

WEST END PLAZA

Energy Efficiency Project

All of **us** serving you®

Golden, CO

July 31, 2014



The West End Plaza



1035 PEARL STREET, BOULDER, CO 80302

- 6 stories
- 60,000 Square Feet
- 90 Executive offices
- Retail
- Restaurants



U.S. Bank Profile

3Q13 Dimensions

Asset Size	\$361 billion
Deposits	\$262 billion
Loans	\$231 billion
Customers	17.6 million
NYSE Traded	USB
Market Capitalization*	\$70 billion
Founded	1863
Bank Branches	3,088

*Market Capitalization as of October 22, 2013

Q3 2013 Performance Metrics

	USB	Peer Median	USB Rank
Return on Average Common Equity	15.8%	9.1%	1
Return on Average Assets	1.65%	1.11%	1
Efficiency Ratio	52.4%	64.5%	1

Source: company reports
Peer Banks: BAC, BBT, FITB, JPM, KEY, PNC, RF, STI, USB and WFC

Strong Credit Ratings

U.S. Rank	Company	Moody's	S&P
1	U.S. Bancorp	A1	A+
2	Wells Fargo	A2	A+ (on)
3	J.P. Morgan Chase	A3	A (on)
4	BB&T	A2 (on)	A- (on)
5	PNC	A3	A-
6	Keycorp	Baa1	BBB+
7	Fifth Third	Baa1	BBB+
8	SunTrust	Baa1	BBB (op)
9	Citigroup	Baa2	A- (on)
10	Bank of America	Baa2	A- (on)
11	Regions	Ba1	BBB- (op)

As of December 17, 2013

U.S. Bank Capital Position

	3Q13 USB	"Well-Capitalized" Requirements
Tier 1 Capital Ratio	11.2%	6.0%
Total Risk-based Capital Ratio	13.3%	10.0%
Leverage Ratio	9.6%	5.0%
Tier 1 Common Equity Ratio	9.3%	
Tangible Common Equity Ratio	7.4%	

Regional Consumer & Business Banking and Wealth Management



National Wholesale Banking and Wealth Management & Securities Services



International Payments and Corporate Trust



Who We Are:

Founded in 2009 in Denver, CO **LED Supply Co.** is a wholesale distributor of LED lighting products with a focus on energy efficiency.

What We Do:

- Full-service LED lighting distributor with access to more than 45 different top manufacturers.
- LED Fixture recommendation
- Bid Development
- LED Lighting Layout & Design, CAD
- ROI and Energy Analysis calculations
- LED Rebate Application Assistance
- Turn Key Solutions
- Tax Incentive Assistance



Locations:

- Denver, CO
- Eau Claire, WI
- San Diego, CA

Investment Review

Estimated Cost and Savings	
Investment Calculation	
Project Cost	
Equipment	\$51,335.00
Tax	\$4,209.47
Labor and Recycling	\$16,000.00
Consulting	\$5,000.00
TOTAL PROJECT COST	\$76,544.47
REBATES	\$54,042.33
TOTAL CLIENT INVESTMENT (after incentives)	\$22,502.14
Percent Covered By Rebates	70.6%
Savings Calculation	
Annual kWh Savings	96,966.4
Annual Energy Savings	\$6,787.65
Average Monthly Savings	\$565.64
Simple Payback (Months)	40
10 Year Total Savings	\$67,876.48

Actual Cost and Savings	
Investment Calculation	
Project Cost	
Equipment	\$51,774.04
Tax	\$4,571.69
Labor and Recycling	\$16,000.00
Consulting	\$5,170.00
TOTAL PROJECT COST	\$77,515.73
REBATES	\$50,136.60
TOTAL CLIENT INVESTMENT (after incentives)	\$27,379.13
Percent Covered By Rebates	64.7%
Savings Calculation	
Annual kWh Savings	96,864.
Annual Energy Savings	\$6,780.48
Average Monthly Savings	\$565.04
Simple Payback (Months)	48
10 Year Total Savings	\$67,804.80



Product and Rebate Overview



Westend Plaza:

6”/4” LED Retrofit Cans: Replaced 65W and 50W Lamps with 14.5W and 12W
241 6” Cans and 96 4” Cans: Xcel Energy Rebate \$100/can

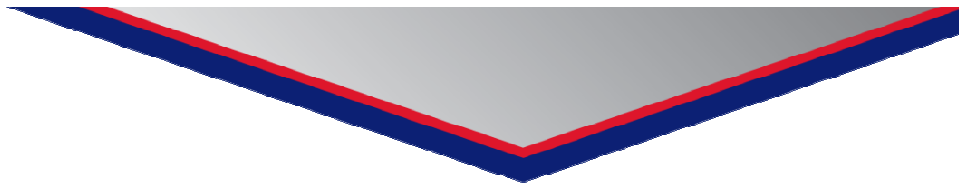
T12→T8 Retrofits: Matched existing style required and de-lamped from 4 40W T12 Lamps
to 2 28W T8 Lamps. Replaced T12 U-Bend in 2x2 fixtures with 2 lamp 2’ 17W T8 lamps.

LED Lamps: Replaced existing 50W/60W/65W lamps of assorted sizes with Efficient
Energy Star LED Lamps 8W/14W/18W.

Future Opportunity:

NEW Xcel Energy® Rebates for DLC certified
troffers: \$50/fixture





Project Snapshot

- **Project Name** – West End Plaza
- **Financer** – US Bank
- **Contactor** – LED Supply Company
- **BSC Rep** – Rey Cardenas and Donna Crespín
- **Estimated energy savings** – 141,637 kWh and 48.3 kW
- **Measures Included** – Optimization, Fluorescents, HE Ballasts, Low Watt T8 lamps, Occupancy Sensors, LED Exit Signs, LED Lamps and Fixtures
- **Total Rebate** – \$49,637
- **Total Project Cost** – \$94,489



2014 Colorado Green Building Awards

COLORADO'S BEST GREEN BUILDINGS

West End Plaza was recognized as a finalist for the best retrofit or major remodel of an existing commercial building incorporating sustainable or energy efficient techniques and technologies.



“This mixed-use project comprised of commercial office space, restaurants, residential units, and underground parking hopes to act as a showcase for the energy-saving potential of buildings located on the Pearl Street Mall. To date, the project has received a full energy-efficient lighting retrofit including the exterior, basement parking, and four levels of commercial interiors and residential space. Other features include bamboo and reclaimed hardwood flooring and the use of beetle-kill pine and low-VOC paints. Recycling and composting are available to all tenants.”

-Colorado Green Building Guild

<http://www.coloradogreenbuildingguild.org/?page=greenbuildingawards>



US Bank Loan

- Borrowed \$60,049
- Rate 5.50%
- Term 60 Months



Application

Business Information

Are you a U.S. Bank Customer? Check all that apply. Personal Checking Business Checking Business Loans Other

Business Legal Name		Federal Tax ID	Entity (Sole prop, partnership, LLC, etc.)	
DBA (if any)		Primary Contact	Title	
Business Phone	Cell Phone	Home Phone	Fax	E-Mail Address
Business Street Address		City, State, Zip	Business Mailing Address	
City, State, Zip				
Date Business Started	Years Under Current Ownership	Nature of Business		
Primary Bank		Phone #	Checking Account #	
Other Business Loan/Lease (company)		Account #	Phone #	Contact Name
Insurance Agent		Phone #		

Equipment Information

Equipment Description	Estimate Equipment Cost	Expected Delivery Date	Equipment Type (New or Used)
Vendor Name	Vendor Contact	Vendor Phone #	Vendor Address
Equipment Location			
Business purpose of equipment: <input type="checkbox"/> Addition/New <input type="checkbox"/> Replacement <input type="checkbox"/> Expansion <input type="checkbox"/> Relocation <input type="checkbox"/> Refinance			
<input type="checkbox"/> Other (Explain): _____			

Principal Information

Principal Name (1)	Principal Title	Home Address	City, State, Zip	Date of Birth
Phone #	Percent of Ownership	Social Security #	Signature	
Principal Name (2)	Principal Title	Home Address	City, State, Zip	Date of Birth
Phone #	Percent of Ownership	Social Security #	Signature	

For Office Use Only

Douglas Priest	dcopies	(303) 702-6232	#0278
Banker	Preferred ID	Phone	Branch #

Each individual signing as principal certifies that the information provided is accurate and complete. Each individual signing as principal authorizes lender or any other lending source to obtain a consumer credit report that will be ongoing and relate not only to the equipment and/or extension of the business credit requested, but also for purposes of reviewing the account, increasing credit line, taking collection action on the account and for any other legitimate purpose associated with the account as needed. Customers further authorize banks, trade references, and financial institutions the right to release information to us. MICHIGAN, NEW YORK, CUSTOMER INFORMATION: to help the government fight the funding of terrorism and money laundering activities, Federal law requires financial institutions to obtain, verify and record identifying information on new customers. The personal data requested above will allow us to identify each person signing the application. We may also ask for copies of driver's licenses or other identifying documents. By providing us with a telephone number for a cellular phone or other wireless device, you are expressly consenting to receiving communications at that number - including but not limited to pre-recorded or artificial voice message calls, text messages, and calls made by an automatic telephone dialing system - from U.S. Bank and its affiliates and agents. This express consent applies to each such telephone number that you provide to us now or in the future and permits such calls regardless of their purpose.

ECOA NOTICE (to be retained by applicants): Thank you for your business credit application. We will review it carefully and get back to you promptly. If your application for business credit is denied, you have the right to a written statement of the specific reasons for that denial. To obtain that statement, please write to us at: 2 Meridian Crossing, Richfield, MN 55423 within 60 days from the date that you were notified of our decision. We will send you a written statement of the reasons for the denial within 30 days of your request for the statement. NOTICE: The federal Equal Credit Opportunity Act prohibits creditors from discriminating on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to enter the binding contract), because all or part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The federal agency that administers our compliance with this law is the OCC Customer Assistance Group, 1301 McKinney St. Ste. 3850, Houston, TX 77010-9300.

Please fax completed application to (303) 678-1182

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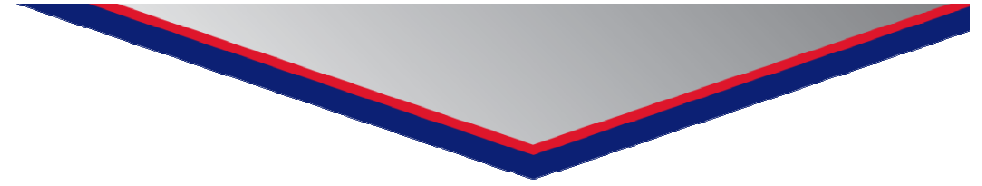
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Solutions for all your equipment finance needs

