







PLEASANTON

Community Spirit the 1st

**AMERCO**<sup>®</sup>  
REAL ESTATE COMPANY

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# Aerial View



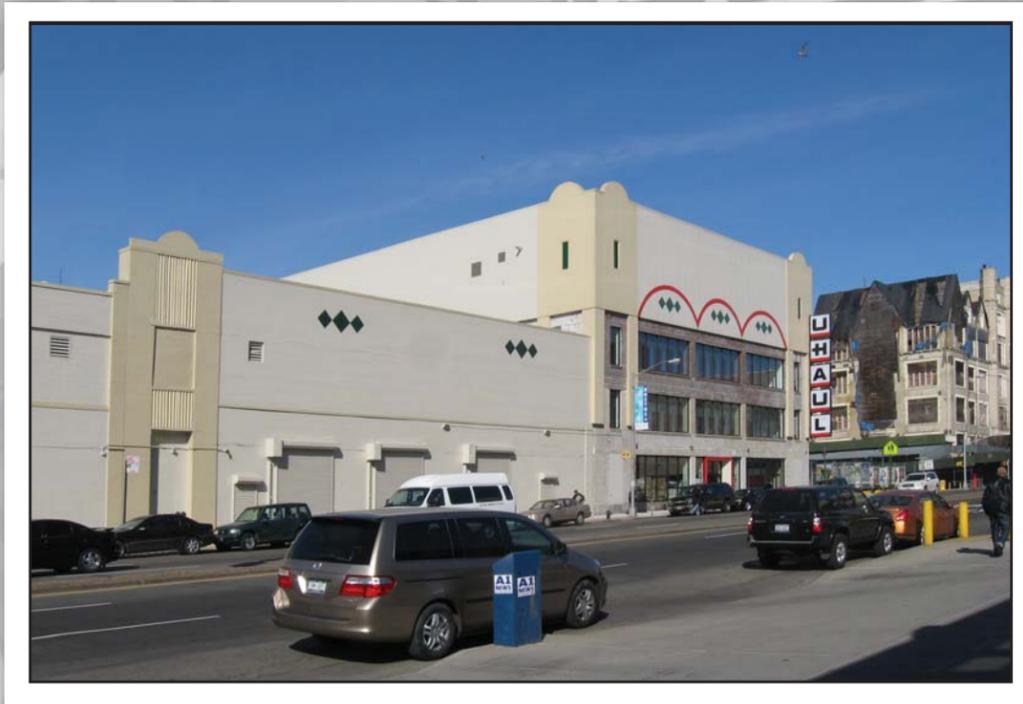


# Pre-Construction Elevations





# Completed U-Haul Centers I



Bronx, NY



Auburn, WA



San Francisco, CA

# Completed U-Haul Centers II



Oakland, CA



Ogden, UT

# Corporate Citizenship at U-Haul



## Working to Support Sustainable Community

At U-Haul, we are committed to sustainable development through environmental protection, social responsibility and economic efficiency.

**Environmental Protection** is a well-established priority at U-Haul. In addition to maintaining compliance with laws and regulations, our environmental team is consistently exploring ways to reduce our impact on the environment.

We continue to demonstrate our Social Responsibility to the local communities in which we do business, and for many years we have focused on the endorsement of social programs, agencies and events that directly serve the most basic of human needs – food, clothing and shelter. U-Haul helps these organizations through in-kind donations of equipment and merchandise. Some of our many charities include American Red Cross, Make-A-Wish, American Cancer Society, Run for the Fallen, Soldier Ride, and the Wounded Warrior Project.

**Economic Efficiency** has been central our Primary Service Objective since day one. More and more investors want to invest in stocks of companies that conduct their business in accordance with the principles of sustainable development. These investment decisions are based on environmental and social aspects as well as economic performance. Our shares are particularly attractive for such investors.



## Sustainability Programs

-  Truck and Trailer Sharing
-  Storage Sharing
-  Sustainable Dealerships
-  Box Exchange Program
-  Take A Box, Leave A Box
-  Storage Re-Use Centers
-  Sustainable Self-Storage
-  Permeable Parking Areas
-  Recycled Moving Pads
-  Ph Neutral Truck Wash Soap
-  Biodegradable Packing Peanuts

# Corporate Citizenship at U-Haul



## Sustainable Building Practices



U-Haul green building initiatives help reduce natural resources and energy consumption by using sustainable building design techniques, promoting use of public transit and reducing GHG emissions by positioning our locations in close proximity to our customers.



## Adaptive Reuse Building Conversions



A fundamental policy in U-Haul Property Development is to rehabilitate existing buildings in lieu of building anew. Adaptive Reuse Building Conversions allow U-Haul to promote infill development to meet its customers' needs while preserving the natural resources and land normally required for new construction, as well as enhancing air quality by not building on raw land.

# Corporate Citizenship at U-Haul



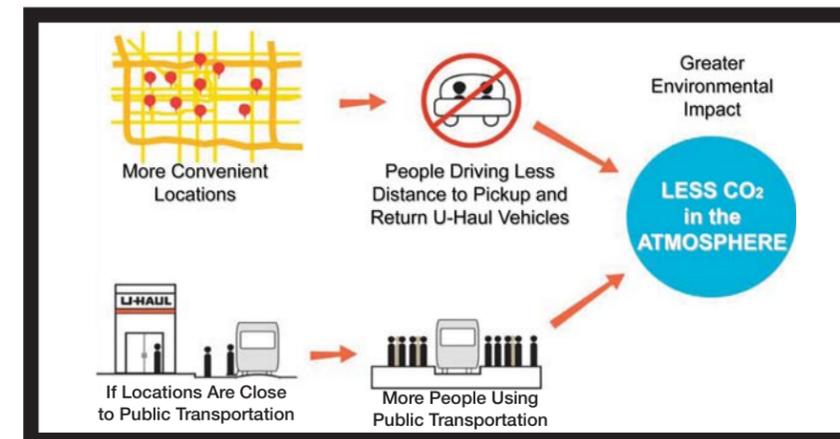
## Truck Sharing

At U-Haul, truck sharing is one of our core sustainable business practices that allows individuals to access a fleet of trucks that is larger than what they could access on an individual basis. It refers to truck rental services intended to substitute for private truck ownership. It makes occasional use of a truck affordable, even for low-income households, while providing an incentive to minimize driving and rely on alternative travel options (e.g. public transportation) as much as possible. We have developed the 4A's principles as the long-term corporate sustainability strategy integrated into our truck sharing business.

-  Every U-Haul truck placed in a local community helps keep 19 personally owned, large capacity vehicles (LCVs); pickups, SUVs, and vans off the road. U-Haul truck fleets kept more than 1.4 million personally owned LCVs off the road over a ten year period –which helped reduce 5.6 million metric tons of CO<sub>2</sub> emissions
-  Research shows that drivers tend to plan their trips carefully and drive less when they pay for mileage and hours. A 2007 U-Haul study showed that, on average, customers who share U-Haul trucks can save 87% of their driving when moving or towing large items.
-  Due to our convenient locations, more than 50% of U-Haul customers have taken advantage of alternative transportation methods such as public transit, walking, cycling and carpooling instead of driving themselves to U-Haul facilities.



## Truck Share in Pleasanton



- Availability**-To meet increasing customer needs for moving
- Accessibility**-To serve in or near residential neighborhoods
- Affordability**-To offer reasonable rates
- Accountability**-To promote environmental and social responsibility for local communities.

# Corporate Citizenship at U-Haul



## U-Haul Storage

- Utilizing self-storage space, conveniently located in your local community, enables citizens to choose and live in more compact, affordable homes. This is especially important for college students and low-income families.
- Many U-Haul storage centers provide *Re-Use Centers* to promote redistribution of gently-used household goods, materials, furniture, sporting equipment, bikes and clothing formerly sent to landfills.
- U-Haul provides box sharing programs to assist citizens in acquiring quality, eco-friendly moving boxes for little or no cost. Encouraging customers to reuse boxes several times before disposal *reduces waste* in landfills.
- Increases in population increases the need for storage. **U-Haul Sustainable Modular Storage units** are a no-emissions, no-waste option for storage.



## Storage Re-Use Centers™

- Located in many U-Haul storage facilities, developed to provide a redistribution network for gently used household goods and materials, furniture, sports equipment, bikes and clothing that were formerly destined for landfills.
- This storage-sharing initiative serves the needs of people of varying incomes, not only in providing tangible shared facilities, but also by building a sense of community and a feeling of support and respect.
- To date, U-Haul has implemented more than 100 storage re-use Centers across the United States and Canada, and plans to quickly increase that number to 500.
- A recent U-Haul study showed the existing 100 re-use centers annually helped local residents reuse more than 31,000 household goods, eliminate 1.1 million pounds of trash, which would have been dumped in landfills, and in turn, cut off 160,000 pounds of GHG/CO<sub>2</sub> emissions from municipal waste trucks which would have been used to transport the trash to landfills.
- At 500 re-use centers, the numbers will increase to an annual diversion of 6 million pounds of trash, 160,000 household goods reused, and more than 800,000 pounds of GHG/CO<sub>2</sub> cut off in transportation.

# Corporate Citizenship at U-Haul



## Customer Offset Emissions



- Climate change is one of the most important environmental issues that we face today. U-Haul has partnered with The Conservation Fund's Go Zero program to help "zero out" our customers' carbon footprint.
- Since the inception of this partnership, over 500,000 U-Haul customers have donated more than \$2 million dollars to the program, planting more than 212,000 trees.



## Fast Facts

- Every U-Haul truck placed in a local community helps keep 19 personally owned, large capacity vehicles (LCVs); pickups, SUVs, and vans off the road.
- More than 72,000 U-Haul trucks have fuel economy gauges installed to help customers monitor fuel efficiency and save money.
- U-Haul has recently introduced Propane/CNG- powered trucks in California.
- More than 2.5 million boxes have been reused in the Take A Box, Leave A Box program, sparing 37,500 trees from box production.
- U-Haul biodegradable packing peanuts have kept 6,119,023 cubic feet of Styrofoam out of landfills.
- U-Haul recycled denim moving pads keep 2.4 million pounds of materials out of landfills every year.
- U-Haul Re-Use Centers have diverted 1.5 million pounds of trash from landfills.
- U-Haul Sustainable Modular Storage conversions have created more than 740,000 square feet of storage, while avoiding more than 10,554 tons of GHG emissions associated with concrete and steel.
- The U-Haul partnership with The Conservation Fund has planted more than 309,000 trees, and reforested areas of California, Louisiana, Kansas, Missouri and Quebec

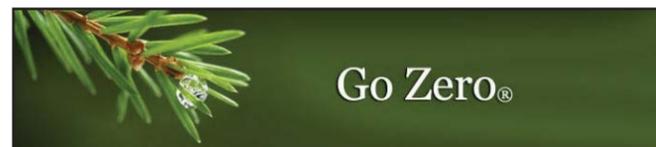
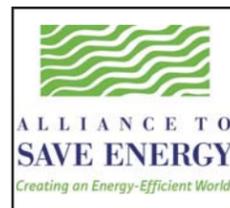
Proud Corporate Partner of the National League of Cities 

# Corporate Citizenship at U-Haul



## Recognition

- 2009 –U-Haul earned AAMVA's Environmental Leadership Award for Climate Change and Energy and Resource Conservation
- 2009 & 2010 –U-Haul earned Valley Forward's Environmental Stewardship Award of Merit
- 2010 –U-Haul earned The Conservation Fund's Heroes of Go Zero® Award for addressing climate change and restoring America's forest legacy
- 2010 –U-Haul earned the Alliance to Save Energy's Galaxy Star of Energy Efficiency Award
- 2011 & 2012 –U-Haul earned Valley Forward's Crescordia Award for Energy Efficiency Program of the Year
- 2011 & 2012 –U-Haul was a Platts Global Energy Award Finalist



## Questions?



If you have any questions please contact:

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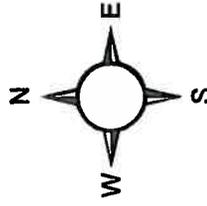
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Printed 6/28/2013

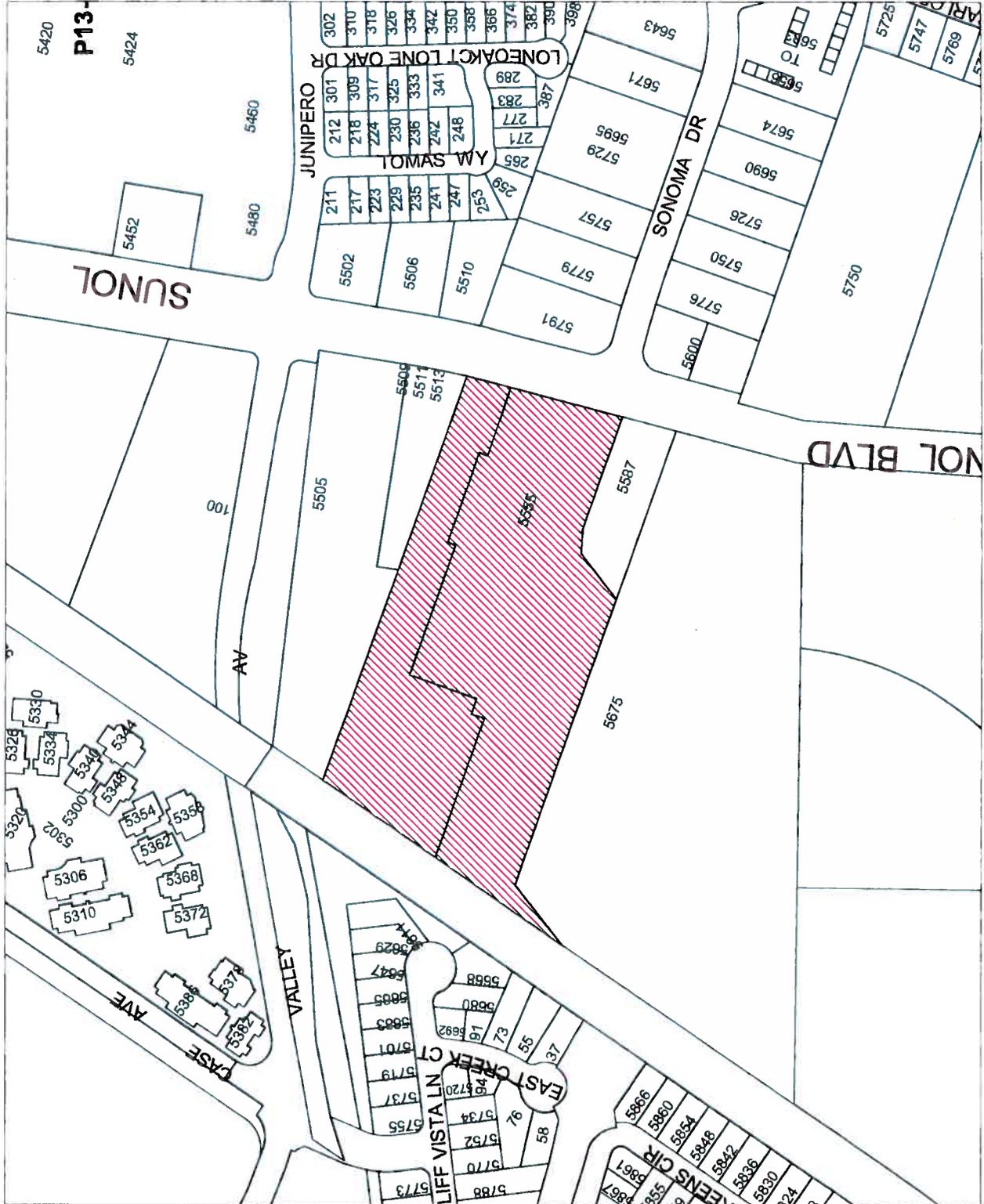


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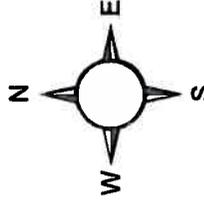
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