

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

Data current as June 22, 2018

**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

Los Angeles

CA

90071

Street Address

City

State

Zip Code

Michael Engelbrecht, Managing Director

Contact Person Name and Title

213-253-7219

michael.j.engelbrecht@wellsfargo.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. **See Attachment I**

2. Did your firm provide any scholarship awards to residents of the City of Los Angeles?
Yes No
 - a. How many scholarships were awarded? 12
 - b. What was the total value of the awarded scholarships? \$598,500
 - **Total is a subset of Attachment 1 not in addition to the total.**


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. **See Attachment II**

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 

Date

6-22-18

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 (\$)
2017 City of Los Angeles charitable giving		\$10.3 million
826LA A PLACE CALLED HOME ABODE COMMUNITIES AFFORDABLE LIVING FOR THE AGING AIDS HEALTHCARE FOUNDATION AIDS PROJECT LOS ANGELES INC ALEXANDRIA HOUSE ALLIANCE FOR CHILDREN'S RIGHTS ALLIANCE FOR HOUSING AND HEALING ALTAMED HEALTH SERVICES CORP ALZHEIMERS GREATER LOS ANGELES AMAZING GRACE CONSERVATORY INC AMERICA SCORES LA AMERICAN CONTEMPORARY BALLET INC AMERICAN DIABETES ASSOCIATION - LOS ANGELES AMERICAN FRIENDS OF MAGEN DAVID ADOM AMERICAN RED CROSS - LOS ANGELES AMERICAN YOUTH SYMPHONY INC. ANTI-DEFAMATION LEAGUE - LOS ANGELES ARCHER SCHOOL FOR GIRLS ARTWARD INITIATIVE ASIAN AMERICANS ADVANCING JUSTICE LOS ANGELES ASIAN PACIFIC COMMUNITY FUND OF SOUTHERN CALIFORNIA ASIAN PACIFIC ISLANDER SMALL BUSINESS PROGRAM INCORPORATED ASSISTANCE LEAGUE OF LOS ANGELES ASSOCIATION OF CA SYMPHONY ORCHESTRAS ATWATER PARK CENTER AUTRY MUSEUM OF THE AMERICAN WEST BARLOW FOUNDATION BEIT T'SHUVAH BET TZEDEK		

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

Name of Charitable Organization	Type	Amount (\$)
BETHEL LA COMMUNITY DEVELOPMENT CORPORATION		
BIENESTAR HUMAN SERVICES INC		
BIG BROTHERS BIG SISTERS - LOS ANGELES		
BIG SUNDAY		
BILINGUAL FOUNDATION OF THE ARTS		
BLACK BUSINESS ASSOCIATION		
BLIND CHILDRENS CENTER INC		
BOY SCOUTS OF AMERICA - LOS ANGELES		
BREATHE CALIFORNIA OF LOS ANGELES COUNTY		
CAL STATE LA COMMUNICATION STUDIES DEPARTMENT		
CALIFORNIA COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION		
CALIFORNIA COMMUNITY FOUNDATION		
CALIFORNIA CONNECTION CORPORATION		
CALIFORNIA FASHION FOUNDATION COMMUNITY DEVELOPMENT FOUNDATION		
CALIFORNIA HOSPITAL MEDICAL CENTER		
CALIFORNIA SCIENCE CENTER FOUNDATION		
CANCER SUPPORT COMMUNITY LOS ANGELES		
CATHOLIC BIG BROTHERS BIG SISTERS INC		
CENTER FOR THE PACIFIC-ASIAN FAMILY, INC.		
CENTER THEATRE GROUP		
CENTER THEATRE GROUP OF LOS ANGELES		
CENTRAL AMERICAN RESOURCE CENTER - LOS ANGELES		
CESAR CHAVEZ FOUNDATION		
CHARLES DREW UNIVERSITY OF MEDICINE AND SCIENCE		
CHILDREN'S BUREAU		
CHILDREN'S BUREAU - LOS ANGELES		
CHILDRENS HOSPITAL OF LOS ANGELES		
CHILDREN'S HOSPITAL OF LOS ANGELES/TITANIA K9 FUND-AMERMAN		
FAMILY FOUNDATION DOG THERAPY PROGRAM		
CHILO FOUNDATION CALIFORNIA		
CHINATOWN SERVICE CENTER		
CHOICE GROUP INC		
CICLAVIA INC.		
CLOVER AVENUE ELEMENTARY SCHOOL		

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

Name of Charitable Organization	Type	Amount (\$)
COACHART ORG		
COALITION FOR RESPONSIBLE COMMUNITY DEVELOPMENT		
COLBURN SCHOOL		
COMMUNITY COALITION FOR SUBSTANCE ABUSE PREVENTION & TREATMENT		
COMMUNITY DEVELOPMENT TECHNOLOGIES CENTER		
COMMUNITY OF FRIENDS		
COMMUNITY PARTNERS		
CONCERNED BLACK MEN OF LOS ANGELES, INC.		
CONSOLIDATED HOME OWNERSHIP INSTITUTE AT RANCHO LA CIENEGA		
CONSTITUTIONAL RIGHTS FOUNDATION		
CORO SOUTHERN CALIFORNIA, INC.		
CROHNS AND COLITIS FOUNDATION - LOS ANGELES		
CSULA AUXILIARY SERVICES INC		
CYSTIC FIBROSIS FOUNDATION		
DIABETES CAMPING AND EDUCATIONAL SERVICES INC.		
DMG MUSIC ASSOCIATION,INC.		
DOLORES MISSION ELEMENTARY SCHOOL PARROCHIAL		
DOWNTOWN WOMENS CENTER		
DREAM A WORLD EDUCATION		
EAST LA COMMUNITY CORPORATION		
EAST-WEST PLAYERS INC		
EBONY REPERTORY THEATRE INC		
ECHO PARK FILM CENTER		
ECONOMIC DEVELOPMENT CORPORATION OF LOS ANGELES		
EDUCATING YOUNG MINDS		
EDUCATORS FOR EXCELLENCE INC		
EL RESCATE		
EQUALITY CALIFORNIA INSTITUTE		
EXECUTIVE SERVICE CORPS OF SOUTHERN CALIFORNIA		
FAITH AND COMMUNITY EMPOWERMENT		
FARHANG FOUNDATION		
FOOTPRINTS AROUND THE WORLD		
FOUNDATION FOR WOMEN WARRIORS		

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Name of Charitable Organization	Type	Amount (\$)
FREE ARTS FOR ABUSED CHILDREN		
FREEWILL COMMUNITY DEVELOPMENT CORPORATION		
FRIENDS OF EXPO CENTER		
FRIENDS OF GLENFELIZ ELEMENTARY		
FRIENDS OF THE LOS ANGELES FREE CLINIC		
FRIENDS OF THE OBSERVATORY		
FROM LOT TO SPOT INC		
FULFILLMENT FUND		
GABRIELLA FOUNDATION		
GENESIS LA ECONOMIC GROWTH CORPORATION		
GET LIT WORDS IGNITE INC		
GINDI MAIMONIDES ACADEMY		
GIRL SCOUTS - LOS ANGELES		
GIRLS TODAY WOMEN TOMORROW LEADERSHIP MENTORING PROGRAM		
GIVING SPIRIT		
GLAAD INC		
GLOBAL KINDNESS		
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		
HARRIETT BUHAI CENTER FOR FAMILY LAW		
HATHAWAY-SYCAMORES CHILD AND FAMILY SERVICES		
HEROES PROJECT		
HILLSIDES		
HIRSHBERG FOUNDATION FOR PANCREATIC CANCER RESEARCH		
HISPANAS ORGANIZED FOR POLITICAL EQUALITY-CALIFORNIA		
HISTORIC ITALIAN HALL FOUNDATION		
HOLLENBECK POLICE ACTIVITIES LEAGUE		
HOLLYROD FOUNDATION		

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Name of Charitable Organization	Type	Amount (\$)
HOLLYWOOD COMMUNITY HOUSING CORPORATION		
HOLLYWOOD POLICE ACTIVITY LEAGUE		
HOLMAN COMMUNITY DEVELOPMENT CORPORATION		
HOMEBOY INDUSTRIES		
I HAVE A DREAM FOUNDATION - LOS ANGELES		
IBTM JOURNAL INC.		
IMAGINE LOS ANGELES INC		
INNER CITY LAW CENTER		
INNER CITY YOUTH ORCHESTRA OF LOS ANGELES INC		
INNER-CITY ARTS		
INSTITUTO DE AVANCE INTEGRAL LATINO INC		
INSURANCE INDUSTRY CHARITABLE FOUNDATION		
INTERNATIONAL MEDICAL CORPS		
JAPANESE AMERICAN NATIONAL MUSEUM		
JENESSE CENTER INCORPORATED		
JEWISH FAMILY SERVICE OF LOS ANGELES		
JEWISH FEDERATION COUNCIL - LOS ANGELES		
JEWISH FREE LOAN ASSOCIATION		
JEWISH VOCATIONAL SERVICE		
JOHN THOMAS DYE SCHOOL		
JUGS INCORPORATED		
KIDS ENJOY EXERCISE NOW (KEEN) LOS ANGELES		
KOREAN AMERICAN FAMILY SERVICES, INC (KFAM)		
KOREATOWN YOUTH AND COMMUNITY CENTER INC		
LA PLAZA DE CULTURA Y ARTES FOUNDATION		
LABC INSTITUTE		
LACBA COUNSEL FOR JUSTICE		
LAGRANT FOUNDATION		
LA-MAS, INC		
LAMBDA LEGAL DEFENSE AND EDUCATION FUND INC		
LAMP INC		
LAS FAMILIAS DEL PUEBLO		
LAST CHANCE FOR ANIMALS		

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Name of Charitable Organization	Type	Amount (\$)
LATINO BUSINESS CHAMBER OF GREATER LOS ANGELES FOUNDATION, INC.		
LATINO THEATER COMPANY		
LEADERSUP		
LEARNING RIGHTS LAW CENTER		
LEGAL AID FOUNDATION OF LOS ANGELES		
LIFE STEPS FOUNDATION, INC.		
LIFT, INC.		
LINCOLN HEIGHTS TUTORIAL PROGRAM		
LIVING THROUGH GIVING FOUNDATION		
LOCAL INITIATIVES SUPPORT CORPORATION - LOS ANGELES		
LOS ANGELES AREA CHAMBER OF COMMERCE FOUNDATION		
LOS ANGELES BIOSCIENCE HUB		
LOS ANGELES BROTHERHOOD CRUSADE - BLACK UNITED FUND INC		
LOS ANGELES CLEAN TECH INCUBATOR		
LOS ANGELES CONSERVANCY		
LOS ANGELES CONSERVATION CORPS		
LOS ANGELES DODGERS FOUNDATION		
LOS ANGELES FIRE DEPARTMENT FOUNDATION		
LOS ANGELES LGBT CENTER		
LOS ANGELES MASTER CHORALE ASSOCIATION		
LOS ANGELES MISSION INC		
LOS ANGELES MUSEUM OF THE HOLOCAUST		
LOS ANGELES OPERA COMPANY		
LOS ANGELES PARKS FOUNDATION		
LOS ANGELES PHILHARMONIC ASSOCIATION		
LOS ANGELES POLICE FOUNDATION		
LOS ANGELES REGIONAL FOOD BANK		
LOS ANGELES RIVER REVITALIZATION CORPORATION		
LOS ANGELES TEAM MENTORING INC A DELAWARE CORPORATION		
LOS ANGELES URBAN POLICY ROUNDTABLE		
LOYOLA MARYMOUNT UNIVERSITY		
LTSC COMMUNITY DEVELOPMENT CORPORATION		
LULA WASHINGTON CONTEMPORARY DANCE FOUNDATION		

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Name of Charitable Organization	Type	Amount (\$)
M F PLACE INC		
MABLEAN EPHRIAM FOUNDATION		
MAKE A WISH FOUNDATION - LOS ANGELES		
MAKEOVERS THAT MATTER FOUNDATION		
MEXICAN AMERICAN LEGAL DEFENSE AND EDUCATIONAL FUND		
MIDNIGHT MISSION		
MURAL CONSERVANCY		
MUSEUM OF CONTEMPORARY ART, LOS ANGELES (MOCA)		
NAACP FOUNDATION		
NATIONAL ALLIANCE ON MENTAL ILLNESS LOS ANGELES COUNTY		
NATIONAL ASSN OF LATINO ELECTED OFFICIALS NALEO EDUCATION FUND		
NATIONAL FOSTER YOUTH INSTITUTE		
NATURAL HISTORY MUSEUM OF LOS ANGELES COUNTY		
NEIGHBORHOOD HOUSING SERVICES - LOS ANGELES		
NEW DIRECTIONS INC		
NEWFILMMAKERS LOS ANGELES		
OUTFEST		
PABLOVE FOUNDATION INC		
PACIFIC ASIAN CONSORTIUM IN EMPLOYMENT		
PACIFIC COAST REGIONAL URBAN SMALL BUSINESS DEVELOPMENT CORPORATION		
PARA LOS NIÑOS		
PARENTS OF WATTS		
PARTNERSHIP FOR LOS ANGELES SCHOOLS		
PATHWAYS LA		
PEOPLE ASSISTING THE HOMELESS		
PERFORMING ARTS CENTER OF LOS ANGELES COUNTY		
POINT FOUNDATION		
PROJECT ANGEL FOOD		
PROMISES FOUNDATION		
PUEBLO NUEVO EDUCATION AND DEVELOPMENT GROUP		
PUENTE LEARNING CENTER		
PUSHRIM FOUNDATION INC		

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Name of Charitable Organization	Type	Amount (\$)
RBD COMMUNICATIONS		
REGALETTES SOCIAL & CHARITY CLUB		
RESTORE NEIGHBORHOODS LA INC		
ROMAN ARCHBISHOP OF LOS ANGELES		
RONALD MCDONALD HOUSE CHARITIES - LOS ANGELES		
RUDY REGALADO FOUNDATION		
SAINT ANNE'S MATERNITY HOME		
SALVATION ARMY - LOS ANGELES		
SHALOM CENTER FOR TREE OF LIFE THERAPY RESEARCH EDUCATION AND EMPOWERMENT		
SHELTER PARTNERSHIP, INC.		
SIMON WIESENTHAL CENTER		
SKID ROW HOUSING TRUST		
SKIRBALL CULTURAL CENTER		
SOUTHERN CALIFORNIA ASSOCIATION OF NON-PROFIT HOUSING INC		
SOUTHERN CALIFORNIA CENTER FOR NONPROFIT MANAGEMENT		
SOUTHERN CALIFORNIA FOSTER FAMILY AGENCY		
SOUTHERN CALIFORNIA GRANTMAKERS		
SPECIAL NEEDS NETWORK, INC.		
ST BARNABAS SENIOR CENTER OF LOS ANGELES		
STREETLIGHTS		
STRONG FOOD LA KITCHEN		
SUREFIRE, INC		
TASHBAR SEPHARDIC YESHIVA KETANA		
TEACH FOR AMERICA - LOS ANGELES		
TELACU EDUCATION FOUNDATION		
TIDES FOUNDATION		
TORAT HAYIM		
TOWN HALL LOS ANGELES		
UCLA FOUNDATION		
UNIFICATION OF DISABLED LATIN AMERICANS		
UNION RESCUE MISSION		
UNITED FRIENDS OF THE CHILDREN		
UNITED WAY - LOS ANGELES		

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Name of Charitable Organization	Type	Amount (\$)
UNIVERSITY OF CALIFORNIA - LOS ANGELES		
UNIVERSITY OF SOUTHERN CALIFORNIA		
UNUSUAL SUSPECTS THEATRE COMPANY		
URBAN LEAGUE - LOS ANGELES		
USC BLACK ALUMNI ASSOCIATION		
USC CENTER ON PHILANTHROPY AND PUBLIC POLICY		
USC LATINO ALUMNI ASSOCIATION		
VERBUM DEI HIGH SCHOOL		
VIP COMMUNITY MENTAL HEALTH CENTER, INC.		
VISTA DEL MAR CHILD AND FAMILY SERVICES		
WATTS HEALTHCARE CORPORATION		
WAYFINDER FAMILY SERVICES		
WEINGART CENTER FOR THE HOMELESS		
WELLS BRING HOPE		
WEST ANGELES COMMUNITY DEVELOPMENT CORPORATION		
WEST HOLLYWOOD COMMUNITY HOUSING CORPORATION		
WHITE MEMORIAL MEDICAL CENTER CHARITABLE FOUNDATION		
WOMEN IN INSTITUTIONAL INVESTMENT NETWORK (WIIIN)		
WOMEN'S DOWNTOWN CENTER		
YESHIVA UNIVERSITY OF LOS ANGELES BOYS HIGH SCHOOL		
YMCA - LOS ANGELES		
YOUNG MUSICIANS FOUNDATION		
YOUTH POLICY INSTITUTE INC		
YWCA GREATER LOS ANGELES		

Supplier Diversity

When we work together,
we grow together.



The Wells Fargo Vision

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

Message from the CEO



Everything we do starts with our vision: to satisfy our customers' financial needs and help them succeed financially. In addition to our vision, we have five enduring values that guide us: What's right for customers, people as a competitive advantage, ethics, diversity and inclusion, and leadership.

Part of our focus on diversity and inclusion includes supplier diversity and the development and engagement of certified minority, women, LGBT, veteran, and disabled businesses, as well as small businesses.

Wells Fargo is committed to integrating diverse suppliers into our sourcing and procurement processes - with the goal of spending 15 percent with diverse suppliers by 2020. To provide more opportunities for diverse suppliers, we work with the diverse business community, develop diverse businesses for growth, and engage with organizations that share our commitment.

Together with our diverse suppliers, we can contribute to the long-term economic sustainability of our communities.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Sloan'. The signature is stylized and fluid.

Tim Sloan
CEO and President

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



Awarded Best-of-the-Best recognition from the National Business Inclusion Consortium (NBIC)

Message from Regina O. Heyward

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. In 2017, our spend was \$1.27 billion with diverse suppliers. Wells Fargo spends more than \$1 million annually funding diverse business development and capacity building programs intended to help diverse businesses grow and scale.

Regina O. Heyward



Regina O. Heyward,
Head of Supplier Diversity

Regina O. Heyward serves on these national boards:

- US Hispanic Chamber of Commerce Board of Directors
- US Business Leadership Network National Council (USBLN)
- Million Women Mentors Entrepreneurship Initiative – Advisory Steering Committee Chair
- Advisory Board Member for the Clark Atlanta University School of Supply Chain Management
- Minority Business News USA Advisory Board



Awarded America's Top Corporation for Women's Business Enterprises – Platinum Distinction by the Women's Business Enterprise National Council (WBENC)



Receiving the Marketplace Innovator of the Year, Disability Inclusive Advertisement award from the United States Business Leadership Network (USBLN)



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:

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

Our Process



Doing business with Wells Fargo

Our Supplier Code of Conduct:

Wells Fargo 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 18 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 which is being 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



Highlights of our efforts

Invested
\$1 million annually

Developed
14 signature development programs

Engaged
Over 100 Wells Fargo team members as Supplier Diversity Liaisons

Our outreach expands 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:

- National LGBT Chamber of Commerce
- National Minority Supplier Development Council
- United States Black Chambers, Inc.
- United States Business Leadership Network
- United States Hispanic Chamber of Commerce
- United States Pan Asian American Chamber of Commerce
- National Association of Women Business Owners
- WEConnect International
- Women’s Business Enterprise National Council
- Women Presidents’ 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 work with organizations that align with our vision and provide diverse businesses access to resources. Through these relationships, 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

- **Corporation of the Year Top Performer** — Gazelle Award by the National Minority Supplier Development Council (NMSDC)
- **America's Top Corporation Platinum Distinction Award** for Women's Business Enterprises by the Women's Business Enterprise National Council (WBENC)
- **Program/Initiative of the Year** by the National Business Inclusion Consortium (NBIC)
- U.S. Hispanic Chamber of Commerce (USHCC) **Million Dollar Club**
- **Top 35** for Supplier Diversity by *Black Enterprise* magazine
- **No. 14** Best Company for Diversity, *DiversityInc*
- **Top** Companies for LGBT Employees, *DiversityInc*
- **Perfect Score of 100** on Corporate Equality Index from the Human Rights Campaign
- **Perfect Score of 100** on Disability Equality Index from the American Association of People with Disabilities (AAPD) and the US Business Leadership Network (USBLN)

"USBLN partners with business to achieve disability equality and inclusion. Through this, our organization helps corporate partners leverage the talent of people with disabilities to drive performance and innovation. Wells Fargo is a vigorous and dependable business ally, demonstrating a willingness to invest on all fronts in the disability community. Wells Fargo has been a strong supporter of our Supplier Diversity program, and shown true leadership by 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, President and CEO
United States Business Leadership Network (USBLN)

"The Women's Business Enterprise National Council (WBENC) is focused on providing qualified, certified, women-owned businesses for inclusion in our Corporate and Government Member supply chains. We not only locate and certify women-owned businesses, but we also provide resources and opportunities to help these businesses develop and grow, while working to deepen the relationships between corporations and WBENC-Certified Women's Business Enterprises (WBEs). It is because of corporations like Wells Fargo that we are able to deliver on this mission. Wells Fargo has been a true leader and supporter in driving the sustainable inclusion of women-owned businesses in our economy, and their financial support, as well as active involvement in our programming and development of WBEs, continues to make an impact on women, minorities, and the communities they serve. With the economic power of women as consumers, decision-makers, and business owners, Wells Fargo's continued support and investment in diversity and inclusion is not just doing good — it's good business."

Pamela Prince-Eason, President and CEO
Women's Business Enterprise National Council (WBENC)

"Together we can ensure that women entrepreneurs have access to the information and opportunities they need to be successful, however they define that term. We know and value what an asset our relationship with Wells Fargo has been for our members and hope to have the opportunity to continue it for years to come."

Jen Earle, NAWBO National CEO



Wells Fargo 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 Business®

Wells Fargo serves approximately 3 million small business owners across the United States and loans more money to America's small businesses than any other bank (2002 - 2015 CRA government data). To help more small businesses achieve financial success, in 2014 Wells Fargo introduced Wells Fargo Works for Small Business® – a broad initiative to deliver resources, guidance and services for business owners.

Through wellsfargoworks.com, we offer useful guidance on topics such as writing a business plan, marketing your business, managing cash flow, and building credit to help business owners increase their knowledge and confidence. The site includes hundreds of feature stories, informational articles, and videos featuring national small business strategy experts and business owners sharing their experiences.

Hands on Banking

Hands on Banking is a free, non-commercial program that teaches people in various stages of life about the basics of responsible money management. Available in English and Spanish. For more, visit handsonbanking.org

Wells Fargo Innovation Incubator

The Wells Fargo Innovation Incubator (IN²) is a five-year, \$10 million program designed to facilitate early-stage technologies that provide scalable solutions to reduce the energy impact of commercial buildings. IN² is funded by the Wells Fargo Foundation and co-administered by the U.S. Department of Energy's National Renewable Energy Laboratory (NREL). For more information, visit in2.wf.com

Diverse Community Capital

Wells Fargo has committed \$75 million to Community Development Financial Institutions (CDFIs) across the country through the Wells Fargo Works for Small Business®: Diverse Community Capital program. The program makes available \$50 million in lending capital and \$25 million in grant capital to be disbursed over three years. For more information, visit <https://www.wellsfargo.com/com/financing/real-estate/community-lending-investment/cdfi>

Supplier Diversity Resources

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

- **National Minority Supplier Development Council** – nmsdc.org
- **Women's Business Enterprise National Council** – wbenc.org
- **National LGBT Chamber of Commerce** – nglcc.org
- **U.S. Black Chambers Inc.** – usblackchamber.org
- **United States Business Leadership Network (USBLN)** – usbln.org
- **U.S. Department of Veterans Affairs** – va.gov
- **U.S. Hispanic Chamber of Commerce** – ushcc.com
- **U.S. Small Business Administration (SBA) – 8 (a) Certification** – sba.gov
- **United States Pan Asian American Chamber of Commerce** – uspaacc.com
- **National Veteran Owned Business Association (NaVOBA)** – navoba.org



How can we help?

General questions: supplierdiversity@wellsfargo.com

For more information about Supplier Diversity, visit: wellsfargo.com/supplierdiversity

