

U+HAUL®

Self-Storage

Truck/Trailer Sharing

Retail Sales



Ground Ups

Adaptive Reuse

Historic Revitalization



A sharing business since 1945



Founded in 1945 out of need, by a Navy veteran and his wife, U-Haul has been serving the do-it-yourself movers and their households.

The Company maintains the largest rental fleet in which includes trucks, trailers and towing devices. U-Haul also offers self-storage throughout North America. The Company provides industry leading moving and storage boxes and an extended line of packing supplies to protect customer possessions. U-Haul is the consumer's number one choice as the largest installer of permanent trailer hitches in the automotive aftermarket. The Company supplies alternative-fuel for vehicles and backyard grills as one of the nation's largest retailers of propane.



A sharing business since 1945



- U-Haul has 75 years of experience and expertise utilizing a "sharing" business model.
- The Company was founded as WWII was ending and raw materials were in short-supply and veterans and their families were moving towards a new life.
- U-Haul maintains the same premise since inception that the "division of use and specialization of ownership" are good for the public.
- Sharing our equipment with as many customers as possible allows U-Haul to keep the customer's costs low while reducing the need for more privately owned large capacity vehicles in the community.





Photo source: <http://housely.com/wp-content/uploads/2016/03/dfc1036812d14b675848157ec9f6.jpg>

U-Haul Partners with Cities and Towns

The city of Grand Rapids, MI

- **U-Haul enhances local businesses and cities by:**
- Attracting customers who might not otherwise visit the location.
- Bringing new business to a city, ensuring a viable, expanding local economy.
- Improving the quality of life for residents needing work to support themselves and/or their families.
- Representing a responsible business model which is thoughtful towards the communities in which they do business.



U-Haul Promotes Social and Economic Sustainability



- More than 18 million customers rented U-Haul trucks and trailers in 2016. **U-Haul provides positive economic support to a community** by attracting customers from different regions.
- This added customer base increases awareness of other nearby merchants and fosters relationships that may **bring new business to the city, ensuring a viable, expanding local economy.**
- Increased business traffic may require hiring additional employees, improving the quality of life for residents needing work to support themselves and/or their families.



U-Haul by the numbers



150,000
Trucks



112,000
Trailers



40,000
Towing Devices



1,800
Company Owned/
Operated Stores



20,000
Independent
Dealers



28,000
Team Members



51.4 Million
Rentable Sq. Ft. of Storage



1,100 Locations
Offering Alternative Fuel

Largest

Retail Network of Propane
in the Country



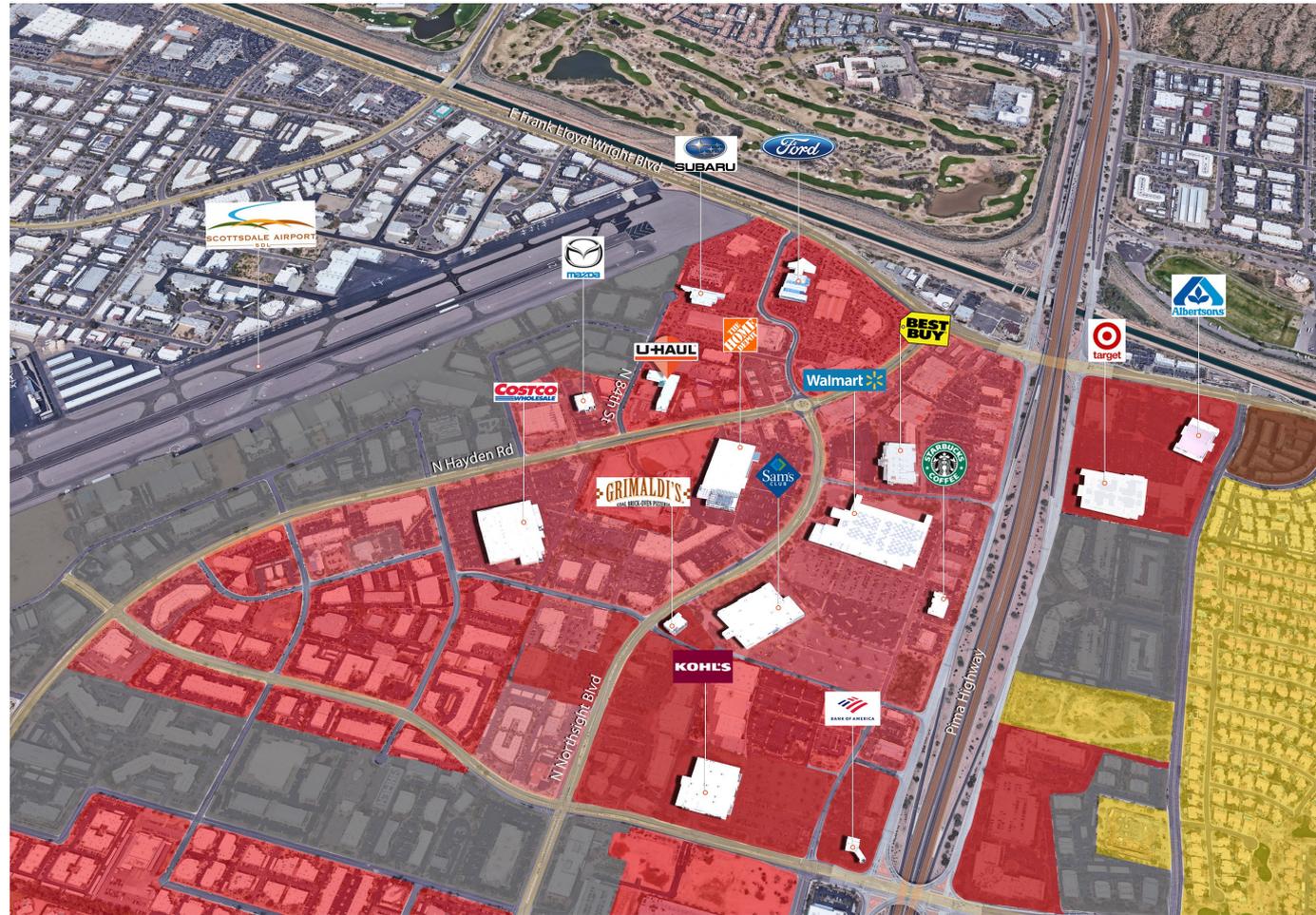
1,300 of 1,800
U-Haul
buildings are adaptive reuse projects

Over time, every U-Haul vehicle placed in a community serves as a potential substitute for 19 personally owned substitute for 19 personally owned large-capacity vehicles. Trailer sharing reduces environmental impact because trailers do not emit greenhouse gases. Our aerodynamics design optimizes fuel efficiency of the tow vehicle.



Partners for a Dynamic Community

U-Haul has a successful and reliable track record of stability and reliability and is a devoted neighbor in over 1,000 communities in North America



U-Haul Moving and Storage at Hayden Road, 15455 N 84th Street, Scottsdale, Arizona 85260



U-HAUL®

U-Haul Adaptive Reuse



Ground Ups

Historic
Revitalization

Adaptive
Reuse



Adaptive Reuse



U-Haul Moving & Storage of Veterans Park

2011 E Fry Blvd. Sierra Vista, AZ 85635

Property is 12.05 acres with an 86,080 SF building onsite. This property is a former K-Mart and will be converted to a U-Haul center offering truck and trailer rental, self-storage and U-Box storage.



Adaptive Reuse



U-Haul Moving & Storage at Pendleton Pike & 38th St.

6800 Pendleton Pike, Indianapolis, IN 46226

Property was formerly a Menards and was converted to a U-Haul center offering truck and trailer sharing, interior heated and climate controlled self-storage and U-Box storage.



Adaptive Reuse



U-Haul Moving & Storage at Verona Road

4716 Verona Rd, Madison, WI 53711

U-Haul & Storage at Verona Road was acquired in August of 2011. The building grossed 68,612 S.F. and was a former Cub Food Store. This location also houses local marketing company.



Adaptive Reuse



U-Haul Moving & Storage at Oshkosh West

900 N Koeller St., Oshkosh, WI 54902

Property was formerly a K-Mart and was converted to a U-Haul center offering truck and trailer sharing, interior heated and climate controlled self-storage and U-Box storage.



Adaptive Reuse



U-Haul Moving & Storage at Austintown

4475-4477 Mahoning Avenue, Austintown, OH

Property is 13.14 acres with a single-story block building constructed in 1968. A portion of the building is occupied by Family Farm & Home on a lease through 2025. The remainder of the building formerly housed a K-Mart and will be converted to a U-Haul retail store offering truck and trailer sharing, self-storage and U-Box storage.



Adaptive Reuse



U-Haul Moving & Storage at Monaca

100 Beaver Valley Mall Blvd, Monaca, PA





U-Haul Sustainability Program



Safe



Thriving



Sustainable

Working with you to support

Communities



U-Haul Security Features



- "State-of-the-Art" Burglar/Max Alarm System, includes 24-hour monitoring and interior motion detectors on all storage floors, stairwells and main showroom.
- Hands Free Intercom System, able to communicate to all Max Stations throughout all floors of storage, specifically designed for customers use
- 24 Digital, HD Video surveillance, with remote & web base viewing
- Individually Alarmed Rooms, armed & disarmed by a Keypad/Card swipe
- Programmable, automatic security gates which only allow paying customers to access exterior storage.
- 16+ Color/HD, Day and Night Cameras, will display facilities interior, exterior and elevator.
- Multiple, Audible sirens for Storage and Burglar Alarms
- The Exclusive U-Haul patented latch contact used in all storage units



U-Haul Sustainability Programs



- Box Exchange Program
- Facilitating Multiple Reuses
- Fuel Economy Gages
- U-Car Share
- 100% Biodegradable Packing Peanuts made of starch mixture, replacing Styrofoam and reducing landfill waste
- Moving Blankets Manufactured from Denim and cotton/polyester Re-use Centers at Storage Locations
- Telecommute Program
- The Conservation Fund - Go Zero
- Placing U-haul Dealerships and equipment in neighborhoods, reducing customer fuel consumption and CO2 generation when obtaining and returning rental equipment.



U-Haul Sustainability Programs



Our centers are constructed with methods and products that reduce energy consumption:

- Using Butler MR-24 Metal Roof System has a life cycle of 35+ years, is Energy Star compliant, and recyclable.
- Mobile storage rooms made from 95% reused material Motion Sensor Lighting in Storage Centers.
- Permeable ground cover for rental equipment parking and self-storage drives. Reducing development footprint, recharging the ground water, and lowering impact on municipal water management systems.
- Partnership with Arizona State University on incorporating sustainable architecture into U-Haul Centers.
- Locating U-Haul Centers near public transportation lines to reduce customer fuel consumption and CO2 emissions.



Re-Use Centers

To reduce the amount of used goods being dumped, we provide centers in which our customers can leave their unwanted but reusable belongings, such as furniture, for others to take.

U-Haul has implemented more than 450 Storage Re-use Centers across the United States and Canada.

Annually, the existing re-use centers facilitate local residents reusing more than 135,000 household goods, which equates to avoiding:

- 4.6 million pounds of materials being dumped in landfills
- 720,000 pounds of GHG/CO₂ emissions from municipal waste trucks which would have been used to transport the materials to landfills.



Take a Box, Leave a Box

We designate a place at our center for our customers where they can leave their used moving boxes for future customers to reuse. Our idea is that while recycling is great, reuse should occur first to ensure more efficient use of our resources

Box Exchange & Take A Box Leave A Box- 2007

- Both programs encourage reuse of U-Haul boxes, which are built to be reused again and again.
- Nearly 1 million boxes are reused every year.

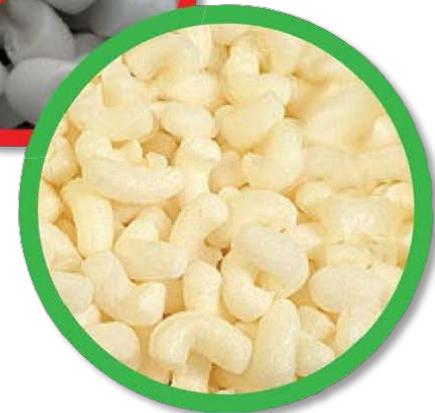


Biodegradable Packing Peanuts

U-Haul uses packing peanuts made of starch mixture, replacing Styrofoam and reducing landfill waste.

Biodegradable Packing Peanuts - Since 1993

Made primarily of corn and potato starch, the peanuts dissolve/degrade in water as an eco-friendly alternative to Styrofoam. Annual diversion of more than 407,000 cubic feet of materials formerly destined for landfills.



Green Building

U-Haul Sustainable Development

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

For us, sustainability means embracing our responsibility to act as a good corporate citizen. We are continually refining our products, services, and activities to meet the needs of the present without compromising the ability of future generations to meet their own needs.



Go Zero



Our centers are constructed with methods and products that reduce energy consumption:

To help protect and restore America's special places, U-Haul has partnered with **The Conservation Fund's Go Zero^(SM)** program to plant trees to help "zero out" carbon footprint. We ask customers to donate to the fund, in which The Conservation Fund receives 100% of the donation.

Since 2007, U-Haul and more than 840,000 customers have chosen to offset moving emissions with a donation to The Conservation Fund's Go Zero program.

We've passed along 100% of those contributions, which have planted nearly 300,000 native trees. As they grow, these new forests restore habitat for wildlife, preserve natural ecosystems and clean the air we breathe.





ALLIANCE TO
SAVE ENERGY
Creating an Energy-Efficient World



Awards

- 2009** U-Haul AAMVA's Environmental Leadership Award for Climate Change and Energy & Resource Conservation
- 2009** U-Haul earned Valley Forward's Environmental Stewardship Award for 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** U-Haul earned Valley Forward's Crescordia Award for Energy Efficiency Program of the Year
- 2011** U-Haul named finalist of International Platts *Global Energy Awards* for Energy Efficiency Program of the Year: Commercial End-User award
- 2012** U-Haul earned Valley Forward's Crescordia Award for Contributions to Environmental Education and Awareness
- 2012** U-Haul named one of seven finalists for the world-class Platts *Global Energy Awards*, nominated for prestigious Energy Efficiency Program of the Year: Commercial End-User award
- 2012** U-Haul named one of the twelve finalists for the world-class Platts 2014 *Global Energy Awards*, nominated for the prestigious Corporate Social Responsibility award
- 2014** U-Haul was named a finalist for the Platts 2014 Global Energy Awards "Efficiency Initiative - Commercial End-User".
- 2015** U-Haul earned Arizona forward's Award of Merit as a "Healthy Community, Sustainability Workplace."



Traffic Studies & Commercial Uses

Our truck and self-storage uses generate less traffic than most other commercial uses.

Use Comparison					
Use	Square Feet	Traffic Volume		Typical Hours	Days
		Weekday	Weekend		
Fast Food Restaurant	3,000 sq ft	3,161 trips	3,430 trips	18 hours – 24 hours	7
Gas Station w/ Convenience Store	2,200 sq. ft.	1,200 trips	2,200 trips	18 hours – 24 hours	7
Hotel	50,000 sq. ft.	905 trips	901 trips	24 hours	7
Casual Dining	5,000 sq. ft.	1,075 trips	1,258 trips	11 am – 11 pm 12 hours	7
U-Haul Center	80,000 sq. ft.	31 trips	53 trips	7 am – 7 pm 12 hours	7



Benefits to your city



- Promotes growth in your community.
- Promotes sustainability by reducing customer trip-length to obtain a shared truck – HUGE CO₂ savings. Shows leadership via us, public/private cooperation.
- The proposed U-Haul would add to the property value and increase the tax base which strengthens the economic base of the community.
- Promotes reuse programs and reduces tree harvesting, pulp manufacturing and shows leadership via public/private.
- Promotes sustainability and generates less traffic than other retail or commercial uses, thus reducing congestion and pollution.
- The planned U-Haul expansion would adhere to City Code and standards, creating a new use for an existing site.





Thank you for your time and attention

