







*How many people support your school (or charity)? Alumni, faculty, students, parents, fans, partners, donors, etc? Estimate?

_____ (please remember this number)

*If I had a box full of stuff or a whole house full of unwanted items that I wanted to donate to help your school. Is there a process or a third party that I could give my stuff to that would benefit the school?

*If a school owned acres and acres of a rich and recurring natural resource that grew back every year and has for over 100 years. Would they harvest, allocate, and utilize that resource or would they let it go to waste? Would they let others harvest it with no gain?



Or



Let's use you for example.

*Do you have too much stuff in your home? Maybe in the garage, closet, attic, shed, or basement?

*Have you ever donated stuff to a broad-based mission like Goodwill?

*When you donate to a broad mission, can you specifically name one person who you are helping?

*What if you could help your own child with your unwanted stuff instead? Would you rather do that?

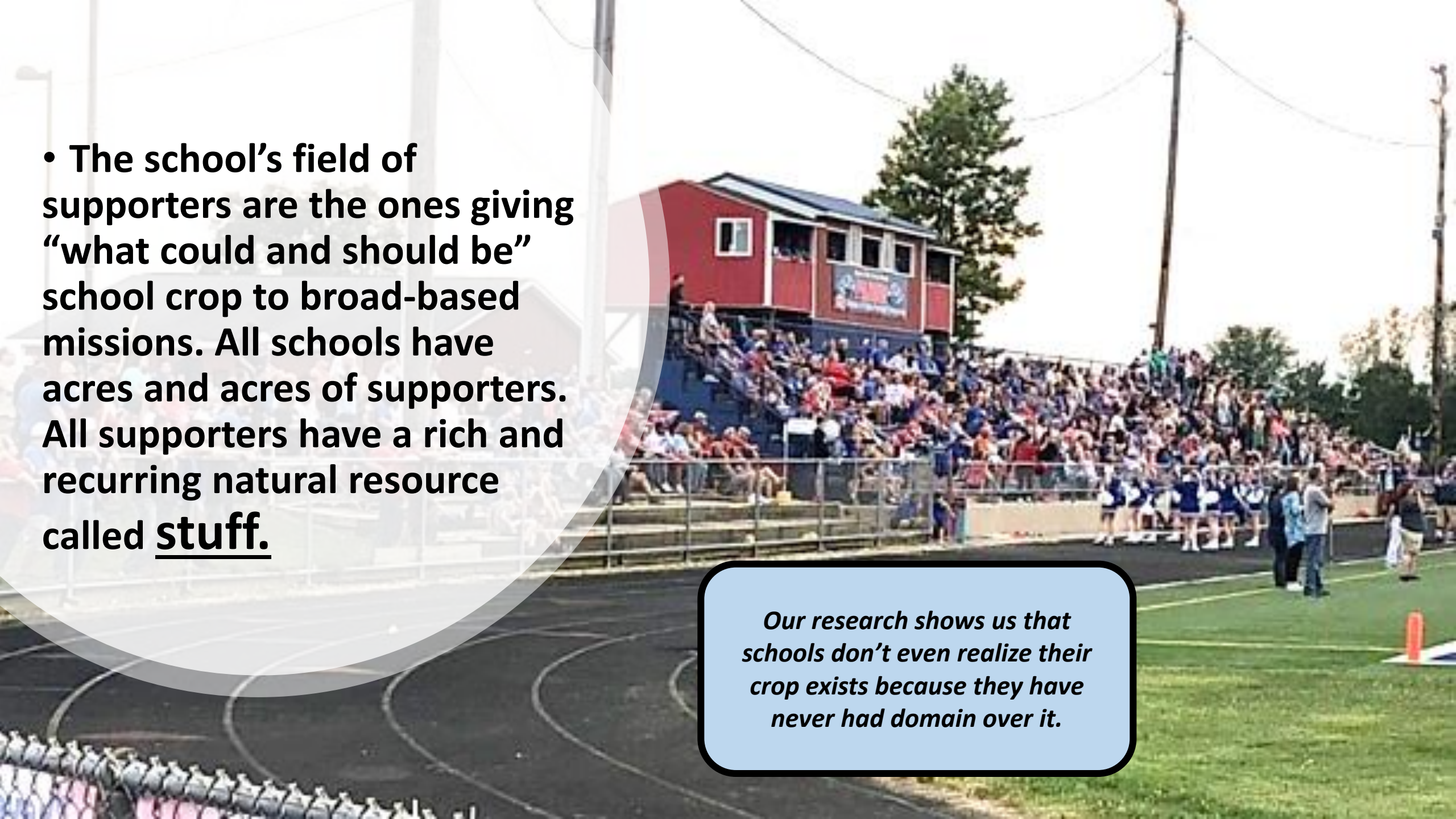
Why Do We Donate to Broad-Based Missions? Is this you?

- **You just want the stuff-junk-clutter-mess out of your life.**
- **Because it is so easy and convenient to donate, just pull up and unload your junk. You can even schedule a pickup with some broad missions.**
- **Because it feels like you are helping someone in need, even though we do not know who we are really helping.**
- **Most people do not like to throw away reuse-able items. People donate because they feel it saves resourceful items from ending up in a landfill.**
- **People donate stuff to receive a tax receipt**

The fact is that "stuff" is a very valuable and recurring natural resource. Today's society does not process stuff like it should. It's 2019 and communities have the technology to know and leverage the stock market value of the resource, but we don't.



- **The school's field of supporters are the ones giving "what could and should be" school crop to broad-based missions. All schools have acres and acres of supporters. All supporters have a rich and recurring natural resource called <u>stuff.</u>**



Our research shows us that schools don't even realize their crop exists because they have never had domain over it.

There is good news.

We have built a better way to donate your unwanted stuff.

A way to localize and personalize your donations so that they can help your community.

A way you can help your own child with your unwanted resource called stuff.



Introducing…

YOUR Community STORE

Donate. Buy. Help Students.

Wilmington, Ohio

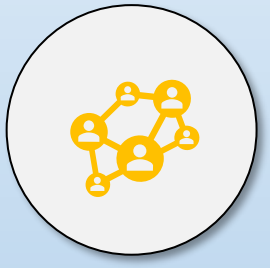
Our Mission



To build a scalable process for all communities where every item donated and sold creates a financial impact for a local student or charity



To give donors of stuff a new way to localize and personalize their donated goods. To create a process that specifically helps who **you** want to help with your non-cash generosity.



To give charities, schools and communities domain of their own resource by maximizing the value of unwanted resourceful items for the community.



To provide a scalable fundraising solution for students and the schools they attend. A fundraiser that creates a residual revenue for all participating students, school groups and charities.



To build a community owned and operated process that gets the right items to the right places. A process that aggressively harvests and allocates unseen resource from and for the communities



To create a “Big Lots” of used items in each community. A new and unique Social Marketplace for the communities to shop and enjoy.

YOUR Community STORE

TIMELINE 2010-2019



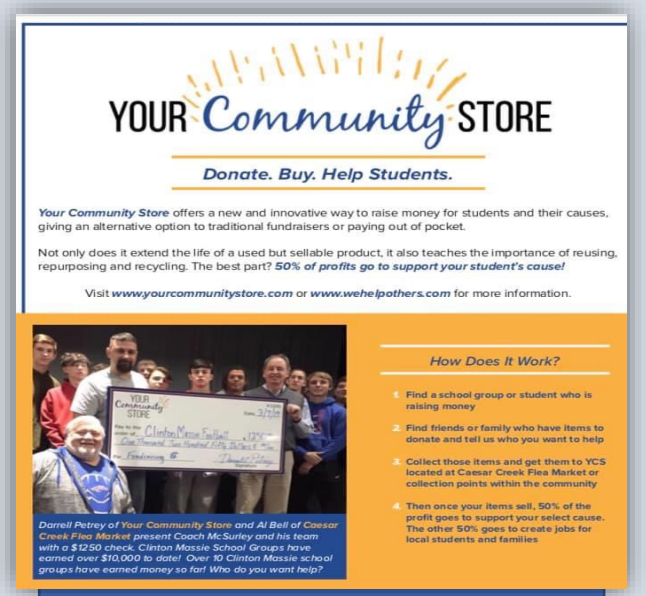
2010
God gave me a vision, Acts 2:17



2015
We built our warehouse



2017
YCS Vision and blueprint was developed



2019
We are having small successes that need duplicated & scaled

2014
We rescued a half million worth of resell-able goods from The GM Moraine plant



2016 We went through Ocean Accelerator



June 2018 YCS was Launched



2020….

?



We Help
OTHERS

OCEAN

oceanprograms.com



Our Ocean Journey



MARK BOWEN | COURIER

We Help Others co-founders Darrel Petrey and Jason Crawford use their experience as treasure hunters to help churches and nonprofits. They estimate the average household has $3,000 worth of sellable items that are cluttering up people's lives. Those households donate those ...to their church, and We Help Others finds ...value, markets them, sells them and gives ...ajority of the sale price to the church.

During Ocean we surveyed and researched the second-hand market. We pivoted from our assumptions to what the market was calling out for.

Our Traction

- YCS's parent company wehelpothers.com was selected to Cincinnati's Ocean Accelerator class of 2016.
- We built and paid for a fully operational warehouse.
- Launched our flagship model in Wilmington, OH. We are having small duplicatable successes that can be scaled.
- This year we have raised over $120k for Clinton County school groups and charities, on a less than 1% community engagement.
- We started with one football team in March '19 and now we are raising money for over 25 separate school groups and charities.
- Our model is working, it makes sense for the community. Our local users are raving about our fundraising process and storefront.
- In Clinton County, students, school groups, and charities are earning money and the pains of fundraising are being subdued.

YOUR Community STORE

Our Process

How Does It Work? It's simple.

- **Instead of relying solely of traditional fundraising like cookie dough, candy bars, and selling products. Now students can collect unwanted stuff from their network of supporters.**
- **Collected items are brought to YCS to earn money. The student's select cause earns 50% of the profits when items they collected sell.**
- **Think about our process like a multi-family yard sale would operate, but for the community. We tag each with a code, when items sell the transactions are recorded into an open book at the YCS checkout counter. At the end of each month we send monthly payouts to the groups who sold items.**

It's that simple.

The Harvest

***We process and utilize these types of crops for communities**

We have designed a combine (our fundraiser) that harvests the crop and a process that maximizes the value for school communities.

- Music Instruments
- Clothing & Apparel
- Sporting Goods
- Tools & Equipment
- Video Games
- Toys
- Collectables & Collections
- Kitchenware
- Jewelry
- Media & Movie Related
- Electronics/ Working or Not
- Oddball & Unique Items
- Books
- Cell Phones
- Artifacts & Memorabilia
- Auto & Car Related Items
- Outdoor & Garden
- Antiques & Vintage
- Primitives
- Handmade items
- Home Décor/Furniture
- Military items
- Pottery & Glass
- Gift Cards & Unwanted gifts
- Industrial & Commercial items
- Metal items/Batteries/Recyclables
- Other Household Items



The Places This Farmer Finds the Crop

The best place,
In your supporter's homes.

Homes	Basements	Garages	Barns
Buildings	Storage	Factories	Churches
Schools	Offices	Auctions	Yard Sales
Businesses	Hospitals	Airports	Cars
Attics	Trash	Recycling Centers	Estates











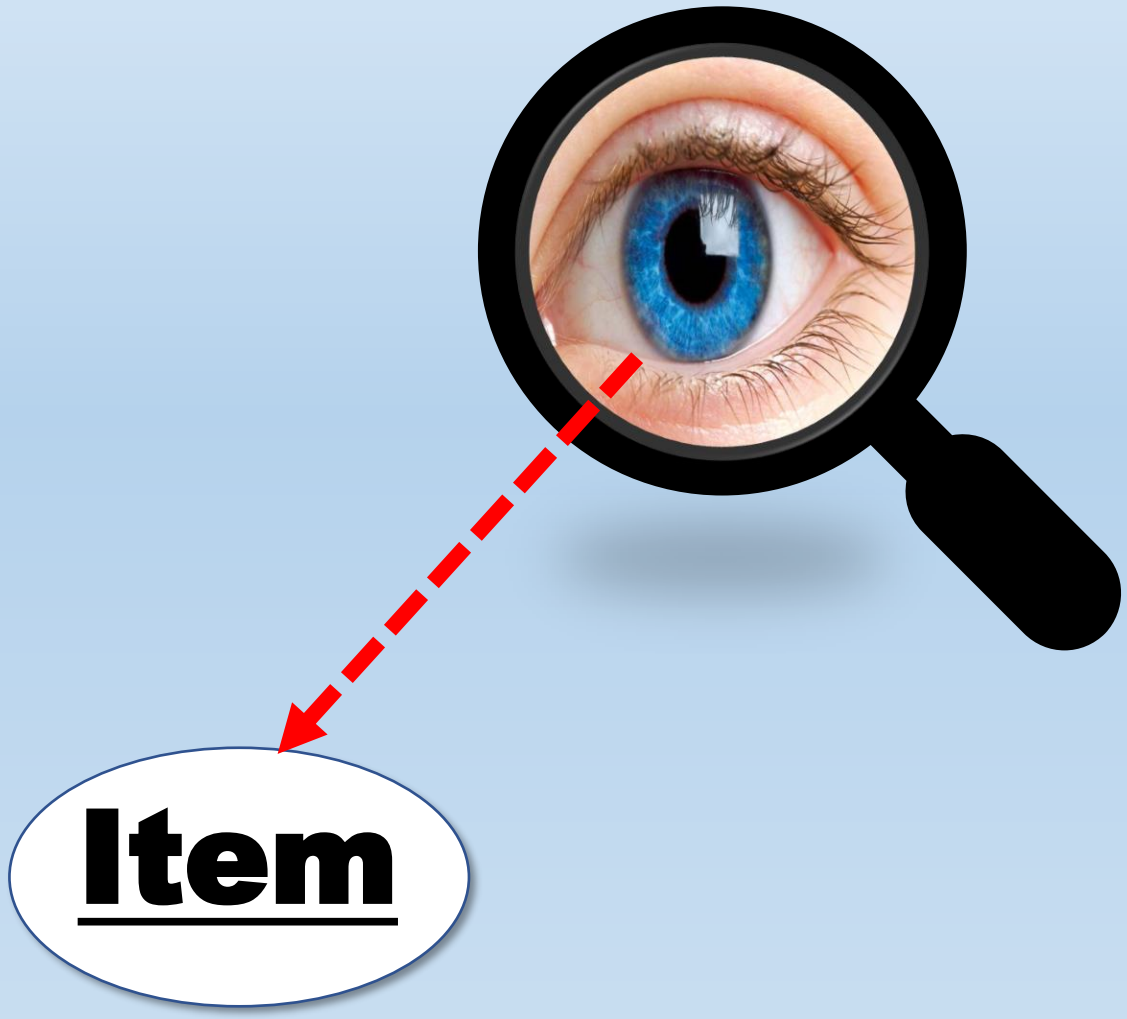


How We Collect the Crop

Collected items are sorted, cleaned, repaired (if needed), evaluated, then sent to one of these places.

****Our process gets the right items to the right places.**

- Online/Warehouse – Online worthy items are listed, sold, & shipped
- Storefront/YCS – Items are sold and the community makes money
- Auction/Local Auctioneer – When the hammer drops $ is earned
- Consolidation/Storage – We consolidate certain items to create value
- Recycled/Recycling Center – Recycling generates revenue
- Donated/Local Charities - Useable goods are utilized by the needy
- Consignment – Sold through a third-party seller Ex. Amazon, EBTH
- Discard/Landfill - Only trash belongs in landfills



These questions are asked to ensure the items go to the right place.

- Is this item sellable?
- What is the value?
- What is the best way to sell this?
- What platform would be the best?
- Is this worth selling online through Amazon or eBay?
- Would this item do well in an auction format?
- Would this item sell in a storefront setting?
- Can this item be shipped?
- If not sellable, is it still useable or recyclable?
- Is this item resourceful or trash?

A storefront fueled by a fundraiser and a fundraiser fueled by a storefront. An ebb and flow process.

Fundraiser = Ebb of Items

- ✓ Students and charities must fundraise
- ✓ Most people have unwanted stuff
- ✓ Students harvests inventory (fuel) for Storefront
- ✓ People will do it to earn money for their cause

Items In

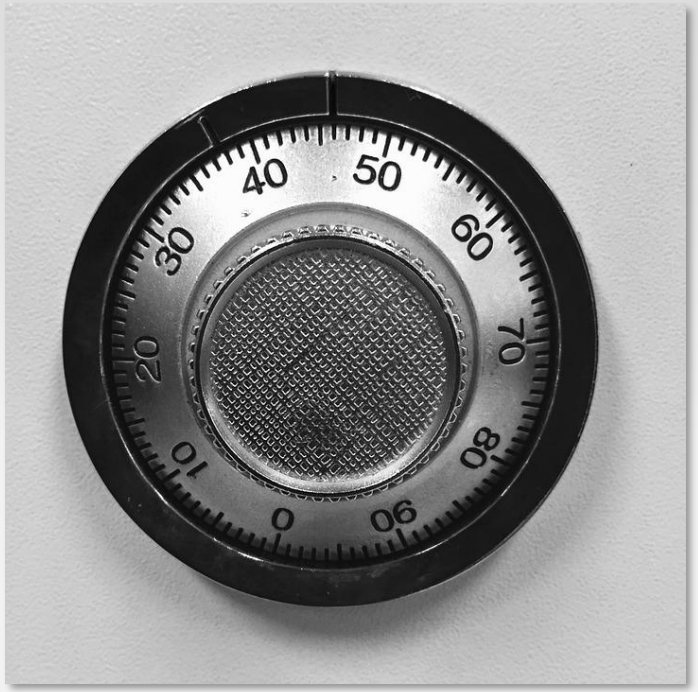


Storefront = Flow of Revenue

- ✓ Everybody needs and buys items
- ✓ Customers are always looking for a deal
- ✓ YCS process sells inventory for Fundraiser
- ✓ Generates revenue for both parties

Items Out

Our process is a new combination of already proven successful business models



- Second-Hand Market / Goodwill
- Retail / Wal-Mart
- eCommerce / eBay
- B2C / Door to Door Sales Companies
- B2B / School Fundraising Companies

YOUR Community STORE



YOUR Community STORE

YCS's Impact on Communities

1. Create employment opportunities for disabled, homeless, and students

2. Helps environment by rescuing lost value and reducing waste

3. Promotes stewardship, cleaning, reusing, repurposing, and recycling

4. Gives communities control of their own rich & recurring natural resource

5. Creates residual revenue and maximizes efforts for fundraising participants

6. Our process educates people how to evaluate the actual value of cast-off items

7. Gives an easier and better way to raise money for students and charities

8. Provides a streamlined and sustainable process that converts unwanted community resource into cash for the community.

9. YCS creates a better reason for people to make a purchase and to donate stuff. Simply to help others.

YOUR Community STORE

Meet Our Donors





















This is what our donor's generosity looks like. A rich, natural, and recurring resource called stuff. Stuff is everywhere we go.

Otherwise known as: Clutter-Junk-Rubbish-Trash-Mess-Hoard-Garbage





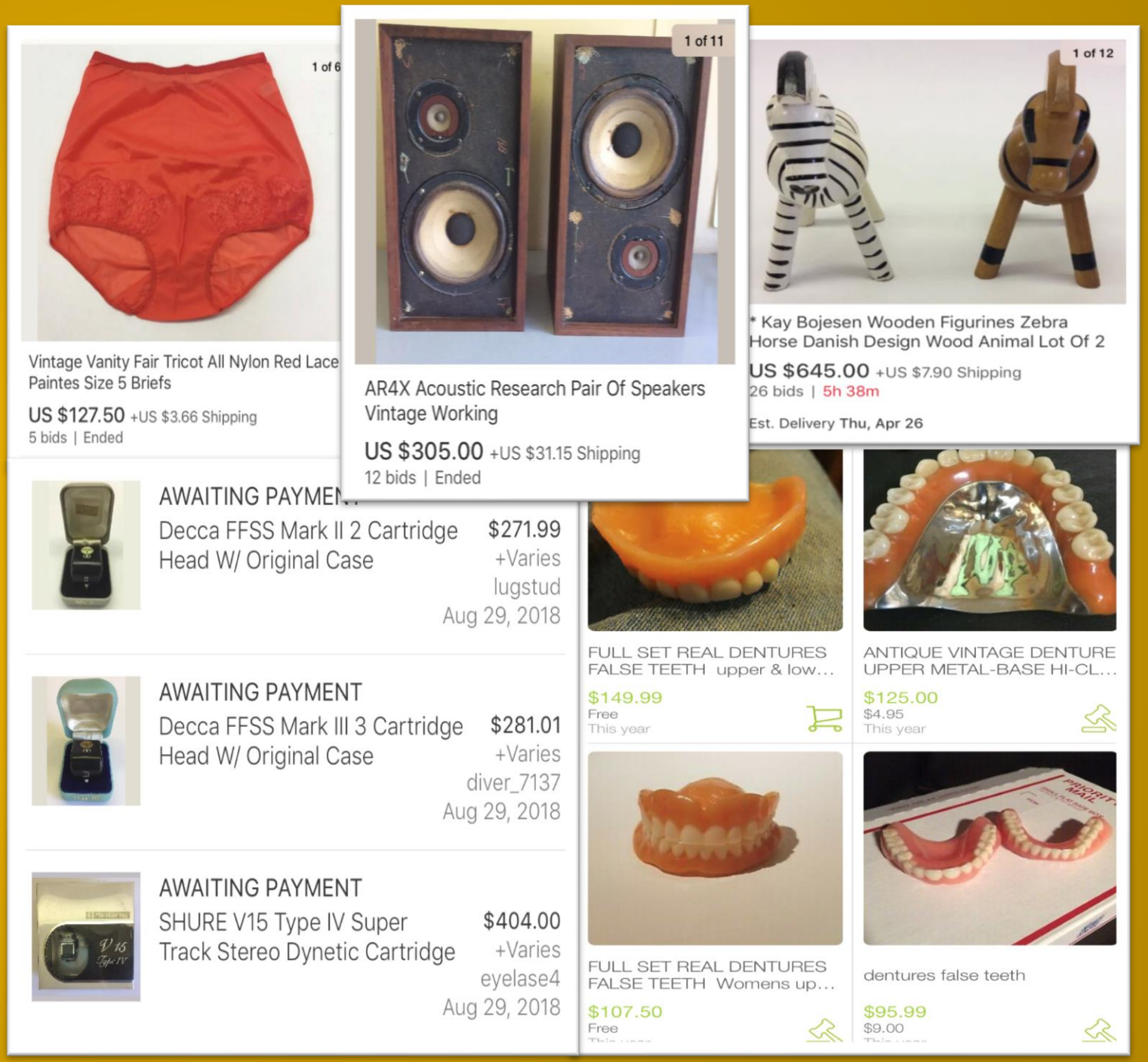




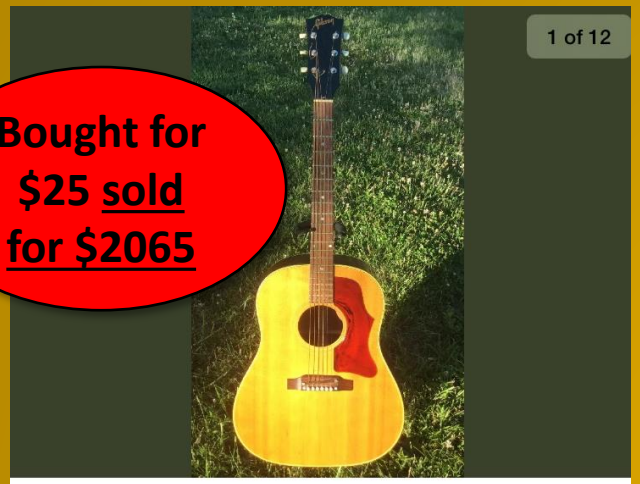
The Obvious Treasures Within



There are millions upon millions of **not-so** obvious treasures out there to be harvested.



Bought for $25 sold for $2065



1963 Gibson Guitar J50 ADJ Acoustic Vintage 6 String Good Player J-50 J-50ADJ

US $1,500 +US $19.60 Shipping
57 bids | 3h 41m

Cast off item saved from landfill



Vintage Camera Lens Carl Zeiss Jena Sonnar 1:2 f=8.5cm Contax Mount

US $932.77 +US $7.20 Shipping
33 bids | Ended



Yasnac Yaskawa MRC JZNC-MPP21E Robot Teach Pendant USED JZNC MPP 21E

$1,200

Found in trash



AXIS COMMUNICATIONS P3367 NETWORK IP RAINTIGHT SECURITY CAMERA W/ P3367…

$900.00 7/6/16

Broken Clock from trash

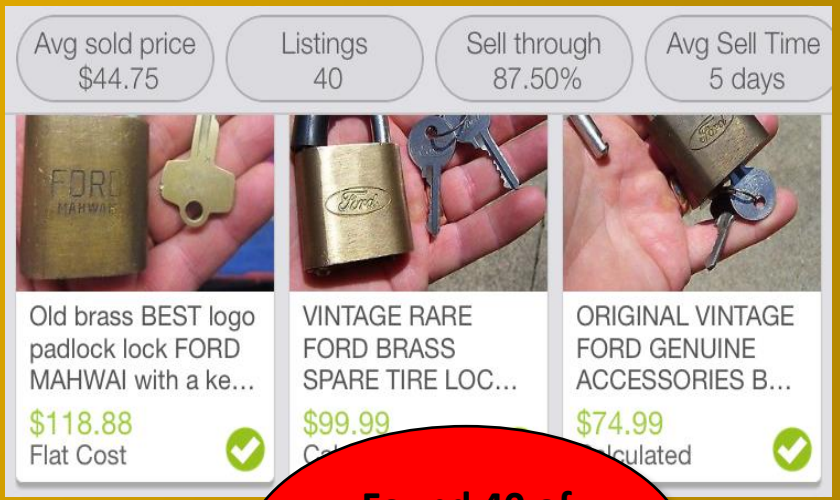


Vintage Linden Anno 1750 Gravity Saw Tooth Wall Clock Parts Repair

US $786.00 +US $12.65 Shipping
15 bids | Ended



This PLC equipment was rescued from being destroyed. Sold for $60,000.



Old brass BEST logo padlock lock FORD MAHWAI with a ke…
$118.88
Flat Cost

VINTAGE RARE FORD BRASS SPARE TIRE LOC…
$99.99

ORIGINAL VINTAGE FORD GENUINE ACCESSORIES B…
$74.99

Found 40 of these in a scrap pile

Problems with Fundraising

Children come home with fundraising packets. You know, the ones we all dread to see. But we continue to push forward supporting children with stagnant fundraisers and overpriced goods.

Children are constantly fundraising and need a way to make money for things like uniforms, trips, and fees. But we literally give away the fundraising solution (our unwanted stuff) to people we don't even know.



Most fundraising top prizes are unreachable, product is hard to sell, and the dividends are small.

People don't like saying no or being guilted into buying overpriced-products so supporters tend to chose the cheapest option the fundraiser offers.



Our unwanted stuff = fundraising success

Make more money Fundraising

- Our fundraiser increases the chances of success by giving students an easy and effective second pitch. Add our fundraiser to the backend of any current product-based fundraisers to earn more money. Popcorn, candy, cookie dough, fruit, etc.
- For Example: After a girl scout cookie pitch. Simply say, “When your cookie order comes in, we will be collecting unwanted items. Here is a list of the items we will be collecting”. Then simply hand them a piece of paper instructing them on how what to fund and how to help the fundraising student.
- When the cookies come in, contact your customer and say, ”Your cookie order is in, were you able to collect a box full of unwanted items that will help my troops? When the cookies are delivered, pick up the unwanted items and get them to YCS to earn even more money for your cause.









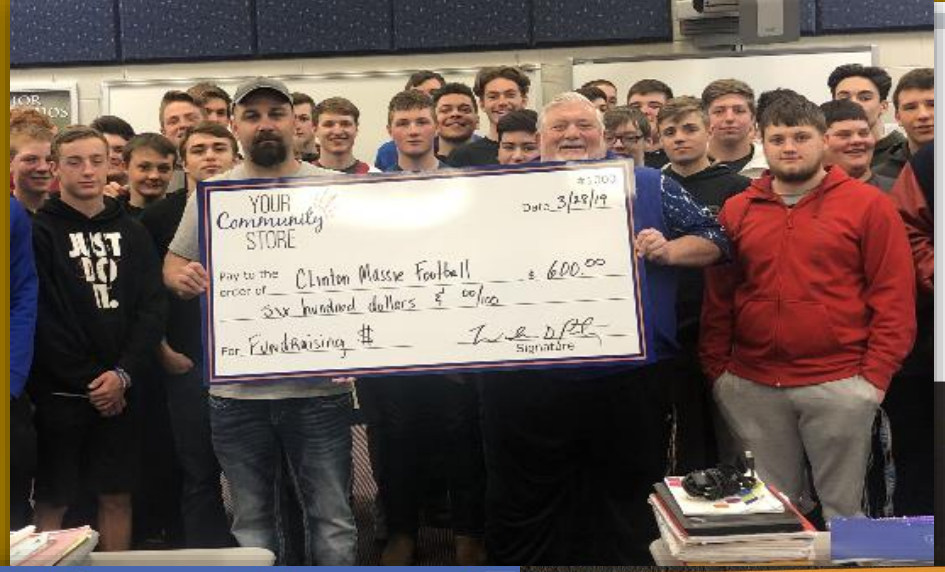
YOUR Community STORE

How You Can Help with the Harvesting

- **Donate.** Donating your cast-off items to YCS creates local fundraising success.
- **Purchase.** Every item sold at YCS creates a financial impact for a local student or charity
- **Start a Fundraiser.** Start fundraising with YCS to earn revenue for your cause.
- **Become part of our team.** Use your passion of helping to help us help your community.
- **Find someone.** Simply introduce someone with too much stuff to YCS.
- **Learn.** Gain knowledge of value with YCS and help spread awareness. Learn our process and what items can help your community, then simply spread the word to help.

Who do you want to help?





Clinton-Massie Local Schools
4 mins ·

Clinton-Massie Schools would like to thank Your Community Store, located in Caesar's Creek Flea Market, for the generous donation to the band program.
We thank you for the support of our school district. -- C. McClain









School Groups are Earning Money

YOUR Community STORE

The Clinton Massie Football team has earned over $7500 in 5 months. If it can work well for one school group it can work for them all.

3x State Champion, Coach Dan McSurley of the Clinton Massie Falcons Football Team says, “In 34 years of coaching, This is hands down the best and easiest fundraiser we have ever done”

YOUR Community STORE

Donate. Buy. Help Students.

Your Community Store offers a new and innovative way to raise money for students and their causes, giving an alternative option to traditional fundraisers or paying out of pocket.

Not only does it extend the life of a used but sellable product, it also teaches the importance of reusing, repurposing and recycling. The best part? ***50% of profits go to support your student's cause!***

Visit ***www.yourcommunitystore.com*** or ***www.wehelpothers.com*** for more information.



Darrell Petrey of Your Community Store and Al Bell of Caesar Creek Flea Market present Coach McSurley and his team with a $1250 check. Clinton Massie School Groups have earned over $10,000 to date! Over 10 Clinton Massie school groups have earned money so far! Who do you want help?

How Does It Work?

1. Find a school group or student who is raising money
2. Find friends or family who have items to donate and tell us who you want to help
3. Collect those items and get them to YCS located at Caesar Creek Flea Market or collection points within the community
4. Then once your items sell, 50% of the profit goes to support your select cause. The other 50% goes to create jobs for local students and families

The YCS Storefront

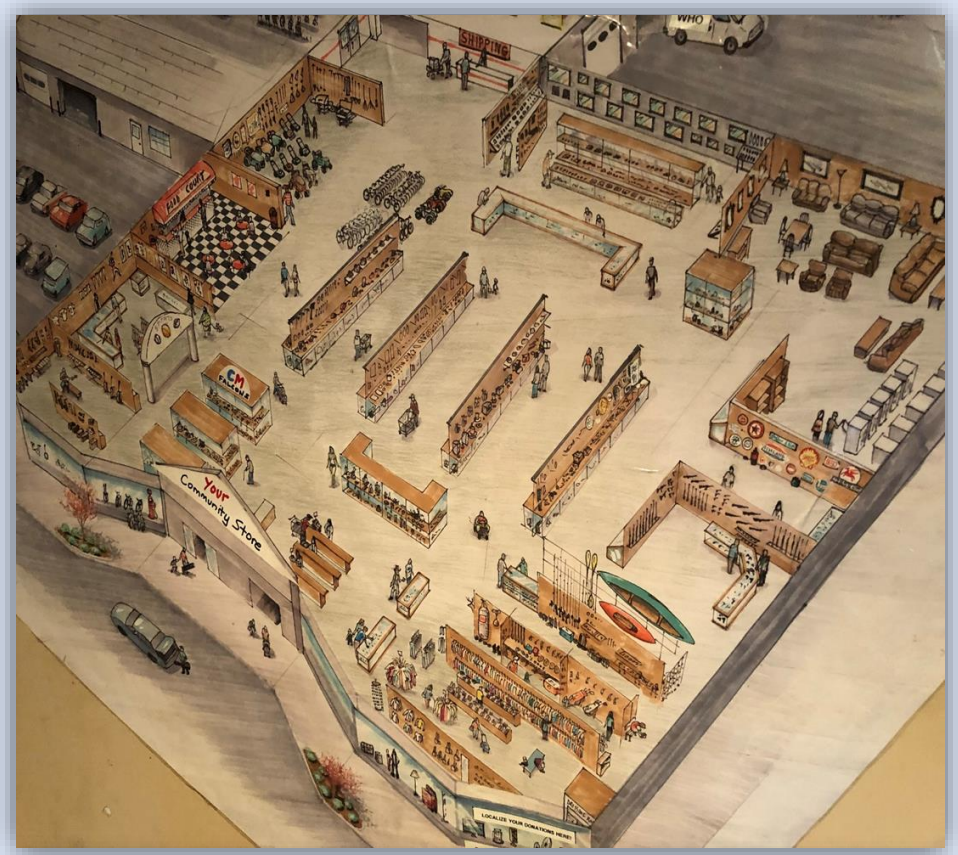
- **15,000+ sq. ft. storefront located at Caesar Creek Flea Market in Wilmington**
- **Student-Run Storefront: Ran by local students and one adult manager**
- **Students have earned over $15,000 this year working part time at YCS**



The YCS Vision

- In 2017 we developed a blueprint for a new and unique social marketplace. In 2018 we launched it.
- A place where every time an item is donated and sold it creates a financial impact for a local student or charity.
- I envision a better donation, fundraising, and sales process for the community. A new one of a kind of social enterprise.
- A community owned and operated storefront, a process that utilizes and allocates a community's non-cash donations

YOUR Community STORE





YOUR Community STORE



We Launched Your Community Store (YCS) in June of 2018





YOUR Community STORE









YOUR Community STORE











YOUR Community STORE

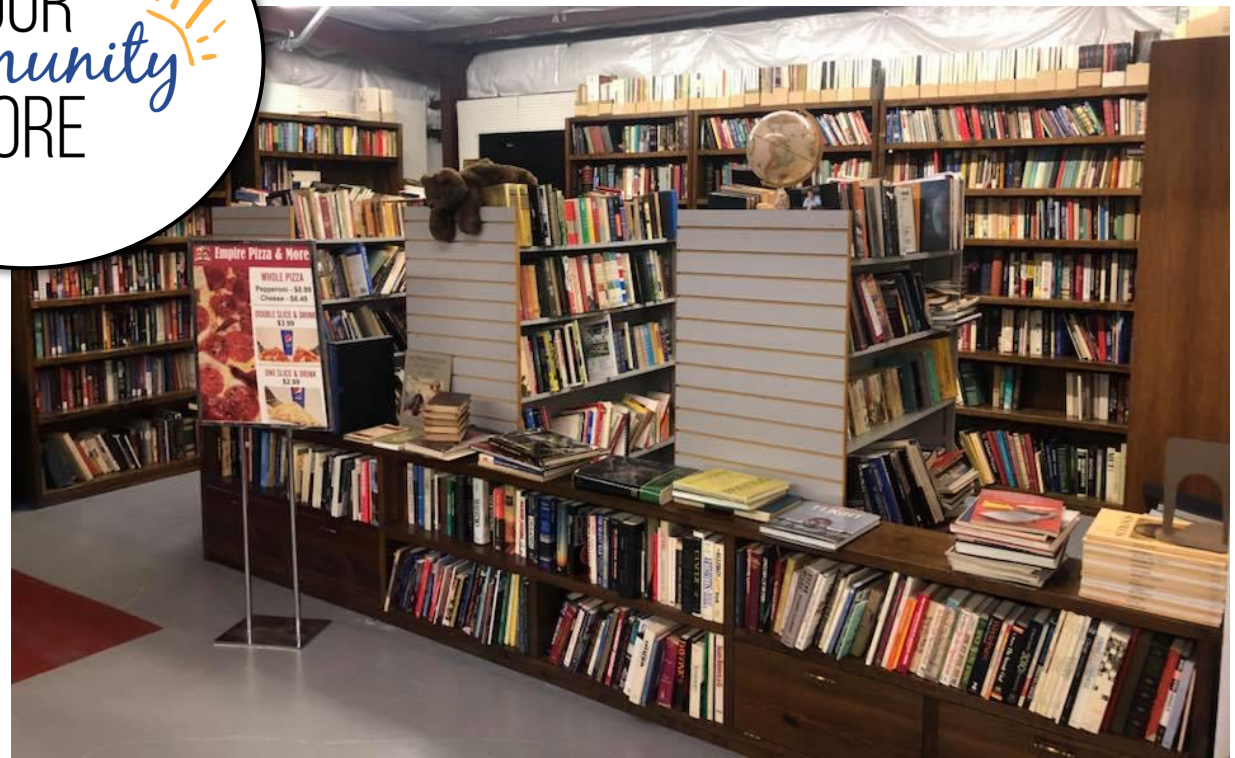






YOUR Community STORE









YOUR Community STORE





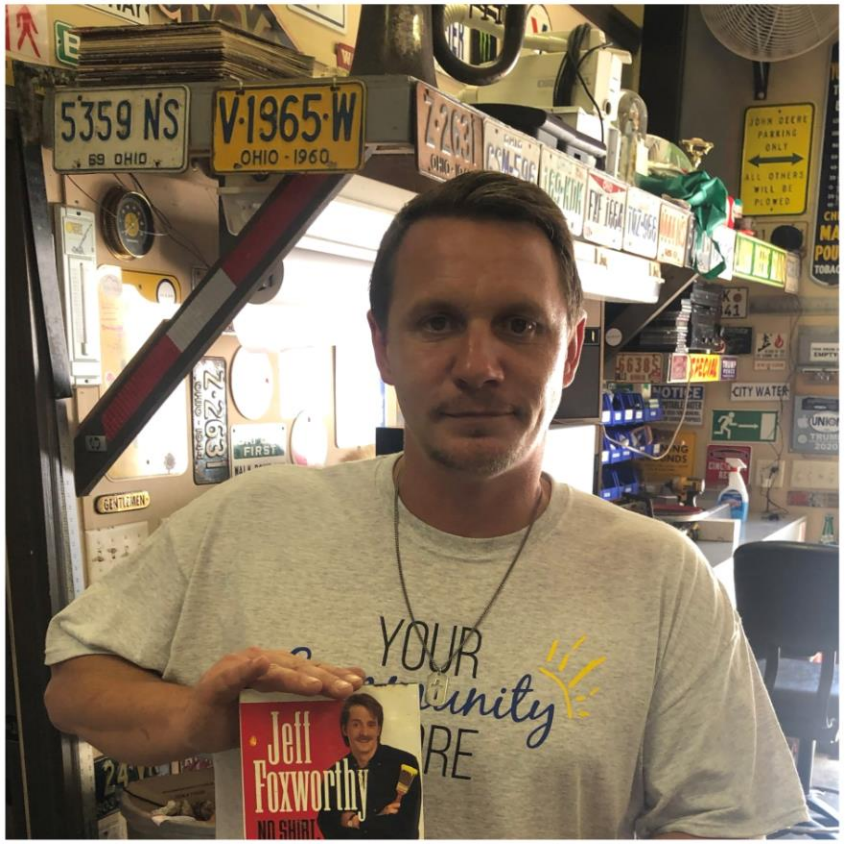


Our Warehouse













Item Processing at our Warehouse

Sort-Clean-Repair-Consolidate-List-Warehouse-Sell-Ship

We have proven that the concept works with our flagship model in Clinton County...



People are donating and purchasing items



Non-profits and school groups are receiving profits



The students who operate our storefront are earning money and gaining retail experience.

YOUR Community STORE

Market Opportunity
Our Focus: Schools

Number of Schools in U.S.	98,300
Avg. Number of Students per School	752
Avg. Households per School	296
Avg. Sellable Goods per Household	$3,000
Total Potential per School	$ 888,000
Total Market Nationwide	$ 873 Billion
@ 15% engagement	$ 131 Billion



How much revenue is your school missing out on? Please use the formula below.

Number of Supporters (Remember that number?) _____divided by 2.6 (Avg. # of people per US household)

=_____ Multiply x $3000 (Average of unwanted sellable goods per US household)=$_____

Competitor's Market Share

Goodwill 2018 Revenue in US
$ 5.8 Billion

Retail Locations in US
3,300

Average Revenue per store
$ 1.7 Million

Goodwill Donors
74 Million People

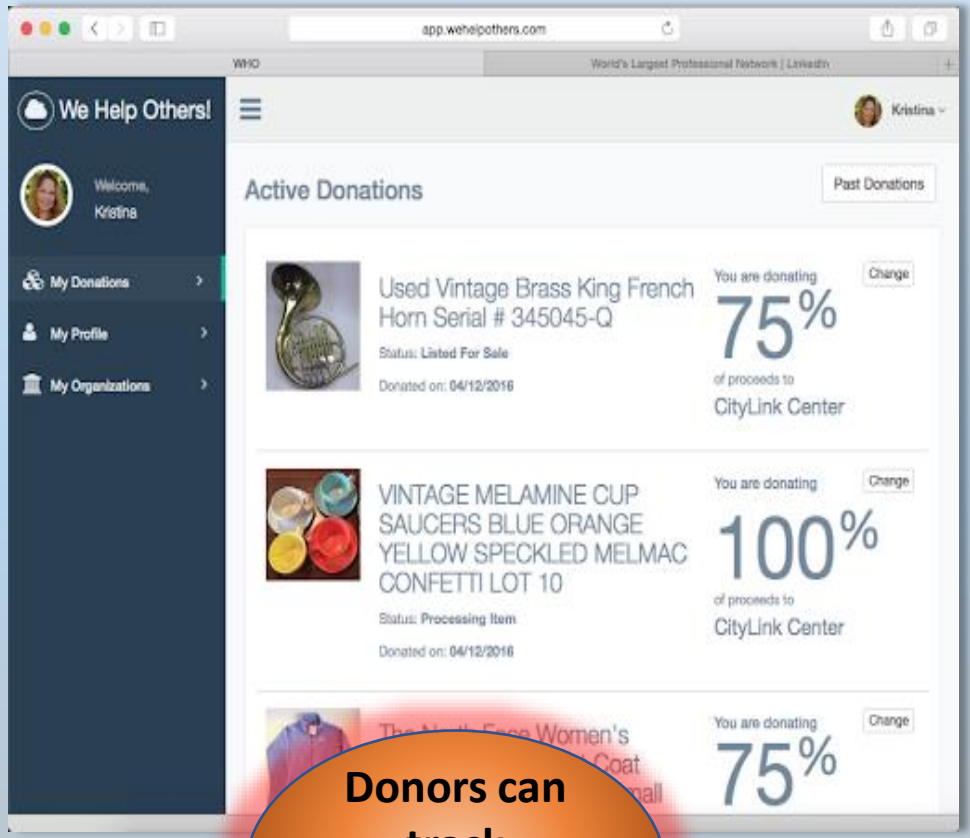
If Goodwill is community based as claimed, they'd agree with our process that gives the proceeds back to the donating communities.

Goodwill also claims their 165 chapters locations are community owned and operated. If so, shouldn't the donating community be able to decide where the money goes?

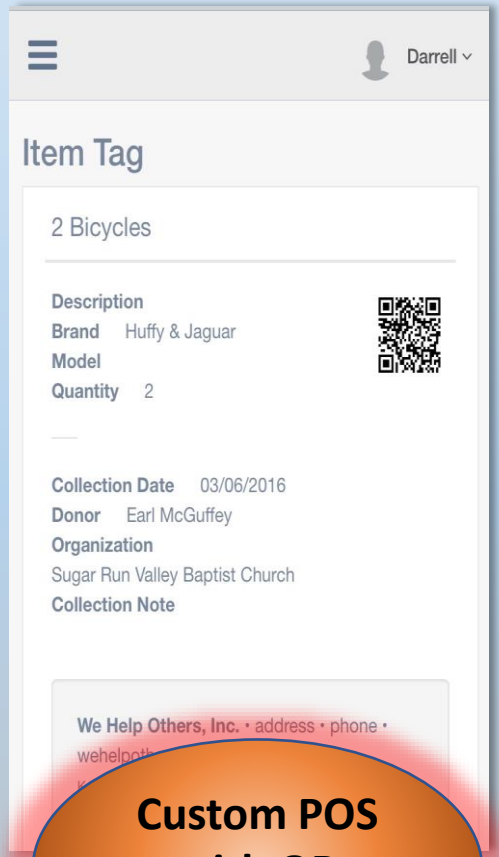
Goodwill has all the scaled processes in place and experience with volumes of goods. Our model would plug and play right into a model like Goodwill's.

Goodwill operates a "sit and wait" business model, our model adds an aggressive "go and get it" feature which would generate more revenue for Goodwill and the communities.

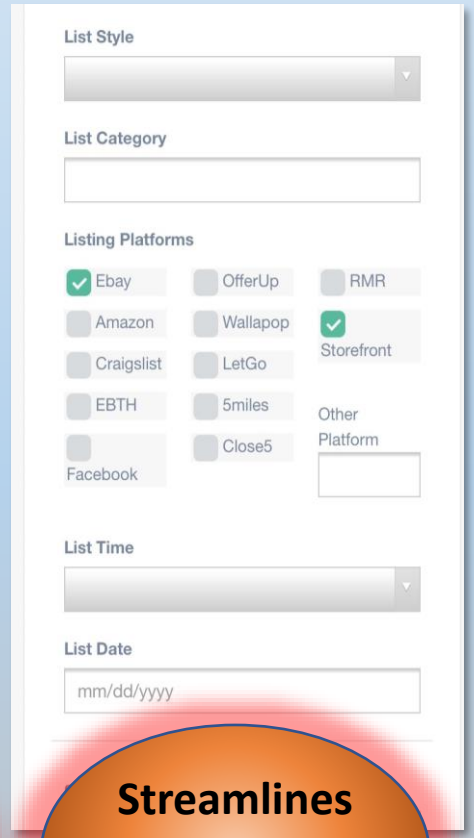
Goodwill Our Competitor & Potential Partner



Donors can track donations and sales



Custom POS with QR coded labels



Streamlines listing process



Breaks down transaction and calculates payouts

Our Software: Web App & POS System

We developed our IT during our venture through Ocean.

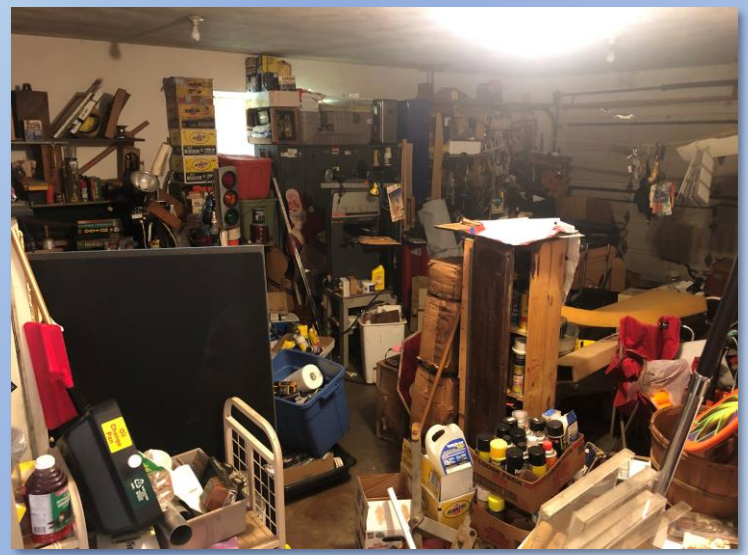


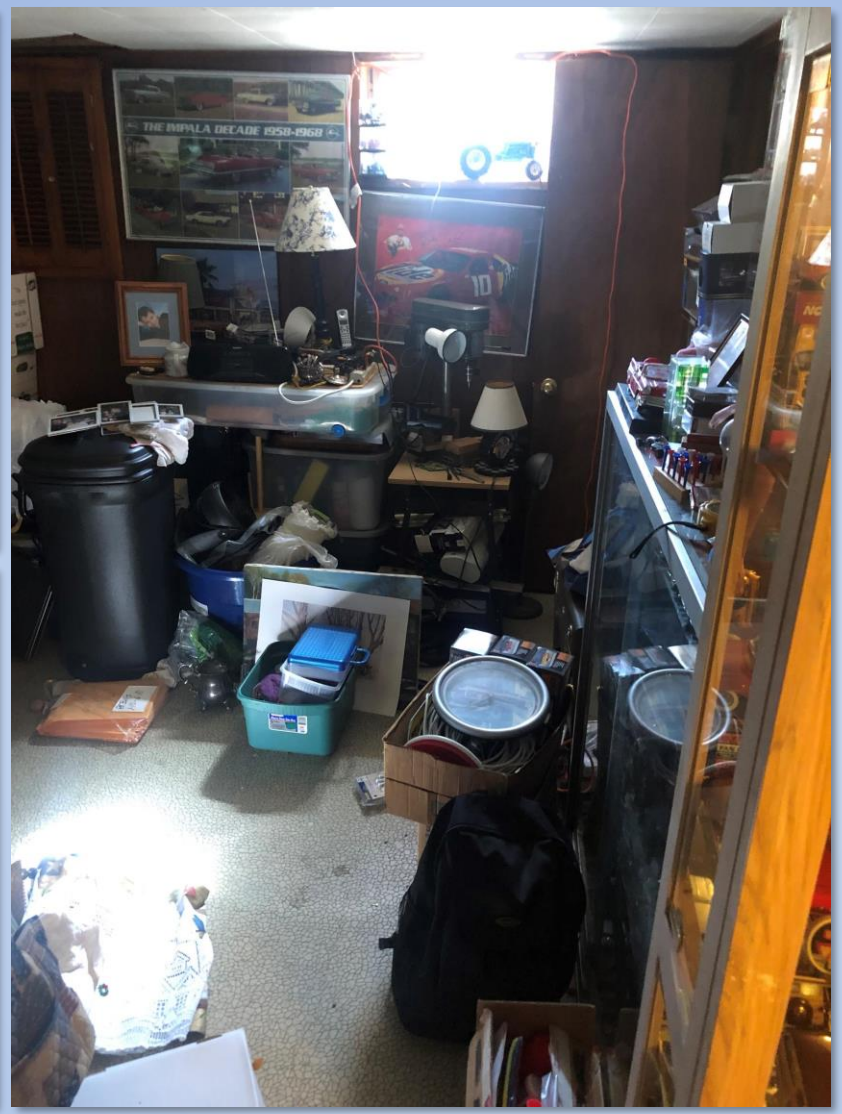




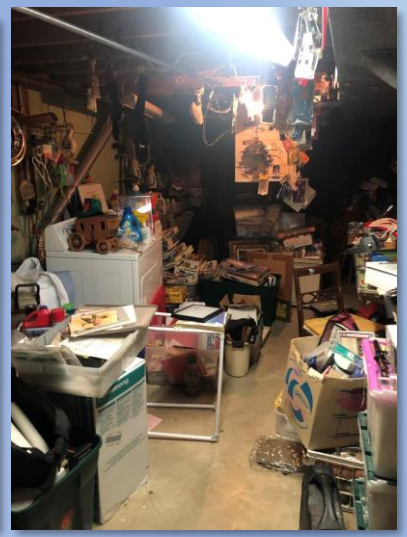
A HUGE Industrial & Commercial Opportunity

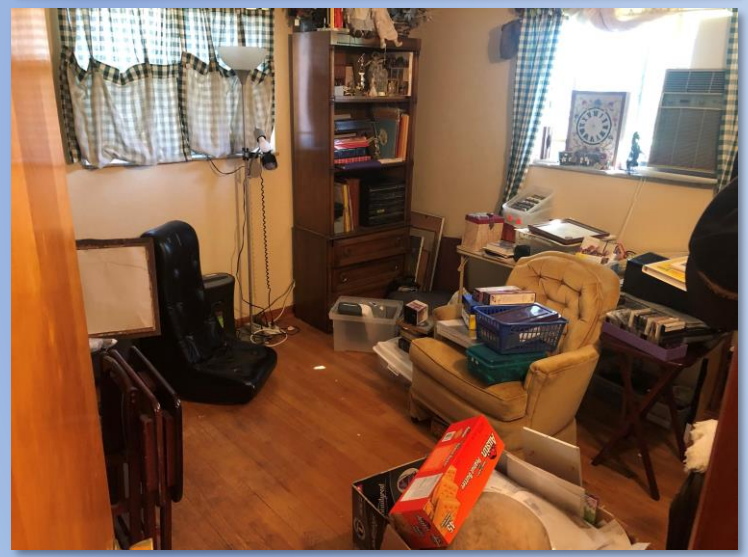
- Millions are wasted every year due to improper recycling and disposal. I witnessed the problem first-hand working at the GM Moraine plant just 10 minutes away from the university.
- Simply adding an evaluation filter to industrial and commercial processes would utilize and allocate one of the community's richest unutilized resources.
- Harvesting the unwanted resell-able items from these industrial and commercial companies would generate millions annually.
- Vocational and trade school students can gain valuable training opportunities with the ultimate hands on experience through the asset removal process our process can provide.
- Students can work directly with the knowledge, equipment and tools they are being taught to use while providing a valuable service to the community.
- Creating partnerships between YCS, Schools, and these commercial and industrial companies are essential to harvesting this rich and recurring crop.



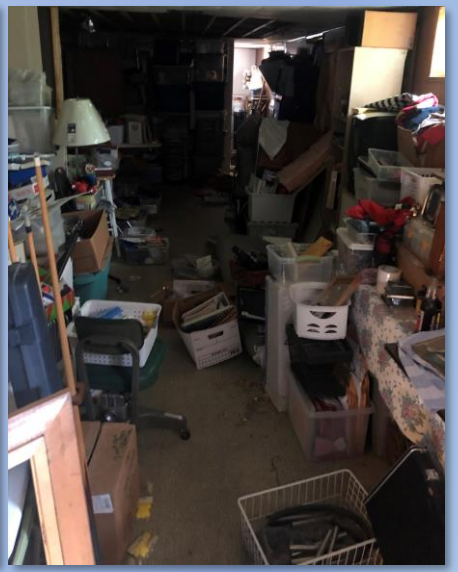












For example, here is what a home full of $30,000 worth of stuff looks like. This home was located near Dayton, in Miamisburg.

Do people really want to buy my junk?

- Our research shows that hoards of items create a euphoric rush for buyers and pickers of stuff. Especially when they locate and purchase the things they crave and desire.
- Our experience proves that the old saying is true, another man's trash is truly another man's treasure.



Our Community Processes of Now - How it's being done today

These natural processes are community owned and operated; they are fragmented and unorthodox

Donation Process

Broad based missions like Goodwill absorb most of the proceeds from the sales of our community's noncash donations. These donations are being utilized by Goodwill, not the community.

Recycling Process

Huge amounts of value is being lost due to the lack of evaluation during the recycling process of today.

Fundraising Process

Stagnant and stale. We continue to pursue car washes and bake sales while pushing hard to sell products like cookie dough, candy bars, magazines, popcorn, and other overpriced products into our communities.

Sales Process

There is not a level playing field for donors & sellers of stuff within our community. Resellers of stuff in our community feast on our citizens mindset, lack of knowledge, and financial situations.

Disposal Process

Most people do not evaluate or know the value of their waste. People throw too many resourceful, recyclable, reuse-able, and, resell-able items away.

Where Millions of Dollars worth of Your Community's Resource Goes Every Year



Your Community Processes of Tomorrow - How it Should be done

It's 2019, technology has given us the capability of discovering value. Every community needs a sales process that utilizes unwanted resource.

Donation Process

Our community-oriented process utilizes, localizes, and personalizes a donors unwanted resourceful items. People get to help who they want to help with their non-cash generosity.

Recycling Process

Our plan educates people who recycle about value beyond the scrap value. We add an evaluation filter to the recycling process to ensure value is being maximized and that community losses are minimized.

Fundraising Process

Our proven model can generate revenue for school groups and charities one item at a time. Our unique process eases the pains of traditional fundraising. Our model keeps the money generated from sales in the community.

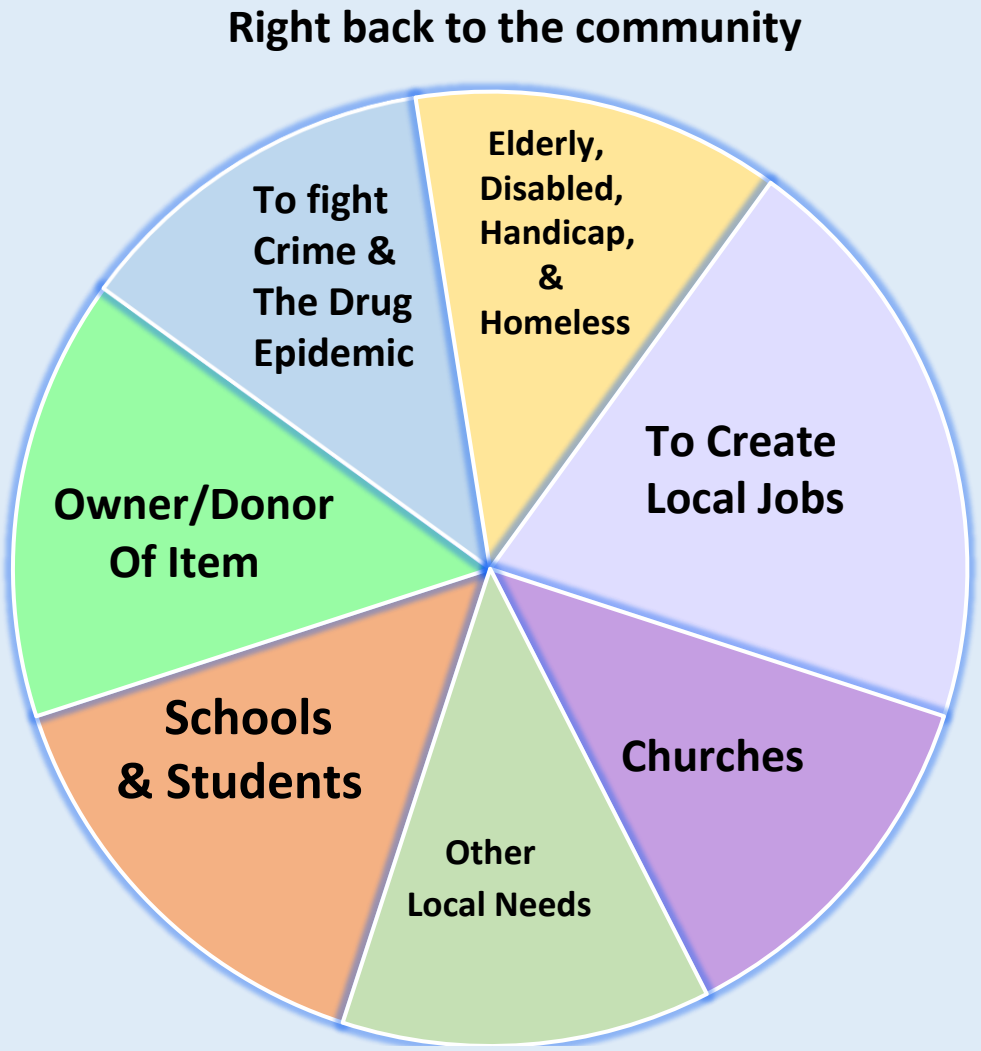
Sales Process

Our sales process maximizes the value for owners of stuff. Imagine if you had a box of stuff and could get paid on the higher end items, even if you didn't know value. We can also maximize the lower value items for the community.

Disposal Process

Educating people about value and how to consolidate to create value reduces waste and utilizes resourceful goods. People need to know that an item of value that enters a landfill loses its value and becomes a cost.

Where Your Community's Millions of Dollars Worth of Resources COULD Go



YOUR Community STORE

Donate, buy, & help who you want to help.



The image was painted in 2010, just days after I received the vision.

My Reason Why: Divine Inspiration

In April of 2010, God gave me a vision like mentioned in Acts 2:17, a vision of a better process for communities. Over the last 10 years I have worked diligently on the vision. I've put together each piece as it's been revealed. It's never looked better and more complete than it has today. Building the vision is my destiny.

What Fuels Me

My son Matthew is 13 years old and has been through a lot:

- **Diagnosed with Cerebral Palsy**
- **Has a shunt due to Hydrophilies**
- **4-brain surgeries**
- **Hernia surgery**
- **Eye surgery**
- **Leg straightening surgery**
- **Hip reset procedure**
- **Tendon lengthening surgery**
- **Botox Injections**
- **Wears glasses & hearing aids**
- **Walks with arm crutches**

I desire the best care in the world for my son



My Son is why I will not stop until death and why I must succeed.



Darrell Petrey

- As a heavy equipment operator working in a landfill, I witnessed the sheer volume of wasted community resource and value. I saw the problem.
- Soon after, I started selling on eBay and reselling at our local flea market. I recognized the opportunity.
- I became a farmer of goods, a treasure hunter, a rescuer of value, like an American picker.
- I've studied the second-hand market for over a decade like a scientist of stuff.
- I have a million things to say and 10 years of documented research to share.

darrell@wehelpothers.com wehelpothers.com

YOUR Community STORE

Links

Our eBay store

https://www.ebay.com/usr/we-help-others

Our Facebook page

https://www.facebook.com/pg/yourcommunitystore/photos/?ref=page_internal

My reason why

https://www.facebook.com/william.d.petrey/videos/vb.1681555137/10201224906779681/?type=3

YOUR Community STORE

Donate. Buy. Help Students.

Founder: Darrell Petrey Wilmington, Ohio
contact darrell@wehelpothers.com 937-481-3127

The easiest way I can put this.

- **Your school/church/charity has a group of supporters. They donate their unwanted stuff to broad missions, like Goodwill. They don’t know who they are actually helping. They would rather help your cause and someone they know, if only there was a process to do so. Now there is, have your supporters donate their unwanted stuff to Your Community Store. Your cause earns money every time an item sells. Local families and students make money cleaning and re-selling your junk. It’s a win-win for the community.**