Financial Analysis

U-haul International | 2727 N Central Ave, Phoenix, AZ 85004

Life Storage Same Store

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# Change Log

|  |  |  |
| --- | --- | --- |
| Date | Version | Change |
| 10/28/2020 | 0.1 | Creation of Document |

< Insert color code for highlighted file names >

# Process Overview

Like the quarterly acquisitions report, this report calls for the aggregation of income statement and occupancy metrics for a specific group of properties. Here, the goal is to match Life Storage (LSI) and their methodology for “Same Store” comparisons. The methodology details can be found within the spreadsheet. Center inclusion is assessed at the end of their fiscal year (Dec). In order to eliminate time bias in comparison, center inclusion will also be assessed December even though U-Haul’s fiscal year end is March.

With regards to the income statement data, we are interested in using Robert Manley’s (Senior Financial Analyst) data which includes adjusted GL figured. Here, adjustments refer to erroneous entries in repair & maintenance expense and similar line items as deemed appropriate by Rob. Additionally, there is a split made for capturing U-Box revenue and expenses within the center conducting the transaction. This split is done because the default treatment of U-Box expenses is to roll them up into a central entity here within the U-Haul towers. As a result, if we do not match the expenses back to the specific center, we would overstating revenues for centers which have a U-Box operation.

This form of adjustment to the GL is referred to as “Lender Trends” because it is what Rob uses in his lender reporting; we would like to match that methodology. There are three scripts that need to be run in order to accomplish this goal, described below. Additionally, occupancy metrics are also compiled for the life storage center set. The full process can be seen below.

1) **Upload lender trend data into SQL**

Scrip1: **Lender Trend Upload**

Table1: **Lender\_Financing\_Trends**

Script2: **Lender U-Box Upload**

Table2: **Lender\_Financing\_Ubox**

Script3: **Lender Adjustment Upload**

Table3: **Lender\_Financing\_Adjustments**

DB: **SAP\_Data**

All of these scripts can be ran from within the following:

Script4: **Lender Data Uploader**

2) **Export SQL table data into relevant spreadsheets**

File1: **LS Same Store IS**

3) **Life Storage Occupancy Metrics**

3) Update Quarterly Acquisitions Dashboard (Power BI)

1. Check the date range on most queries, ensure they end at quarter end date (IS, Occ, Center list).

2. Update “fiscal\_dates” table within DEVTEST SQL table

a. This controls the dashboards orientation for fiscal year aggregation (Occupancy metrics).

b. Use, “insert into” sql statement on table [DEVTEST].[dbo].[fiscal\_dates]

3. Check totals against income statement spreadsheet.

a. These should be the same.

## Objective

Provide insight on new acquisition performance over time. By compiling these metrics, we can conduct acquisition type specific metrics and thus improve our understanding of said property types prior to making a purchase decision.

## Frequency

Quarterly with the intent to move this monthly

## Audience

Jason Berg & Financial Analysis Team

## Deliverable

1. **Excel Spreadsheets for Income Statement + Occupancy**
   1. *LS Same Store IS*
   2. *LS Same Store Occ*
   3. *Quarterly Acquisitions IS*
2. **Quarterly Acquisitions Power BI Dashboard (Income Statement + Occupancy)**

***Link***

https://app.powerbi.com/groups/me/reports/bf73089c-7ddf-43d0-bb06-51d5e76b0013?ctid=286cb7d9-1ace-446a-b287-ce1484fc2f45

## Data Sources

|  |  |  |  |
| --- | --- | --- | --- |
| Name | Description | Type | Notes |
|  |  |  |  |
|  |  |  |  |

# Pseudo Code

# File Path(s)

***smartsheet\_api\_master.py***

[\\adfs01.uhi.amerco\departments\group\MIA\UHI\uhi\_analytics\uhi\monthly\smartsheet\_api\_master.py](file:///\\adfs01.uhi.amerco\departments\group\MIA\UHI\uhi_analytics\uhi\monthly\smartsheet_api_master.py)

***center\_list\_update.py***

*C:\Users\Noe\_N\OneDrive\Projects\R Projects\Post Acquisition\center\_list\_update.py*

***center\_list\_maintenance.py***

*C:\Users\Noe\_N\OneDrive\Projects\R Projects\Post Acquisition\center\_list\_maintenance.py*

***IS\_compilation.py***

*C:\Users\Noe\_N\OneDrive\Projects\R Projects\Post Acquisition\IS\_compilation.py*

***IS\_Excel\_output.sql***

[\\adfs01.uhi.amerco\departments\group\MIA\UHI\uhi\_analytics\uhi\quarterly\Quarterly Acquisitions\SQL\IS\_Excel\_output.sql](file:///\\adfs01.uhi.amerco\departments\group\MIA\UHI\uhi_analytics\uhi\quarterly\Quarterly%20Acquisitions\SQL\IS_Excel_output.sql)

***Lender Trend Adjustments***

*\\adfs01.uhi.amerco\departments\group\MIA\Alex\python\_wdir\Lender\_Trend\_Adjustments*