation increases when supply exceeds demand.

- Business Hours
- Management Cost
- Aligned Incentives
- Phone coverage
- Website
- Google presence
- Computer system
- Automation
- Cameras
- Contact Free Rentals
- Curb Appeal

How do these factors collectively influence the bottom line?

What does your competition measure up?

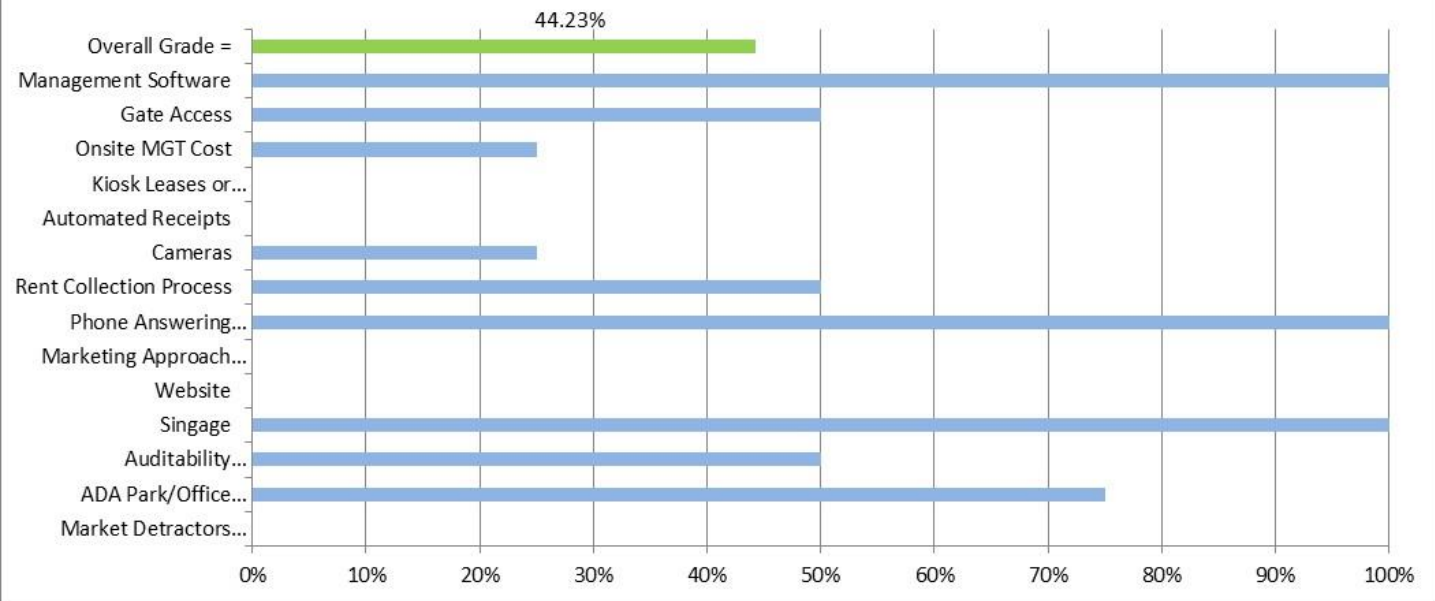
Is performance dependent on the owner, or is it a function of the underlying business processes? Would you leave your site for a day? For a week/ a month? A year?

- Objective measurement of overall business
- Drives process improvement and standardization
- Drives business to be a function of processes, not individuals



SSMC Scorecard

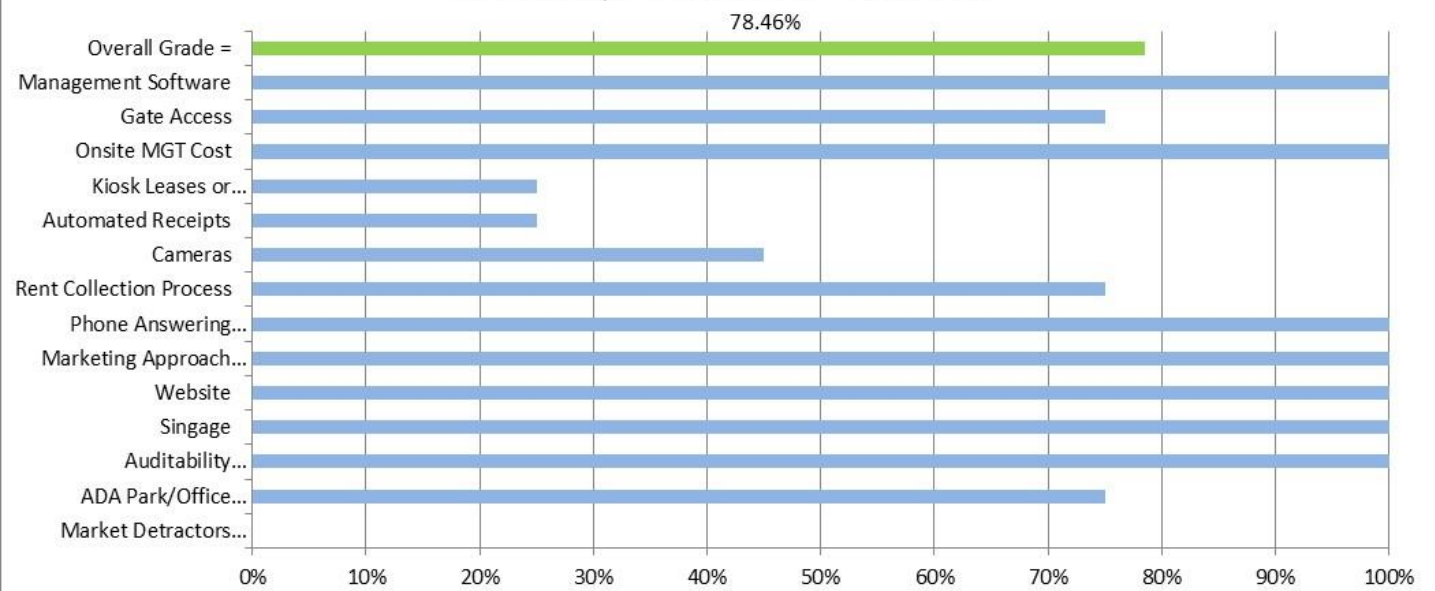
Cal Storage Scorecard - June 2016



SSMC L067 For the 12 months ended 31 August 2021

	Aug-21	Aug-20	Aug-19	Aug-18	Aug-17
Revenue					
Dividend Income	26.34	121.65	123.73	85.31	26.06
Fee Income	14,377.00	14,386.47	20,310.50	15,032.39	14,539.80
Insurance Income	34,938.73	25,810.39	18,607.33	19,596.57	24,144.04
Penske Truck Commission	34,371.67	12,841.46	23,159.47	23,963.01	25,781.20
Rent Income	498,378.33	466,489.49	449,640.95	432,534.93	410,676.68
Sales of Inventory	805.75	811.72	1,076.85	799.69	1,397.22
Total Revenue	582,897.82	520,461.18	512,918.83	492,011.90	476,565.00

Cal Storage Scorecard - Oct 2016



SSMC – A few of The Results

Income Statement For the 12 months ended 31 August 2021

	Aug-21	Aug-20	Aug-19	Aug-18	Aug-17	Aug-16	Aug-15
Revenue							
Fee Income	20,972.00	19,450.00	29,914.75	35,021.55	28,377.84	25,549.57	20,161.40
Insurance Income	56,939.15	45,236.88	39,311.43	43,379.73	49,105.94	14,183.86	2,400.45
Interest Income	30.23	79.74	69.58	68.92	58.97	55.77	36.62
Other Income	20.00	0.00	0.00	0.00	0.00	3,257.88	2,513.20
Rent Income	952,265.06	878,438.62	831,548.20	789,508.80	733,439.91	670,921.37	418,796.25
Sales of Inventory	0.00	57.55	0.00	0.00	0.00	0.00	393.75
Total Revenue	1,030,226.44	943,262.79	900,843.96	867,979.00	810,982.66	713,968.45	444,301.67

Income Statement SSMC L067 For the 12 months ended 31 August 2021

	Aug-21	Aug-20	Aug-19	Aug-18	Aug-17
Revenue					
Dividend Income	26.34	121.65	123.73	85.31	26.06
Fee Income	14,377.00	14,386.47	20,310.50	15,032.39	14,539.80
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Penske Truck Commission	34,371.67	12,841.46	23,159.47	23,963.01	25,781.20
Rent Income	498,378.33	466,489.49	449,640.95	432,534.93	410,676.68
Sales of Inventory	805.75	811.72	1,076.85	799.69	1,397.22
Total Revenue	582,897.82	520,461.18	512,918.83	492,011.90	476,565.00

Income Statement SSMC L088 For the 3 months ended 31 August 2021

	Aug-21	May-21	Feb-21	Nov-20	Aug-20	May-20
Revenue						
Fee Income	2,597.00	3,275.00	2,721.00	2,579.00	1,307.00	1,266.01
Insurance Income	8,457.79	7,513.88	5,930.20	5,666.00	5,041.00	4,583.13
Rent Income	83,111.46	74,817.78	63,735.29	64,013.72	53,499.10	50,251.98
Sales of Inventory	156.01	264.04	288.01	192.00	240.00	156.01
Total Revenue	94,322.26	85,870.70	72,674.50	72,450.72	60,087.10	56,257.13

