

**City of Los Angeles
Responsible Banking Investment Monitoring Program
For Investment Banks**

Investment banks providing City investment banking services or seeking City investment banking business must complete and submit this form no later than July 1st of each year to the City Administrative Officer to comply with Chapter 5.1, Section 20.95.1 of the Los Angeles Administrative Code.

Contact Information:

| | | | |
|--------------------------------------|------------------------------|-------|----------|
| U.S. Bancorp | | | |
| Name of Financial Institution | | | |
| One California Street, Suite 350 | San Francisco, | CA | 94111 |
| Street Address | City | State | Zip Code |
| Michael Placencia, Managing Director | | | |
| Contact Person Name and Title | | | |
| 415-677-3690 | michael.placencia@usbank.com | | |
| Telephone No. | Email Address | | |

Please answer the following questions for the preceding calendar year.

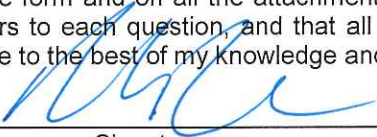
1. Did your firm make monetary donations to charitable programs within the City limits?
Yes No If yes, please complete the attached form.

2. Did your firm provide any scholarship awards to residents of the City of Los Angeles?
Yes No **We grant to many organizations who then provide scholarships locally.**
 - a. How many scholarships were awarded? _____
 - b. What was the total value of the awarded scholarships? _____

3. Does your firm have internal policies regarding utilization of subcontractors which are designated as "women owned," "minority owned," or "disabled" business enterprises?
Yes No If yes, please provide a copy of your policies.

CERTIFICATION UNDER PENALTY OR PERJURY

I certify under penalty of perjury that I have read and understand the questions contained in this form and the responses contained in the form and on all the attachments. I further certify that I have provided full and complete answers to each question, and that all information provided in response to this form is true and accurate to the best of my knowledge and belief.

| | | |
|--------------------------------------|--|-----------|
| Michael Placencia, Managing Director |  | 6/22/2016 |
| Print Name, Title | Signature | Date |

PLEASE SEND THE ORIGINAL SIGNED FORM TO THE ADDRESS BELOW AND EMAIL A COPY TO CAO.DEBT@LACITY.ORG.

**Office of the City Administrative Officer
200 North Main St. Room 1500
Los Angeles, CA 90012
Attention: Debt Management Group**

Attachment for Question #1 - Responsible Banking Investment Monitoring Program for Investment Banks

| Name of Charitable Organization | Type | Amount (\$) |
|--|------|-------------|
| 1736 Family Crisis Center | | |
| A Community of Friends | | |
| A Place Called Home | | |
| Abode Communities (Los Angeles Community Design Center) | | |
| Actors Fund | | |
| African American Male Achievers Network Inc. | | |
| Asian Business Association Los Angeles | | |
| Asian Pacific Islander Small Business Program - Annual Small Business Expo | | |
| BGCA Venice | | |
| Big Brothers Big Sisters of Greater Los Angeles | | |
| Black Business Association | | |
| Blind Childrens Center | | |
| Boy Scouts of America Western Los Angeles County Council | | |
| Boys & Girls Club - West Valley | | |
| California Community Economic Development Association (CCEDA) | | |
| Catholic Charities of Los Angeles, Inc. DBA Archdiocesan Youth Employment Services | | |
| CCEE | | |
| Center Theatre Group of Los Angeles | | |
| Centro Latino for Literacy | | |
| Children's Bureau Financial Carnival | | |
| Children's Bureau Fundraising Event | | |
| Chinatown Service Center | | |
| City Scholars Foundation | | |
| Cornerstone Theater Company | | |
| Center for Pacific Asian Family | | |
| CRE Outreach Foundation | | |
| Diamond in the Raw | | |
| Discovery Cube Los Angeles | | |
| Downtown Los Angeles Art Walk | | |
| Downtown Women's Center | | |
| Dress for Success Worldwide | | |
| East LA Community Corporation | | |
| Ebony Repertory Theatre | | |
| Economic Alliance of the San Fernando Valley (VICA) | | |

| | |
|--------------------------|-----------------------|
| 2015 City of LA Data | |
| City of LA Grants: | \$ 488,500.00 |
| City of LA Contributions | <u>\$1,141,100.00</u> |
| | \$1,629,600.00 |

Through the U.S. Bank Foundation, we provide cash contributions to nonprofit organizations in our priority areas of education, affordable housing and economic opportunity, and artistic and cultural enrichment. Our Corporate Contributions programs provide additional support to our focus areas as well as civic contributions. While we do not disclose amounts provided to specific organizations, in 2015, U.S. Bank provided more than \$1.6 million in charitable contributions in the City of Los Angeles.

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| Name of Charitable Organization | Type | Amount (\$) |
|---|------|-------------|
| Educating Young Minds | | |
| Education Advantage Foundation | | |
| EmpowHer Institute | | |
| Enterprise Community Partners | | |
| Esperanza Community Housing | | |
| Forgiving for Living | | |
| Friends of South Central Los Angeles Regional Center | | |
| Friends, The Foundation of the California African American Museum | | |
| Geffen Playhouse | | |
| Grand Performances | | |
| Grand Vision Foundation | | |
| Greater Los Angeles African American Chamber of Commerce | | |
| Greater Los Angeles Zoo Association | | |
| Hands for Hope | | |
| Harvest Home | | |
| Helping Young People Excel | | |
| Hermanidad Mexicana Nacional | | |
| Hollywood Community Housing Corporation | | |
| Inner-City Arts | | |
| Jaberwocky Theater Company (aka Rogue Machine Theater) | | |
| Jewish Vocational Services | | |
| Junior Achievement of Southern CA | | |
| Junior Achievement of Southern California | | |
| Korean Churches for Community Development | | |
| Koreatown Youth & Community Center | | |
| L.A. Family Housing | | |
| LACER Afterschool Programs | | |
| Learning Enrichment After-School Program (leap) | | |
| Legacy Ladies, Inc. | | |
| LIFT, Inc. | | |
| LINC Housing | | |
| Little Tokyo Service Center | | |
| Local Initiatives Support Corporation-Los Angeles | | |
| Los Angeles Area Chamber of Commerce | | |

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| Name of Charitable Organization | Type | Amount (\$) |
|--|------|-------------|
| Los Angeles Brotherhood Crusade | | |
| Los Angeles Chamber Ballet | | |
| Los Angeles County Museum of Art | | |
| Los Angeles Jewish Symphony | | |
| Los Angeles Latino Chamber of Commerce | | |
| Los Angeles LGBT Center (previously L. A. Gay & Lesbian Center) | | |
| Los Angeles Mission Inc | | |
| Los Angeles Opera Company | | |
| Los Angeles Opportunities Industrialization Center | | |
| Los Angeles Team Mentoring | | |
| Los Angeles Trade Tech Foundation | | |
| Los Angeles Urban League | | |
| Lula Washington Contemporary Dance Foundation | | |
| Midnight Mission | | |
| NAHREP Casa Latina Expo | | |
| Neighborhood Housing Services Los Angeles | | |
| Network for Teaching Entrepreneurship | | |
| New Directions for Veterans | | |
| Optimist Youth Home and Family Services | | |
| P.F. Bresee Foundation | | |
| PATH Ventures | | |
| Performing Arts Center of Los Angeles County (Glorya Kaufman Presents Dance at the Music Center) | | |
| Principles of Success Motivational Programs | | |
| Public Counsel | | |
| RHF Bunker Hill Corporation Angelus Plaza | | |
| RISE Financial Pathways | | |
| San Pedro City Ballet | | |
| Search to Involve Pilipino Americans | | |
| Shelter Partnership | | |
| Single Room Occupancy Housing Corp | | |
| Skid Row Housing Trust | | |
| Skirball Cultural Center | | |
| Southern CA Association of Non-Profit Housing | | |
| St. Joseph Center | | |

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| Name of Charitable Organization | Type | Amount (\$) |
|--|------|-------------|
| Step Up Women's Network | | |
| Streetlights Production Assistant Program Inc | | |
| Strong Food LA Kitchen | | |
| Taproot Foundation | | |
| TELACU Education Foundation | | |
| Toberman Neighborhood Center | | |
| Union Rescue Mission | | |
| United States Veterans Initiative | | |
| United Way of Greater Los Angeles | | |
| United Way of Los Angeles | | |
| Univ. of S.C. Ross Minority Program in Real Estate | | |
| Urban Media Foundation | | |
| Valley Economic Development Center | | |
| VAREP | | |
| Verbum Dei High School | | |
| West Angeles Community Development Corporation | | |
| Westside Center for Independent Living | | |
| YMCA Stuart M. Ketchum Downtown | | |
| YMCA Torrance South Bay | | |
| Young Center for Academic and Cultural Enrichment | | |
| Young Storytellers Foundation | | |
| YWCA Greater Los Angeles | | |

U.S. Bank – Supplier Diversity Program Overview 2016

The mission of the U.S. Bank Supplier Diversity program is to identify, develop and build strong relationships with certified diverse businesses that are qualified to supply U.S. Bank with quality products and services.

Our communities are made up of an increasingly diverse population. Minority and women-owned business enterprises (MWBE), Veteran and Service Disabled Veteran owned businesses and Lesbian/Gay/Bi-sexual/Transgender (LGBT) businesses are rapidly growing and progressing from suppliers of small commodity lines to providers of a wide variety of manufactured products and corporate services. By doing business with diverse suppliers, we build bridges with the community and contribute to the growth of companies who, in turn, help us build the best bank in America.

Our Supplier Diversity Program was created in 1998 to help grow and support this initiative. It is staffed by two full-time employees dedicated to driving Supplier Diversity internally within the corporation, as well as externally in the community. We strive to identify business opportunities for certified diverse suppliers to participate equally with other suppliers in the competitive supplier evaluation process. The Supplier Diversity strategy includes designation of diversity goals set by business lines towards meeting the enterprise wide goals and objectives to diversify the supply chain and create jobs.

We are national corporate members of the NMSDC (National Minority Supplier Development Council) as well as corporate members of WBENC (Women's Business Enterprise National Council) the NGLCC (National Gay and Lesbian Chamber of Commerce) as well as NaVOBA (National Veteran Owned Business Association) and participate in a number of national and regional outreach activities throughout the year.

Our strategic sourcing efforts work toward the inclusion and participation of certified diverse owned businesses in our RFPs and contracts. U.S. Bank requires a company to be at least 51% owned, controlled and managed by one or more minority group members or women. Minority groups include the following:

- African American
- Hispanic Americans
- Asian Pacific Americans
- Native Americans
- Asian Indian Americans

U.S. Bank expanded its current spend goal with MWBEs to include Veteran, Service Disabled Veterans and LGBT owned businesses. Qualifying companies must be located within the United States, its territories or its possessions. Certified companies must submit a certification received from an authorized third party or regulatory agency. U.S. Bank accepts certification completed by regional councils of the National Minority Supplier Development Council (NMSDC), the Women's Business Enterprise National Council (WBENC), the National Women Business Owners Corporation (NWBOC), the National Gay and Lesbian Chamber of Commerce (NGLCC) or a federal, state, local government affiliate or municipality.

"U.S. Bank is committed to building the best bank in America. To meet this goal, we're helping to build the best communities in America. That's why we support Supplier Diversity. It creates opportunities for more individuals and firms to do business with us. When the diverse communities we serve are strong, then we have economic vitality in the communities where we live and work."

-- Richard Davis
Chairman and CEO

We work with our prime (Tier 1) suppliers to support the growth of diverse suppliers by requiring the reporting of their subcontracting (Tier 2) utilization of certified companies on U.S. Bank contracts.

An automated, online registration process for diverse suppliers can be accessed via our website, www.usbank.com/supplierdiversity for interested suppliers.

U.S. Bank continues its dedication to identifying, developing and building strong business relationships with certified diverse suppliers with expanded efforts. Every line of business will support the enterprise-wide initiative effort by:

- Building awareness, education and training
- Assisting in the development of supplier diversity strategies that are aligned with U.S. Bank's strategic plans
- Finding potential diverse suppliers, including identifying opportunities to expand existing MWBE, Veteran, Service Disabled Veteran and LGBT relationships
- Providing resources and tools
- Reviewing and measuring supplier diversity spend performance

We monitor our effectiveness by capturing spend with diverse suppliers on a monthly and quarterly basis. The Supplier Diversity Team, in conjunction with the business lines, work with all non-certified suppliers to identify valid certification options that fit the supplier's business model in alliance with U.S. Bank's needs.

| NATIONAL SPEND | | | |
|---|--------------|------------------------|-----------------------|
| 2015 | | | |
| Diversity Category | Certified | Ethnicity | Grand Total |
| MBE | Yes | African American | \$194,701,623 |
| | | Asian Indian American | \$4,558,134 |
| | | Asian Pacific American | \$10,315,011 |
| | | Hispanic American | \$14,055,942 |
| | | Native American | \$565,730 |
| | | Total | \$224,196,439 |
| | No | African American | \$107,438 |
| | | Asian Indian American | \$620,647 |
| | | Asian Pacific American | \$31,526 |
| | | Hispanic American | \$149,250 |
| | | Native American | \$573,540 |
| | | Total | \$1,482,401 |
| Total | | | \$225,678,840 |
| WBE | Yes | Non-Minority | \$116,408,297 |
| | | Total | \$116,408,297 |
| | No | Non-Minority | \$2,410,539 |
| | | Total | \$2,410,539 |
| Total | | | \$118,818,835 |
| SDV | Yes | Non-Minority | \$321,092 |
| | Total | | \$321,092 |
| Vet | Yes | Non-Minority | \$4,050 |
| | Total | | \$4,050 |
| LGBT | Yes | Non-Minority | \$2,883,760 |
| | Total | | \$2,883,760 |
| Grand Total (Tier 2 Included) | | | \$371,912,373* |
| <small>* Totals represented in this report reflect certified and non certified diversity expenditures. Note: U.S. Bank's Supplier Diversity Program requires third party certification and for the period these expenditures total \$368,019,433</small> | | | |

Infrastructure is in place to track and report Tier 1 and Tier 2 spend using a third party supplier management tool. The automated tool enables online analysis, tracking and reporting of spend. U.S. Bank tracks the following certified and non-certified diverse suppliers: MBE, WBE, SBE, DBE, VET, SDV/DVBE and LGBT. We engage and train prime suppliers regarding Tier 2 reporting to maintain compliance and to assist in meeting our corporate Supplier Diversity Initiative goals and objectives.

The Supplier Diversity Team:

Hector Martinez, Supplier Diversity Manager/Corporate Procurement

hector.martinez@usbank.com

Phone: (612)973-6646

Fesha Buie, Supplier Diversity Specialist/Corporate Procurement

fesha.buie@usbank.com

Phone: (513) 277-5354

In collaboration with the Corporate Procurement Department, the Supplier Diversity website is www.usbank.com/supplierdiversity. The website is accompanied by a help desk at supplier.diversity@usbank.com for expedient responses to inquiries and all correspondence.

The Supplier Diversity Team is comprised of seasoned bankers with long tenure in Human Resources, and Supply Chain Optimization, respectively. Their combined expertise is focused in lending products, recruiting, training and procurement. These core skills have assisted them in creating an inclusionary sourcing and bid process.

All are actively engaged and/or coordinate diverse supplier participation across the U.S. Bank 25-state footprint with the NMSDC, WBENC, NaVOBA and the NGLCC. In addition we support regional councils, ethnic Chambers of Commerce, municipalities, higher education institutes, Community Based Organizations and U.S. Bank's technical assistance partners. U.S. Bank is a founder and active member of numerous community based organizations whose mission aligns with ours—to develop and grow diverse businesses and to impact positive growth in the communities to which we operate and work. To name a few: O.A.M.E./Portland; Astra/Oregon, M.E.D.A./MN, Cincinnati Minority Business Accelerator and partnerships with Small Business Development Centers across the United States. Subject matter experts such as Small Business Bankers and Community Development Managers support these organizations by providing business literacy and serving on various boards and committees.

The success of our outreach stems from having local, internal business line partners to support the growth and development of certified diverse suppliers. Our Supplier Diversity efforts are aligned internally with Diversity & Inclusion, Community Affairs/Community Development, Small Business Banking, Multicultural Marketing and Products, Corporate Real Estate-Construction/Property/Facilities Managers.

The Supplier Diversity Team is available to respond to any additional questions or feedback needed to validate a robust initiative for U. S. Bank and your business opportunity.