

**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.

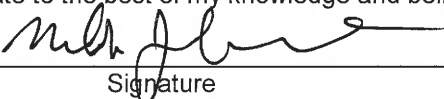
1. Did your firm make monetary donations to charitable programs within the City limits?
Yes No If yes, please complete the attached form. [See Attachment I](#)

2. Did your firm provide any scholarship awards to residents of the City of Los Angeles?
Yes No
 - a. How many scholarships were awarded? 3
 - b. What was the total value of the awarded scholarships? \$149,625
[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		6/17/19
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**

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

Data current as of June 17, 2019

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

Name of Charitable Organization	Type	Amount (\$)
2018 City of Los Angeles Charitable Giving		\$9.6 million total
Echo Park Film Center		
Echo Park Film Center		
PARTNERSHIP FOR LOS ANGELES SCHOOLS		
PARTNERSHIP FOR LOS ANGELES SCHOOLS		
UNIVERSITY OF SOUTHERN CALIFORNIA		
UNIVERSITY OF SOUTHERN CALIFORNIA		
LOS ANGELES CLEANTECH INCUBATOR		
LOS ANGELES CLEANTECH INCUBATOR		
LOS ANGELES CLEANTECH INCUBATOR		
SKIRBALL CULTURAL CENTER		
SKIRBALL CULTURAL CENTER		
POINT FOUNDATION		
LOS ANGELES REGIONAL FOOD BANK		
PLACE CALLED HOME		
BOY SCOUTS OF AMERICA - LOS ANGELES		
FRIENDS OF ATWATER ELEMENTARY		
LOS ANGELES FIRE DEPARTMENT FOUNDATION		
CALIFORNIA COMMUNITY FOUNDATION		
SOUTHERN CALIFORNIA MINORITY SUPPLIER DEVELOPMENT COUNCIL INC		
BIZFED INSTITUTE		
CHILDRENS BUREAU OF SOUTHERN CALIFORNIA		
LOS ANGELES COUNTY ECONOMIC DEVELOPMENT CORPORATION		
INTERNATIONAL MEDICAL CORPS		
SUSTAINABLE ECONOMIC ENTERPRISES OF LOS ANGELES		
YOUTH POLICY INSTITUTE INC		
BIG SUNDAY		
L A S BEST		
COMMUNITY PARTNERS		
YOUTH POLICY INSTITUTE INC		
LOS ANGELES COUNTY ECONOMIC DEVELOPMENT CORPORATION		
SKID ROW HOUSING TRUST		
LEGACY LA YOUTH DEVELOPMENT CORPORATION		
AMERICAN INDIAN CHAMBER EDUCATION FUND		
ALLIANCE FOR HOUSING AND HEALING		
LOS ANGELES RIVER REVITALIZATION CORPORATION		
YWCA - LOS ANGELES		
FULFILLMENT FUND		
INNER CITY ARTS		
RAISE A CHILD INCORPORATED		
MARTIN LUTHER KING JR COMMUNITY HEALTH FOUNDATION		
LOS ANGELES CLEANTECH INCUBATOR		
TIDES FOUNDATION		
LOS ANGELES CLEANTECH INCUBATOR		
LEADERSUP		

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

Name of Charitable Organization	Type	Amount (\$)
2018 City of Los Angeles Charitable Giving		
LEADERSUP		
ENTREPRENEUR EDUCATIONAL CENTER INC		
MAKE A WISH - LOS ANGELES		
SOUTHERN CALIFORNIA GRANTMAKERS		
PROJECT ANGEL FOOD		
FREEFROM		
American Youth Symphony Inc.		
VOLUNTEERS OF AMERICA - LOS ANGELES		
PACIFIC COAST REGIONAL URBAN SMALL BUSINESS DEVELOPMENT CORPORATION		
AUTRY MUSEUM OF THE AMERICAN WEST		
People Assisting the Homeless		
KOREAN AMERICAN FAMILY SERVICES INC		
EL NIDO FAMILY CENTERS		
LOCAL INITIATIVES SUPPORT CORPORATION - LOS ANGELES		
LOS ANGELES COUNTY ECONOMIC DEVELOPMENT CORPORATION		
CONCERNED BLACK MEN OF LOS ANGELES INC		
American Red Cross - Los Angeles		
SOUTHERN CALIFORNIA ASSOCIATION OF NON-PROFIT HOUSING INC		
CSULA AUXILIARY SERVICES INC		
PACIFIC ASIAN CONSORTIUM IN EMPLOYMENT		
INSTITUTO DE AVANCE INTEGRAL LATINO INC		
Network For Teaching Entrepreneurship - Los Angeles		
LEADERSHIP FOR URBAN REVENUE NETWORK INC		
URBAN LEAGUE - LOS ANGELES		
LA WORKS INC		
SIMON WESENTHAL CENTER		
CENTER FOR ASIAN AMERICANS UNITED FOR SELF-EMPOWERMENT INC		
EL NIDO FAMILY CENTERS		
EQUALITY CALIFORNIA INSTITUTE		
AFFORDABLE LIVING FOR THE AGING		
KOREATOWN YOUTH AND COMMUNITY CENTER INC		
CALIFORNIA COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION		
URBAN LEAGUE - LOS ANGELES		
CHARLES DREW UNIVERSITY OF MEDICINE AND SCIENCE - LOS ANGELES		
GET LIT WORDS IGNITE INC		
KOREATOWN YOUTH AND COMMUNITY CENTER INC		
FRIENDS OF EXPO CENTER		
SINGLE ROOM OCCUPANCY HOUSING CORP		
NEWFILMMAKERS LOS ANGELES		
Jovenes, Inc.		
LOS ANGELES OPERA COMPANY		
ADVENTIST HEALTH WHITE MEMORIAL CHARITABLE FOUNDATION		
NEW DIRECTIONS INC		
MUSIC CENTER		
		\$9.6 million total

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

Name of Charitable Organization	Type	Amount (\$)
2018 City of Los Angeles Charitable Giving		\$9.6 million total
BET TZEDEK		
CENTER FOR THE PACIFIC ASIAN FAMILY INC		
DREAM A WORLD EDUCATION		
LOS ANGELES PHILHARMONIC ASSOCIATION		
LOS ANGELES PHILHARMONIC ASSOCIATION		
LOS ANGELES PHILHARMONIC ASSOCIATION		
OCEAN PARK COMMUNITY CENTER		
INNER CITY YOUTH ORCHESTRA OF LOS ANGELES INC		
WEST HOLLYWOOD COMMUNITY HOUSING CORPORATION		
HISPANAS ORGANIZED FOR POLITICAL EQUALITY-CALIFORNIA		
HISPANAS ORGANIZED FOR POLITICAL EQUALITY-CALIFORNIA		
HISPANAS ORGANIZED FOR POLITICAL EQUALITY-CALIFORNIA		
HISPANAS ORGANIZED FOR POLITICAL EQUALITY-CALIFORNIA		
PROJECT ANGEL FOOD		
People Assisting the Homeless		
Inner City Law Center		
VERBUM DEI HIGH SCHOOL		
STRONG FOOD LA KITCHEN		
Los Angeles Conservation Corps		
VISION TO LEARN		
INSTITUTO DE AVANCE INTEGRAL LATINO INC		
WEINGART CENTER ASSOCIATION		
UNIVERSITY OF SOUTHERN CALIFORNIA - LOS ANGELES		
UNIVERSITY OF SOUTHERN CALIFORNIA - LOS ANGELES		
UNIVERSITY OF SOUTHERN CALIFORNIA - LOS ANGELES		
GENESIS LA ECONOMIC GROWTH CORPORATION		
LA-MÁS, Inc		
BOY SCOUTS - LOS ANGELES		
HOMELESS NOT TOOTHLESS		
RONALD MCDONALD HOUSE CHARITIES - LOS ANGELES		
RESTORE NEIGHBORHOODS LA INC		
PUENTE Learning Center		
PARTNERSHIP FOR LOS ANGELES SCHOOLS		
LOS ANGELES PHILHARMONIC ASSOCIATION		
Downtown Women's Center		
YMCA - LOS ANGELES		
SPARK PROGRAM INC		
SPARK PROGRAM INC		
ABODE COMMUNITIES		
Japanese American Cultural and Community Center		
Constitutional Rights Foundation		
Wayfinder Family Services		
GREATER LOS ANGELES AFRICAN AMERICAN CHAMBER OF COMMERCE EDUCATION FUND		
MABLEAN EPHRIAM FOUNDATION		

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

Name of Charitable Organization	Type	Amount (\$)
2018 City of Los Angeles Charitable Giving		
AMERICAN CONTEMPORARY BALLET INC		
ASIAN AMERICANS ADVANCING JUSTICE LOS ANGELES		
UNIFICATION OF DISABLED LATIN AMERICANS		
Girls Today Women Tomorrow Leadership Mentoring Program		
BIG BROTHERS BIG SISTERS - LOS ANGELES		
Black Business Association		
Southern California Center for Nonprofit Management		
HISTORIC ITALIAN HALL FOUNDATION		
ABODE COMMUNITIES		
PACIFIC ASIAN CONSORTIUM IN EMPLOYMENT		
TIDES FOUNDATION		
ASIAN AMERICANS ADVANCING JUSTICE LOS ANGELES		
LEGAL AID FOUNDATION OF LOS ANGELES		
Korean Health, Education, Information and Research Center		
GIRL SCOUTS - LOS ANGELES		
LOS ANGELES LGBT CENTER		
BREATHE CALIFORNIA OF LOS ANGELES COUNTY		
CENTER THEATRE GROUP OF LOS ANGELES		
SHAKESPEARE CENTER OF LOS ANGELES INC		
GREATER LOS ANGELES ZOO ASSOCIATION		
UNITED FRIENDS OF THE CHILDREN		
YWCA - LOS ANGELES		
Special Needs Network, Inc.		
LABC INSTITUTE		
UNION RESCUE MISSION INC		
ALTAMED HEALTH SERVICES CORP		
COLBURN SCHOOL		
NEW DIRECTIONS INC		
Bridge Builders Foundation, Inc		
LOS ANGELES BROTHERHOOD CRUSADE - BLACK UNITED FUND INC		
LOS ANGELES BROTHERHOOD CRUSADE - BLACK UNITED FUND INC		
VISION TO LEARN		
Constitutional Rights Foundation		
ALTAMED HEALTH SERVICES CORP		
NEW DIRECTIONS INC		
Covenant House California		
SAINT ANNES MATERNITY HOME		
CRAYON COLLECTION INC		
CENTER FOR THE PACIFIC ASIAN FAMILY INC		
GRYD FOUNDATION		
BARCID FOUNDATION		
FREEMILL COMMUNITY DEVELOPMENT CORPORATION		
SOUTHERN CALIFORNIA ASSOCIATION OF NON-PROFIT HOUSING INC		
UNITED WAY - LOS ANGELES		

\$9.6 million total

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Name of Charitable Organization	Type	Amount (\$)
2018 City of Los Angeles Charitable Giving		
CHILDRENS HOSPITAL OF LOS ANGELES		
CALIFORNIA SCIENCE CENTER FOUNDATION		
MAKE A WISH - LOS ANGELES		
Central Neighborhood Health Foundation		
UNIVERSITY OF SOUTHERN CALIFORNIA - LOS ANGELES		
Good Shepherd Shelter of Los Angeles		
TELACU Education Foundation		
LOCAL INITIATIVES SUPPORT CORPORATION - LOS ANGELES		
Coro Southern California, Inc.		
UNIVERSITY OF SOUTHERN CALIFORNIA - LOS ANGELES		
ALLIANCE FOR HOUSING AND HEALING		
People Assisting the Homeless		
826LA		
CHARLES DREW UNIVERSITY OF MEDICINE AND SCIENCE		
Los Angeles Cleantech Incubator		
Special Service for Groups		
CALIFORNIA SCIENCE CENTER FOUNDATION		
Teach For America - Los Angeles		
TELACU Education Foundation		
A COMMUNITY OF FRIENDS		
A COMMUNITY OF FRIENDS		
CHILDRENS INSTITUTE INC		
COMMUNITY DEVELOPMENT TECHNOLOGIES CENTER		
JVS SoCal		
LOS ANGELES REGIONAL FOOD BANK		
AIDS PROJECT LOS ANGELES INC		
Coalition for Clean Air		
L A S BEST		
CENTER FOR ASIAN AMERICANS UNITED FOR SELF-EMPOWERMENT INC		
NEW DIRECTIONS INC		
CALIFORNIA CONNECTION CORPORATION		
LOS ANGELES PARKS FOUNDATION		
ESPERANZA COMMUNITY HOUSING CORPORATION		
People Assisting the Homeless		
JEWISH VOCATIONAL SERVICE		
Teach For America - Los Angeles		
PARA LOS NIÑOS		
Little Tokyo Sr. Nutrition Services		
LOS ANGELES BIOSCIENCE HUB		
JVS SoCal		
EQUALITY CALIFORNIA INSTITUTE		
LABC INSTITUTE		
LTSC Community Development Corporation		
LOS ANGELES LGBT CENTER		

\$9.6 million total

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

Name of Charitable Organization	Type	Amount (\$)
2018 City of Los Angeles Charitable Giving		
LTSC Community Development Corporation		
CENTRAL AMERICAN RESOURCE CENTER - LOS ANGELES		
DOLORES MISSION ELEMENTARY SCHOOL		
ASIAN PACIFIC COMMUNITY FUND OF SOUTHERN CALIFORNIA		
BEIT TSHUVAH		
SIMON WIESENTHAL CENTER		
Tides Center		
SHELTER PARTNERSHIP INC		
INNER CITY ARTS		
Latino Business Chamber of Greater Los Angeles Foundation, Inc.		
ASIAN PACIFIC COMMUNITY FUND OF SOUTHERN CALIFORNIA		
EDUCATORS FOR EXCELLENCE INC		
EAST-WEST PLAYERS INC		
Latino Business Chamber of Greater Los Angeles Foundation, Inc.		
JUNIOR ACHIEVEMENT - LOS ANGELES		
Downtown Women's Center		
American Red Cross - Los Angeles		
EAST-WEST PLAYERS INC		
ASIAN PACIFIC ISLANDER SMALL BUSINESS PROGRAM INCORPORATED		
EDUCATING YOUNG MINDS		
VISTA DEL MAR CHILD AND FAMILY SERVICES		
JAPANESE AMERICAN NATIONAL MUSEUM		
PROMISES FOUNDATION		
Little Tokyo Community Council		
UNIVERSITY OF SOUTHERN CALIFORNIA - LOS ANGELES		
BEND AN EAR		
LIFT, Inc.		
EXECUTIVE SERVICE CORPS OF SOUTHERN CALIFORNIA		
HOLLYWOOD POLICE ACTIVITY LEAGUE		
American Red Cross - Los Angeles		
HOLLYWOOD COMMUNITY HOUSING CORPORATION		
American Red Cross - Los Angeles		
CHINATOWN SERVICE CENTER		
LAMP INC		
SIMON WIESENTHAL CENTER		
SHALOM CENTER FOR TREE OF LIFE THERAPY RESEARCH EDUCATION AND EMPOWERMENT		
HOLLENBECK POLICE ACTIVITIES LEAGUE		
HOLLENBECK POLICE ACTIVITIES LEAGUE		
JUGS Incorporated		
HISPANAS ORGANIZED FOR POLITICAL EQUALITY-CALIFORNIA		
Hillside		
ARTWARD INITIATIVE		
LOS ANGELES MISSION INC		
USC Black Alumni Association		
		\$9.6 million total

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

Name of Charitable Organization	Type	Amount (\$)
2018 City of Los Angeles Charitable Giving		
NEW ECONOMICS FOR WOMEN		
National Multiple Sclerosis Society		
COMMUNITY PARTNERS		
LAS FAMILIAS DEL PUEBLO		
LOS ANGELES EDUCATION PARTNERSHIP		
WEST ANGELES COMMUNITY DEVELOPMENT CORPORATION		
WEST ANGELES COMMUNITY DEVELOPMENT CORPORATION		
Cal State L.A. University - Los Angeles		
BLIND CHILDRENS CENTER INC		
NATIONAL ASSN OF LATINO ELECTED OFFICIALS NALEO EDUCATION FUND		
ASIAN AMERICANS ADVANCING JUSTICE LOS ANGELES		
UNION RESCUE MISSION INC		
ONE ARCHIVES FOUNDATION		
LACBA COUNSEL FOR JUSTICE		
AMERICAN DIABETES ASSOCIATION - LOS ANGELES		
KIDS ENJOY EXERCISE NOW (KEEN) LOS ANGELES		
GREATER LOS ANGELES AFRICAN AMERICAN CHAMBER OF COMMERCE EDUCATION FUND		
St. Barnabas Senior Center of Los Angeles		
CESAR CHAVEZ FOUNDATION		
DOLORES MISSION ELEMENTARY SCHOOL PARROCHIAL		
NEIGHBORHOOD HOUSING SERVICES OF LOS ANGELES COUNTY		
NEIGHBORHOOD HOUSING SERVICES OF LOS ANGELES COUNTY		
DIGNITY HEALTH		
DIGNITY HEALTH		
Green Dot Public Schools California		
NEW DIRECTIONS INC		
ALZHEIMERS GREATER LOS ANGELES		
ALZHEIMERS GREATER LOS ANGELES		
Ford Theatre Foundation		
CHARLES DREW UNIVERSITY OF MEDICINE AND SCIENCE - LOS ANGELES		
Vermont Slauson Local Development Corporation		
POINT FOUNDATION		
UCLA FOUNDATION		
Childrens Home Society		
JUAN GARCIA FARMWORKER SCHOLARSHIP		
LOS ANGELES URBAN POLICY ROUNDTABLE		
NEW DIRECTIONS INC		

\$9.6 million total



Supplier Diversity

When we work together,
we grow together.



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".

Tim Sloan
CEO and President

The Wells Fargo Vision

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

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 serves on these national boards:

- U.S. Hispanic Chamber of Commerce Board of Directors
- Disability:IN
- 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



Regina O. Heyward,
Head of Supplier Diversity



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 Advertisment award from Disability:IN



6 | Supplier Diversity

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

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 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 NMSSDC, WBENC, USPAACC, DisabilityIN, 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. Noncertified 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
 - NAICS 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



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
- WECConnect International
- Women's Business Enterprise National Council
- Women Presidents' Organization

Highlights of our efforts

Invested
\$1 million annually

Developed
14 signature development programs

Engaged
Over 100 Wells Fargo team members as Supplier Diversity Liaisons

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 Disability:IN

"Disability:IN 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
Disability:IN

"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 three 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, noncommercial program that teaches people in various stages of life about the basics of responsible money management. Available in English and Spanish. For more information, 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
- Disability:IN — disabilityin.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 (NAVOPA) — navoba.org



How can we help?

General questions: supplierdiversity@wellsfargo.com

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

