

**City of Los Angeles
Responsible Banking Investment
Monitoring
Program For Investment Banks
&
Wells Fargo & Co. Responses**

Data current as June 23, 2017

**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:

Wells Fargo Bank, National Association

Name of Financial Institution

333 S. Grand Avenue

Street Address

Los Angeles

City

CA

State

90071

Zip Code

Michael Engelbrecht, Managing Director

Contact Person Name and Title

213-253-7219

Telephone No.

michael.j.engelbrecht@wellsfargo.com

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. **See Attachment 1**

2. Did your firm provide any scholarship awards to residents of the City of Los Angeles?
Yes No **See Attachment 2**
 - 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 policy. **See Attachment 3**

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 Engelbrecht, Managing Director

Print Name, Title



Signature

6/22/17

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 1

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

Name of Charitable Organization	Type	Amount (\$)
2016 City of Los Angeles charitable giving		\$10.6 million
24th Street Theatre Company		
A COMMUNITY OF FRIENDS		
A PLACE CALLED HOME		
ABODE COMMUNITIES		
Affordable Living for the Aging		
African American AIDS Policy and Training Institute		
After-School All-Stars, Los Angeles		
AIDS PROJECT LOS ANGELES INC		
ALLIANCE FOR COLLEGE - READY PUBLIC SCHOOLS		
Alliance for Housing and Healing		
Alzheimer's Association - Los Angeles		
Alzheimer's Greater Los Angeles		
Amazing Grace Conservatory		
AMERICA SCORES LA		
American Contemporary Ballet, Inc		
American Corporation Of The Arts		
American Diabetes Association - Los Angeles		
American Film Institute		
American Heart Association - Los Angeles		
American Red Cross		
American Red Cross - Los Angeles		
American Youth Symphony Inc.		
Anti-Defamation League - Los Angeles		
Antiochian Orthodox Christian Archdiocese		
Armenian Bone Marrow Donor Registry		
ARTWARD INITIATIVE		
Asian Americans Advancing Justice - Los Angeles		
Asian Business League of Southern California		
Asian Pacific Community Fund of Southern California		
ASIAN PACIFIC ISLANDER SMALL BUSINESS PROGRAM INCORPORATED		
Association of CA Symphony Orchestras		
Atwater Park Center		

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Name of Charitable Organization	Type	Amount (\$)
Autry Museum of the American West		
Avalon-Carver Community Center		
Barlow Foundation		
BET TZEDEK		
Bienestar Human Services Inc		
Big Brothers Big Sisters - Los Angeles		
Big Sunday		
Bilingual Foundation of the Arts		
BLACK BUSINESS ASSOCIATION OF LOS ANGELES		
Black Skeptics Los Angeles		
Blazers Youth Services Community Club Inc		
Blessed Sacrament School		
BLIND CHILDRENS CENTER INC		
Boy Scouts of America - LOS ANGELES		
C5 YOUTH FOUNDATION OF SOUTHERN CALIFIORNIA		
California Community Connection Corporation		
CALIFORNIA COMMUNITY FOUNDATION		
California Council on Economic Education		
CALIFORNIA FASHION ASSOCIATION COMMUNITY DEVELOPMENT FOUNDATION		
California Hospital Medical Center Foundation		
CALIFORNIA SCIENCE CENTER FOUNDATION		
Campaign for College Opportunity		
CATHOLIC BIG BROTHERS BIG SISTERS INC		
Catholic Charities of Los Angeles, Inc.		
Catholic Commuity Founation of Los Angeles		
Catholic Community Foundation of Los Angeles		
CEDARS-SINAI MEDICAL CENTER		
Center for the Pacific-Asian Family, Inc		
Center Theatre Group of Los Angeles		
Central American Resource Center - CARECEN of California		
CESAR CHAVEZ FOUNDATION		
Children's Bureau - Los Angeles		
Children's Hospital Los Angeles		
Chinatown Service Center		

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

Name of Charitable Organization	Type	Amount (\$)
CHOICE GROUP INC		
CicLAvia Inc.		
Clifford Beers Housing, Inc.		
Coalition of Asian Pacifics in Entertainment Foundation, Inc.		
COLBURN SCHOOL		
COMMUNICATION ALLIANCE TO NETWORK THOROUGHBRED EX-RACEHORSES		
COMMUNITY PARTNERS		
COMMUNITY PARTNERS -Senator Holly Mitchell's Annual Christmas in July		
CONCERN FOUNDATION		
Covenant House California - Hollywood		
Craft and Folk Art Museum		
Crayon Collection Inc.		
CRE Outreach Foundation, Inc.		
Crohn's and Colitis Foundation of America - Los Angeles		
CSULA AUXILIARY SERVICES INC		
Cystic Fibrosis Foundation		
Diamond in the RAW		
Dignity Health DBA California Hospital Medical Center		
DMG Music Association, Inc.		
DOLORES MISSION ELEMENTARY SCHOOL PARROCHIAL		
Door of Hope Community Center		
Downtown Womens Center		
Dream Center		
Drew Child Development Corporation		
Eagle Rock Community Cultural Association		
East LA Community Corporation		
East Los Angeles Remarkable Citizens Association		
East West Players Inc		
Economic Development Corporation of Los Angeles County		
El Centro del Pueblo		
Empowering Our Community, Inc.		
Epilepsy Foundation - Los Angeles		
Episcopal Church of Saint Philip the Evangelist		
EQUALITY CALIFORNIA INSTITUTE		

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Name of Charitable Organization	Type	Amount (\$)
EXECUTIVE SERVICE CORPS OF SOUTHERN CALIFORNIA		
Fairfax High School		
FARHANG FOUNDATION		
FASHION BUSINESS INCORPORATED		
Federation of Zacatecan International Benefit Organization, Inc.		
Felicity House, Inc.		
FIRST AFRICAN METHODIST EPISCOPAL CHURCH OF CALIFORNIA		
Floricanto Dance Theatre		
Ford Theatre Foundation		
FOSHAY LEARNING CENTER		
Foundation for Prader Willi Research - Los Angeles		
FOUNDATION THINKAGAIN		
FREEWILL COMMUNITY DEVELOPMENT CORPORATION		
Friendly Hand Foundation		
Friends of Expo Center		
Friends of Golf, Inc.		
Friends Of The Observatory		
From Lot To Spot Inc		
Fulfillment Fund		
Gabriella Foundation		
GENESIS ACADEMY FOR INNOVATION		
Genesis LA Economic Growth Corporation		
Get Lit-Words Ignite, Inc.		
Getty House Foundation		
GINDI MAIMONIDES ACADEMY		
Girl Scouts - Los Angeles		
GLAAD INC		
Golden Retriever Club of Greater Los Angeles Rescue		
GREATER LA AFRICAN AMERICAN CHAMBER OF COMMERCE EDUCATION FUND		
GREATER LOS ANGELES ZOO ASSOCIATION		
GREEN DOT PUBLIC SCHOOLS		
Greenway Arts Alliance, Inc.		
GRYD FOUNDATION		
HARMONY PROJECT		

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Name of Charitable Organization	Type	Amount (\$)
Harold Robinson Foundation		
Harriett Buhai Center for Family Law		
Heart of Los Angeles Youth, Inc.		
Heroes Rescue Mission		
Hillsides		
HIRSHBERG FOUNDATION FOR PANCREATIC CANCER RESEARCH		
HISPANAS ORGANIZED FOR POLITICAL EQUALITY-CALIFORNIA		
HISTORIC ITALIAN HALL FOUNDATION		
Hold on to Your Music, Inc.		
HOLLENBECK POLICE ACTIVITIES LEAGUE		
Hollywood Chamber of Commerce Community Foundation		
HOLLYWOOD COMMUNITY HOUSING CORPORATION		
Hollywood Police Activities League		
Holy Family Services		
Homeboy Industries		
I Have A Dream Foundation - Los Angeles		
IBTM JOURNAL INC.		
Immaculate Heart Community		
In the Meantime Men's Group		
Inner City Law Center		
Inner City Youth Orchestra of Los Angeles, Inc.		
Inner-City Arts		
International Medical Corps		
IOLA Foundation		
James A Smith Postmaster Scholarship Foundation, Inc		
Japanese American National Museum		
JDRF		
Jeffrey Foundation		
Jewish Family Service of Los Angeles		
Jewish Federation - Los Angeles		
Jewish Federation Council of Greater Los Angeles		
Jewish Free Loan Association		
Jewish Vocational Service - Los Angeles		
John Douglas French Alzheimer's Foundation		

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Name of Charitable Organization	Type	Amount (\$)
Jonsson Cancer Center Foundation		
JUGS Incorporated		
Junior Achievement - Los Angeles		
Junior Blind of America		
KIDS IN SPORTS		
Kids In Sports, LA		
KOREAN AMERICAN FAMILY SERVICES, INC (KFAM)		
KOREATOWN YOUTH AND COMMUNITY CENTER INC		
LA STAGE Alliance		
LABC INSTITUTE		
LACBA COUNSEL FOR JUSTICE		
LAGRANT FOUNDATION		
LAMP INC		
LAS FAMILIAS DEL PUEBLO		
Latin-American Cinemateca of Los Angeles		
Latino Business Chamber of Greater Los Angeles Foundation, Inc.		
Latino Theater Company		
Legal Aid Foundation of Los Angeles		
Leukemia & Lymphoma Society - Los Angeles		
Lincoln Heights Tutorial Program		
Lipstick Angels		
Living Through Giving Foundation		
Local Initiatives Support Corporation - Los Angeles		
Los Angeles African American Women's Public Policy Institute		
Los Angeles Alumni Chapter Foundation, Inc.		
Los Angeles Brotherhood Crusade		
Los Angeles Chamber Orchestra Society		
LOS ANGELES CLEANTECH INCUBATOR		
Los Angeles Community Garden Council		
Los Angeles Conservation Corps		
Los Angeles Fire Department Foundation		
LOS ANGELES LGBT CENTER		
LOS ANGELES MASTER CHORALE ASSOCIATION		
LOS ANGELES MISSION INC		

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Name of Charitable Organization	Type	Amount (\$)
Los Angeles Museum of the Holocaust		
Los Angeles Music and Art School		
Los Angeles Opera Company		
Los Angeles Parks Foundation		
Los Angeles Philharmonic Association		
LOS ANGELES POLICE FOUNDATION		
LOS ANGELES REGIONAL FOOD BANK		
LOS ANGELES TEAM MENTORING INC A DELAWARE CORPORATION		
Los Angeles Unified School District		
LOS ANGELES URBAN POLICY ROUNDTABLE		
Loyola High School of Los Angeles		
Loyola Marymount University		
LTSC Community Development Corporation		
M F Place Inc		
Mablean Ephriam Foundation		
MAKE-A-WISH FOUNDATION OF GREATER LOS ANGELES		
Makeovers That Matter		
Melrose Elementary M/S/T Magnet		
MENS GUILD OF CHILDRENS HOSPITAL LOS ANGELES		
Mexican American Legal Defense and Educational Fund		
Midnight Mission		
Military Women In Need		
Ministerios Manantial de Amor		
Mural Conservancy		
Museum Associates		
Museum of Contemporary Art, Los Angeles (MOCA)		
NALEO Educational Fund		
NATIONAL ALLIANCE ON MENTAL ILLNESS LOS ANGELES COUNTY		
National Multiple Sclerosis Society - Los Angeles		
Natural History Museum of Los Angeles County		
Neighborhood Housing Services - Los Angeles		
NEW DIRECTIONS INC		
New Economics for Women		
NEW VILLAGE CHARTER SCHOOL INC		

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Name of Charitable Organization	Type	Amount (\$)
New West Charter Middle School, Inc		
NewFilmmakers Los Angeles		
Ohr Haemet Institute		
Operation HOPE		
OUR HOUSE GRIEF SUPPORT CENTER		
Outfest		
P.S. ARTS		
Pacific Asian Consortium in Employment		
Pacific Coast Regional Urban Small Business Development Corporation		
PACIFIC HEART LUNG AND BLOOD INSTITUTE		
Palms Elementary School		
PARA LOS NINOS		
PARTNERSHIP FOR LOS ANGELES SCHOOLS		
Pathways LA		
Patient Care Foundation		
Performing Arts Center of Los Angeles County		
Pets Are Wonderful Support/Los Angeles		
Playa Vista Education Group		
Plaza de Cultura y Arte Foundation		
Point Foundation - Los Angeles		
PROJECT ANGEL FOOD		
PROMISES FOUNDATION		
Proyecto Pastoral		
PUSHRIM FOUNDATION INC		
RBD Communications, Inc.		
REGALETTES SOCIAL & CHARITY CLUB		
ROMAN ARCHBISHOP OF LOS ANGELES / Catholic Education Foundation		
Ronald McDonald House Charities - Los Angeles		
Rotary International District 5280		
Saint Anne's Maternity Home		
SAINT PAUL THE APOSTLE SCHOOL FOUNDATION		
Salvadoran-American Leadership and Educational Fund		
Santa Cecilia Opera and Orchestra Association		
Search to Involve Pilipino Americans (SIPA)		

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Name of Charitable Organization	Type	Amount (\$)
SHALOM CENTER FOR TREE OF LIFE THERAPY RESEARCH EDUCATION AND EMPOWERMENT		
Shelter Partnership, Inc.		
Sheriff's Youth Foundation of Los Angeles County		
SIMON WIESENTHAL CENTER		
Skid Row Housing Trust		
SKIRBALL CULTURAL CENTER		
SOUTHERN CALIFORNIA CENTER FOR NONPROFIT MANAGEMENT		
Southern California Grantmakers		
Southern California Minority Supplier Development Council		
Special Needs Network, Inc.		
Stitches Technology Business & Career Centers, Inc		
Streetlights Production Assistant Program, Inc.		
Streets Are For Everyone		
Sustainable Economic Enterprises of Los Angeles		
Taking the Reins		
Teach For America - Los Angeles		
TELACU Education Foundation		
TERASAKI FAMILY FOUNDATION		
The Salvation Army, a California Corporation		
Torat Hayim		
TOWN HALL LOS ANGELES		
Tuition Magician		
UCLA Foundation		
UCLA Luskin School of Public Affairs		
UCLA School of Law, The Williams Institute		
Under the Bridges and On The Streets		
UNIFICATION OF DISABLED LATIN AMERICANS		
UNION RESCUE MISSION		
Unite A Nation, Inc.		
United Friends of the Children		
United Negro College Fund - Los Angeles		
United Way - Los Angeles		
University Kidney Research Organization		
University of California Los Angeles Foundation - Ziman Center for Real Estate		

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Name of Charitable Organization	Type	Amount (\$)
University of Southern California		
Unusual Suspects Theatre Company		
Urban Compass		
URBAN LEAGUE - LOS ANGELES		
Verbum Dei High School		
VETERANS HOLIDAY CELEBRATION		
VISTA DEL MAR CHILD AND FAMILY SERVICES		
Weingart Center Association		
Wells Bring Hope		
WEST ANGELES COMMUNITY DEVELOPMENT CORPORATION		
West Hollywood Community Housing Corporation		
White Memorial Medical Center Charitable Foundation		
Women's Guild Cedars-Sinai Medical Center		
Woodcraft Rangers		
Yarlung Artists		
YESHIVA UNIVERSITY OF LOS ANGELES BOYS HIGH SCHOOL		
YMCA - Los Angeles		
Young Musicians Foundation		

Attachment 2

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

Name of Charitable Organization*	Type	Amount (\$)
2016 City of Los Angeles charitable giving to scholarship-based organizations *Subset of overall giving listed in Question No.1		\$391,500
Greater LA African American Chamber of Commerce Education Fund James A Smith Postmaster Scholarship Foundation, Inc JUGS Incorporated Los Angeles Alumni Chapter Foundation, Inc. Point Foundation - Los Angeles Tuition Magician United Negro College Fund - Los Angeles University Of Southern California Verbum Dei High School *Subset of agencies listed in Question No.1		
<i>Additional national scholarship programs managed outside of Los Angeles</i> Wells Fargo Scholarship America Program for People with Disabilities Asian Pacific Islander American Scholarship Fund Hispanic Scholarship Fund Thurgood Marshall Scholarship Fund The American Indian Graduate Center (AIGC) Wells Fargo Veterans Scholarship Program		

Attachment 3

The Wells Fargo logo, consisting of the words "WELLS" and "FARGO" stacked vertically in a gold, serif font, set against a red square background.

Supplier Diversity

When we work together,
we grow together.



The Wells Fargo Vision

*We want to satisfy all our
customers' financial needs and
help them succeed financially*

Message from the CEO



To succeed in financial services, we must be committed to serving our diverse customers, team members, and suppliers. Therefore, we are committed to building relationships within our communities through the development and engagement of certified minority, women, LGBT, veteran, disabled and small business enterprises as partners of Wells Fargo products and services.

Wells Fargo is committed to ensuring supplier diversity is integrated into our strategic sourcing and procurement processes to generate efficiency, innovation, and increased opportunities for diverse suppliers. We're committed to accomplishing this mission by establishing and supporting partnerships with the diverse business community, developing these businesses for growth, and engaging with community organizations that share our commitment.

We are further committed to monitoring our practices for effectiveness through performance goals and ensuring our commitment is emphasized by all levels of management and communicated to all team members and stakeholders.

We believe that, together with our diverse suppliers, we can contribute to the long-term economic sustainability of our communities.

Sincerely,

A handwritten signature in black ink that reads "John G. Stumpf". The signature is written in a cursive, flowing style.

John G. Stumpf
Chairman, President, and CEO

Supply Chain Leadership

Message from Greg Schmid



Greg Schmid,
Head of Supply Chain Management

Commitment to Supplier Diversity

Wells Fargo values and promotes diversity and inclusion in every aspect of our business and at every level of the organization. Our supply chain is no exception. Supplier diversity is integrated into our competitive sourcing and procurement processes to advance economic development and job creation in the diverse communities we serve. We want our supplier base to reflect these communities and the diverse segments that comprise them.

Within Supply Chain Management at Wells Fargo, our commitment to supplier diversity is to grow our annual, controllable spend with certified, diverse suppliers, which we accomplish through close partnership with each line of business and Corporate Properties.

Our external outreach and investment in the marketplace, both in working to identify and develop certified, diverse suppliers as well as building our existing supplier relationships, further reflects our resolve to achieving Wells Fargo's vision of becoming one of the world's great companies.

Greg Schmid

Message from Regina Edwards

Our Vision

To be a World Class Supplier Diversity organization that is recognized as an industry leader in Diverse Procurement, and Supplier Development.

Supplier Diversity adds value to the organization by ensuring that our supply base looks like the customers and communities we serve. Our supply chain management group is working closely with all lines of business, as well as internal and external stakeholders, to grow relationships with capable diverse businesses.

Regina Edwards



Regina Edwards,
Head of Supplier Diversity

Regina Edwards serves on these national boards:

- National Minority Supplier Development Council (NMSDC)
- US Hispanic Chamber of Commerce Foundation (USHCC)
- US Business Leadership Network National Council (USBLN)
- Women Presidents' Educational Organization (WPEO)
- Advisory Board Member for the Clark Atlanta University School of Supply Chain Management



Awarded Financial Services Corporation of the Year by the National Gay/Lesbian Chamber of Commerce

Pictured are representatives from USBLN, USHCC and NGLCC.



Awarded Top Corporation of the Year by the US Business Leadership Network



Our Approach

Diverse Spend Growth:

Support strategic thinking and align with businesses around strategic opportunities that include diverse suppliers in competitive sourcing and procurement opportunities.

Supplier Development:

Invest in building capacity and expertise for high potential diverse suppliers.

Outreach:

Partner with internal and external stakeholders to deliver information to the diverse supplier community.

Our Process

Engaging supply chain management

- Early engagement of supplier diversity will start the data gathering process (benchmark data, peer information, and diverse supplier identification).

Requirements gathering

- Supplier diversity involvement will support the search and identification of qualified and capable diverse suppliers.
- This allows the gathering of information on any roadblocks that may limit diversity participation.

Evaluate product/service requirements

- Supplier diversity will analyze the category for diverse supplier engagement (first or second tier).

Sourcing and due diligence

- Supplier diversity provides input and reviews sourcing document (RFx), ensuring language pertaining to diversity (commitment, spend, reporting, etc), is present and meets the goals and objectives.

Negotiate contracts

- Supplier diversity is engaged/notified of any disputes related to second tier contract language and defined goals.

Approvals and signatures

- On-boarding training for second tier tracking and reporting.

Doing business with Wells Fargo

Our Supplier Code of Conduct:

Wells Fargo & Co. expects all of its suppliers to comply with the law and act ethically in all matters. Our Supplier Code of Conduct establishes related requirements for our suppliers. Working together, we can achieve great success by doing the right thing.

<https://www.wellsfargo.com/about/corporate/human-rights-statement>

Certification requirement

A “diverse supplier” is a business that is at least 51% owned, managed and controlled by a diverse person or group. Wells Fargo requires that businesses asserting that they are diverse suppliers must be certified by a third party certification organization. We recognize diverse supplier certifications from local, state and federal agencies as well as organizations like the NMSDC, WBENC, USPAACC, USBLN, NGLCC, United States Department of Veterans Affairs, etc.

Certification of your company helps to ensure the integrity of Wells Fargo’s Supplier Diversity Program and reporting. Non-certified diverse suppliers may submit proposals to do business with Wells Fargo, but may be asked to pursue certification if business is awarded.

Competitive sourcing and procurement

Wells Fargo’s Supply Chain Management organization is responsible for ensuring our needs for products and services are sourced and procured from quality suppliers who can meet the organization’s cost, quality, delivery, innovation, and business strategic needs. In addition to our Supply Chain Management organization, Wells Fargo also has an internal Corporate Properties Sourcing organization responsible for our facilities footprint, retail banking network, and supporting the administrative office needs of our team members across the globe. It is important to our collective organizations that deals are competitively sourced and mutually beneficial for all concerned parties.

We evaluate a broad range of criteria when we identify and source from suppliers, which typically include the following:

1. Supplier capabilities, past performance, management, and expertise
2. Quality Standards
3. Competitive Pricing
4. Delivery Schedules
5. Technology Capabilities and Infrastructure
6. Financial Stability and Tax Status
7. Insurance Requirements
8. Region of operations (scale)

See page 19 for contact information.

Doing business with Wells Fargo

Basic documentation needed for a competitive RFP or bid

Wells Fargo routinely runs competitive Request for Proposal (RFP) events or competitive bids to evaluate suppliers meeting basic qualification to provide products and services. Although each sourcing activity is unique, and could have different requirements, there are some basic documentation expectations that suppliers should be aware of and prepared to respond to in the event they are invited to bid:

- Diversity certification documents or proof that certification is “in process”
- Dun & Bradstreet number
- NACIS or SIC Code for the products/service you are proposing
- Understanding and compliance with all insurance, regulatory laws, or conditions pertaining to your industry, specific product, or service
- List of references that can support your performance in delivering products and services at the scale that proposed. Suppliers doing business in the financial services industry for the first time can provide similar sized project references
- Proof of company’s ability to be “scalable” to all reviewing parties. In other words, how much business can your company effectively handle?
- Basic technology and EDI (electronic data interchange) capacity
- Senior Management roles and responsibilities
- Project Team details and experience
- Certificate of Insurance (various requirements based on project type, complexity, and location)

Capabilities

It is important that you demonstrate an understanding of how your product or service fits into our business strategy. Prepare to communicate and demonstrate the following:

- Preliminary Pricing/differentiation strategy relative to the category or market in which you are operating, including an understanding of your business’ customers, competitors, market concentration, etc.
- Plan for delivering products or services to us and how your model meets our vast and complex business needs.
- Comprehensive market information and insights on products, services, and innovations. Demonstrate an ability to operationalize ideas and bring to market in an efficient and effective manner.

Wells Fargo uses a number of different sources to identify suppliers to provide products and services. The Supply Chain Management group uses the Supplier Registration database, as well as the Supplier Diversity team to identify suppliers. If we determine that a supplier is a potential match, we will contact the supplier to be included in the procurement or sourcing initiative.

We embrace Diversity and Inclusion



Outreach Partners



Highlights of our efforts

Invested

\$1 million

Developed

1,400 suppliers

Engaged

3 major universities

Our partnerships expand across regional and national organizations that share our commitment to Supplier Development and provide programs and services that strengthen diverse businesses within our communities. We collaborate with organizations that align with diverse supplier identification, certification, development, and engagement, such as:

- 100 Black Men of America
- National Association of Minority Contractors
- National Gay and Lesbian Chamber of Commerce
- National Minority Supplier Development Council
- United States Business Leadership Network
- United States Hispanic Chamber of Commerce
- United States Pan Asian American Chamber of Commerce
- Urban League
- Women's Business Enterprise National Council
- Women Presidents' Educational Organization

Supplier Development

Wells Fargo believes that by developing diverse suppliers, we help strengthen our supplier base and increase the economic impact that our suppliers have on their communities. We partner with organizations that align with our vision and provide diverse businesses access to resources. Through these partnerships, it is important to us that diverse suppliers are developed by:

- Enhancing their business and strategic plans
- Increasing their ability to define and communicate their strategic direction and value
- Retooling their competitive position
- Strengthening their communication effectiveness and executive presence
- Establishing trusted relationships
- Modeling how to do business with targeted prospective clients
- Improving innovation and scale



Think

Educational programs and resources to energize your entrepreneur ideals.



Start

Tools and resources to provide a roadmap to business success.



Grow

Enhancing business growth through leadership development and process improvement.

Awards and Recognitions

- **No. 1 Top 10** Companies for LGBT Employees, *DiversityInc*
- **No. 7 Top 10** Companies for Veterans, *DiversityInc*
- **No. 11** Best Company for Diversity, *DiversityInc*
- **Top 35** for Supplier Diversity by *Black Enterprise* magazine
- **Top 50** Organization for Multicultural Business Opportunities by DiversityBusiness.com
- **Top Corporation of the Year** by United States Business Leadership Network (USBLN)
- **Financial Services Corporation of the Year** by the National Gay and Lesbian Chamber of Commerce (NGLCC)
- **Leadership and Excellence Award**, by *Minority Enterprise Advocate* magazine
- **Best of the Decade**, by Women's Enterprise, USA magazine
- **Perfect Score of 100** on Corporate Equality Index from the Human Rights Campaign

What our partners are saying.

“The USBLN continues to find new viable ways to help our members build awareness and ensure access of persons with disabilities. Wells Fargo is a vigorous and dependable business ally, demonstrating a willingness to invest on all fronts in the disability community. A long-time and active USBLN member, Wells Fargo is a proven leader in supporting activities of our Disability Supplier Diversity Program, serving on our Procurement Council, seeking out disability suppliers and sponsoring executive education programs for disability business owners and service-disabled veteran-owned firms.”

Jill Houghton, Executive Director
United States Business Leadership Network (USBLN)

“As a longstanding partner of our association and the exclusive sponsor of our Chamber Training Institute, Wells Fargo has been instrumental in our mission to advance opportunities for our nation's Hispanic businesses and the local economies they serve. By supporting this program, Wells Fargo has helped foster alignment and collaboration among all minority groups for the common cause of creating economic development, spurring job growth, and building a more prosperous America. It is for these reasons – and many others – that we are proud to call Wells Fargo a trusted ally, and we look forward to working together in years to come.”

Javier Palomarez, President & CEO
United States Hispanic Chamber of Commerce (USHCC)

“The mission of the National Association of Minority Contractors (NAMC) is to provide access, advocacy and contractor readiness for our members in collaboration with strategic alliances. We commend Wells Fargo for their demonstrated commitment to diversity inclusion as a partner with NAMC in forging new paths for minority and women businesses.”

Gloria Shealey, National President
National Association of Minority Contractors (NAMC)



Business Resources

We're here to make it easier for you to succeed. Use these resources to find the right information for your business, attract and retain employees, and more.

Wells Fargo Works for Small BusinessSM

Wells Fargo Works is our commitment to small business. By delivering a wide range of products, resources, and guidance, we help businesses everywhere take the next step towards their goals.

To learn more, visit wellsfargoworks.com — a comprehensive resource library offering guidance and information to help start, run, and grow a business. Also access videos, articles, infographics, and other resources covering a wide range of topics including credit, cash flow management, real estate, marketing, and more. Other highlights include:

- **The Business Plan Center** — Discover business plan essentials including a step-by-step tool to create your own business plan, industry and competitive insights, and online learning resources that cover everything from finance to marketing.
- **The Business Credit Center** — Find detailed information on how to apply for and build business credit. The business credit center can be accessed from the Start, Run, or Grow sections of the website.

Easy to use, the site offers the flexibility and choice to access multimedia content based on business goals — Start, Run, and Grow. Share content through email, Facebook, and Twitter.

Wells Fargo Works for Small BusinessSM — for more, visit wellsfargoworks.com.

Hands on Banking

Whether you want to build credit, your investments, or your own small business; invest in the market, a home, or higher education; shop for a loan, buy a car, or open your first bank accounts, the Hands on Banking program offers basic money tools, skills, and information. For more, visit handsonbanking.org

Financial Products and Services

Wells Fargo Advisors

Wells Fargo Advisors is one of the nation's premier financial services firms, serving and guiding clients through more than 15,000 Financial Advisors. As the heir to some of America's most respected regional and national investment firms, Wells Fargo Advisors has retained a strong and abiding commitment to exceptional services based on trust and knowledge and a determination to put client needs above all else. For more, visit wellsfargo.com/biz/advisors



Women/Diverse Business Owners

We're committed to helping your business grow. Meet your goals with our flexible credit programs and more. For more, visit wellsfargo.com/biz/women_diverse_business

Solutions by Industry

Learn about specific financial services that we have developed for your industry: Accountants; Agriculture Business; Construction and Building Trades; Medical Practices and Health Care Professionals; Non-Profits; Property Management and Homeowners Associations; Retailers; Restaurants and Food Service Companies. For more, visit <https://www.wellsfargo.com/biz/solutions>

Starting a New Business

We're here to help you get your business finances set up the way that works best for you. Visit wellsfargo.com/biz/products/new_biz

Personal Finance for Business Owners

We have products and services to help you meet business obligations while still managing personal day-to-day and future finances. Visit <https://www.wellsfargo.com/biz/owners>

Supplier Diversity Resources

Wells Fargo requires diverse suppliers be certified by an official third-party certification agency.

- **National Minority Supplier Development Council** – www.nmsdc.org
- **Women’s Business Enterprise National Council** – wbenc.org
- **National Gay and Lesbian Chamber of Commerce** – nglcc.org
- **U.S. Business Leadership Network (USBLN)** – usbln.org
- **Department of Veterans Affairs** – va.gov
- **Small Business Administration (SBA) - 8 (a) Certification** – sba.gov
- **U.S. Pan Asian American Chamber of Commerce** – uspaacc.com
- **National Women Business Owners Corporation (NWBOC)** – nwbooc.org



How can we help?

Contact us by email:

General questions: supplierdiversity@wellsfargo.com

Supplier registration questions: supplierportal@wellsfargo.com

For information on Supplier Diversity or how to register:

About Supplier Diversity: wellsfargo.com/supplierdiversity

Supplier Registration: wellsfargo.com/about/corporate/supplier/registration

