

Environmental grant impact report



2012

Together we'll go far



Our environmental commitment



As a member of the global community, Wells Fargo takes leadership and responsibility for helping to protect and preserve our environment. We are working to ensure our operations, actions, and investments drive and support positive environmental change. We're seeking new ways to minimize our energy consumption, address climate change, reduce waste, and support renewable sources of energy as well as making investments in our local communities.

In April 2012, we released a new environmental commitment with a comprehensive set of goals and metrics that we can measure against through 2020. Part of our commitment includes a

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needs that will help build stronger communities today and into the future. To help us meet this goal, in 2012 we launched two strategic environmental grant programs focusing on community-based environmental projects as well as investments that foster innovation and lead to advancements in clean technology. Both grant programs fund projects in key environmental sectors such as renewable energy, "green" buildings, sustainable agriculture, and much more — areas where we are also leaders in providing our banking services.

The need for increased environmental stewardship

In our giving approach we found the pertinent facts below have shaped our long-term strategy for increasing our overall giving to environmental causes and supporting the transition to a clean energy economy. These estimates outline the significant challenges we are facing as a global community but also provide us tremendous opportunities to develop new and innovative solution-based technologies.



- The global population is estimated to be 9.3 billion by 2050.¹
- World energy demand is estimated to increase 36% through 2035.²
- Food demand is estimated to increase 50% by 2030.³
- Water stress is estimated to have an impact on 4 billion people worldwide, or 47% of the world's population, by 2030.⁴

How are we doing so far?

In 2012, we awarded \$8 million in environmental grants (up 80% from 2011) to nearly 400 nonprofits across the country. Approximately \$6 million was awarded through our two environmental grant programs; the other \$2 million was provided through local and regional giving channels.

This report will highlight our newly established programs and deliver a summary of the impacts our grants are yielding, as well as provide a list of grant recipients funded through the programs.

Over time, we will focus on further developing these and other programs to help us meet our \$100 million by 2020 philanthropy goal as well as seek meaningful ways to measure and communicate the positive social, economic, and environmental outcomes of our volunteer and grant programs.

2012-Environmental Grant Programs (\$6M)

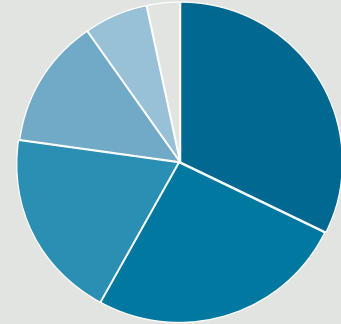


- Environmental solutions for communities
- Clean technology and innovation

Clean Technology and Innovation Program

In order to support a global clean energy economy, we require new technologies to maximize natural resources and minimize the impact we are having on our planet. This national program focuses specifically on supporting innovative organizations, universities, colleges, industry labs, and others focused on research, development, and the commercialization of new clean energy technologies related to renewable energy, energy efficiency, “green” buildings, alternative transportation, sustainable agriculture, and water. Grants through this program support some of the world’s strongest clean technology incubator and accelerator programs that have built a platform to foster entrepreneurs and businesses seeking to provide solutions in a low carbon economy. Support for these entrepreneurs and businesses lead to job creation and economic development.

Clean Technology and Innovation



- Renewable energy
- Energy efficiency
- Sustainable ag
- Alternative transportation
- Water
- All clean tech

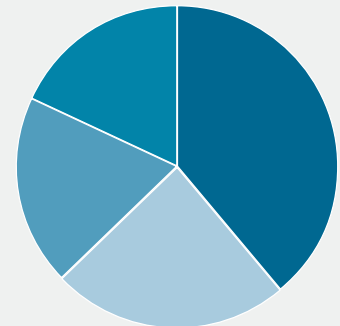


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Environmental Solutions for Communities Program

Today our communities are facing many challenges related to economic development, housing, jobs, education, and environmental concerns. This grant program is designed to support local projects that engage communities by linking economic development and community well-being to the stewardship and health of the environment. We have established and funded a five-year, \$15 million grant program with the National Fish and Wildlife Foundation (NFWF), a nonprofit leader in conservation, to help guide our funding efforts to local nonprofits focused on sustainable agriculture and forestry, land conservation and water resource management, habitat and urban ecosystem restoration, “green” infrastructure investments, and economic development and environmental education. This program encourages broad-based citizen participation through our vast network of Green Team volunteers and also seeks to find projects that provide support in low-to-moderate income rural and urban communities. The program funds projects in 25 - 30 priority markets rotating annually in banking communities we serve across the United States; many of these projects may also be eligible for further funding through federal matching grants that are identified by the NFWF. In the inaugural year of this program, we invested more than \$4.6 million that includes more than \$1.6 million of federal matching dollars to nearly 70 projects across 30 communities in the United States.

Environmental Solutions for Communities



- Community-based habitat conservation
- Community outreach and education
- Urban forestry and agriculture
- Green infrastructure and energy efficiency



2012 Environmental Grant Program impacts by the numbers⁵

Environmental impacts

166,268⁶ trees planted 8,622⁶ acres of habitat restored

19,320⁶ cubic meters of water conserved 21,025⁶ tons of CO2 reduced

169⁶ tons of nutrient sediment reduced 2,041,000⁶ gallons of water runoff restored

20,000⁶ acres of land conserved 6,551⁶sq. ft. of area treated for storm water management

4,009.5⁷ kW-AC of solar installed these systems are projected to generate more than 224,600⁷ kWh of clean energy over the life of the systems; equivalent to removing 20,971⁷ cars from the road

Did you know?



Over the course of 50 years, a single tree can generate \$31,250 of oxygen, provide \$62,000 worth of air pollution control, recycle \$37,500 worth of water, and control \$31,500 worth of soil erosion.

(Arbor Day Foundation)

Social impacts

1,271⁷ solar homes installed creating

\$37,000,000⁷ dollars in energy savings for

3,500⁷ homeowners, providing 70,000⁷ hours of hands on training to community members

40,267⁶ community members engaged in projects

33%⁸ of grants served LMI Communities

1,048⁶ jobs created in 2012

226⁶ individuals trained 2,345 Wells Fargo Volunteer hours invested

25 volunteer events with 400+ Wells Fargo Volunteers

Did you know?



For each new high tech job that is created, five new jobs will follow in the same community.

(Source: Enrico Moretti, Professor of Labor Economics, UC Berkeley, WSJ 9/18/13)

Economic impacts

\$9,918,788⁶ leveraged and matching dollars raised by our grants

\$1,855,000⁹ dollars in prize money awarded for clean tech and business competitions

308⁹ new patents issued for clean tech innovations 1,243⁹ applicants for new clean tech start-up companies participating in sponsored incubator or accelerator programs

\$15 million⁹ of outside funds raised in 2012 30 Number of states that received funding through our programs

\$51,918.30¹⁰ in Wells Fargo volunteer labor through our grant programs

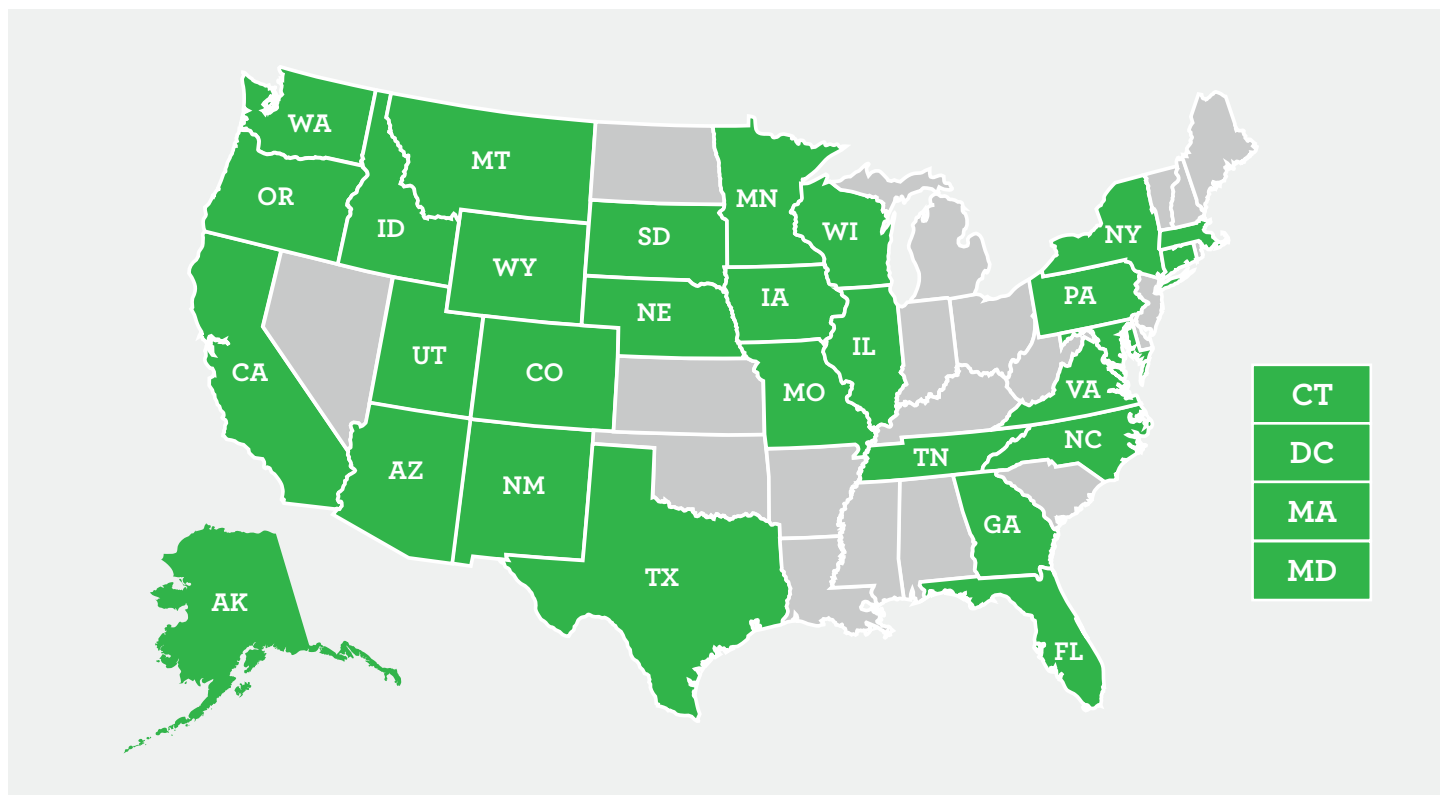
Did you know?



One of our grantee award winners, Imagine H2O, one of the world's leading water technology and innovation accelerators, is currently responsible for \$1 out of every \$10 of investment that goes towards early stage water innovation.

(Source: ImagineH2O.org)

Where we gave



2012 Environmental Grant Program recipients by state

Alaska

The Alaska Botanical Garden
Cooper River Watershed Project
Kenai Watershed Forum

Arizona

Paula and Cabot Sedgwick Family Foundation
Valley Forward Association

California

Acterra Action for a Sustainable Earth
Alliance for Climate Education
Analy High School Education Foundation
California Institute of Technology
Cal-Start
Capital Public Radio, Inc.
Cleantech Open
Chula Vista Nature Center
Ciclavia, Inc.
Coachella Valley Economic Partnership
Community Initiatives
Donor's Choose
ECODADS
Friends of the Colorado Lagoon
Friends of the Urban Forest

Full Circle Fund

Golden Gate National Parks Conservancy
Go Green Initiative Association
Gold Ridge Resource Conservation District
Green Hive Foundation
Grid Alternatives
Groundwork Opportunities
Intersection for the Arts
Malibu Creek Aquatic and Riparian Habitat Restoration
Marin Art and Garden Center
Multinational Exchange for Sustainable Agriculture (MESA)
Plug in America
Regents of the University of California
Sacramento Valley Conservancy
San Francisco Chamber of Commerce Foundation
Surfrider - statewide
The Common Wealth Club
The Trust for Public Land
TreePeople, Inc.
Unites States Green Building Council
We Care Solar
Women's Foundation

Colorado

Alliance for Sustainable Colorado
Alliance for Sustainable Energy
American Solar Energy Society, Inc.
Colorado State University - Ft. Collins
Denver Bike Sharing
Denver Civic Ventures, Inc.
Natural Capitalism Solutions, Inc. - Boulder
The Greenway Foundation - Denver
Trout Unlimited - Denver Chapter
Urban Land Institute - Denver
University of Colorado Foundation - Boulder
Volunteers of Outdoor Colorado

Connecticut

Yale University, School of Forestry & Environmental Studies

Florida

Audubon of Florida
Conservancy of Southwest Florida
Miami Science Museum
Osceola County
Sea Turtle Conservancy
University of Miami

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Where we gave *(continued)*

Georgia

Appalachian Community Enterprises, Inc.
Atlanta BeltLine, Inc.
Trees Atlanta, Inc.
United States Green Building Council - Atlanta

Idaho

The Land Trust of the Treasure Valley
Trout Unlimited, Inc.

Illinois

Clean Energy Trust - Chicago

Iowa

Iowa Natural Heritage Foundation
Trees Forever

Maryland/District of Columbia

Anacostia Watershed Society
American Farmland Trust
Chesapeake Bay Foundation
Earth Day Network - DC
National Fish and Wildlife Foundation - DC
Parks & People Foundation - Baltimore
United States Green Building Council - DC
World Resources Institute - DC

Massachusetts

Ceres, Inc.
Harvard University
Massachusetts Institute of Technology
Slow Money

Minnesota

Regents of the University of Minnesota
The Trust for Public Land
The Nature Conservancy

Missouri

Missouri Coalition for the Environment - St. Louis

Montana

Museum of the Rockies

Nebraska

City of Omaha

New Mexico

Forest Guild
Innovate Educate NM
New Mexico State University Foundation, Inc.
Rio Grande Community Farm
The Nature Conservancy
Tree New Mexico

New York

Buffalo Olmstead Parks Conservancy
Donor's Choose
Groundwork Hudson Valley, Inc.
Imagine H2O, Inc.
Randall's Island Park Alliance
Wildlife Conservation Society

North Carolina

Catawba Riverkeeper Foundation, Inc.
Charlotte- Mecklenburg Public Schools Foundation
Dogwood Alliance, Inc.
Envision Charlotte
Foundation for a Sustainable Community, Inc.
North Carolina Arboretum Society
The Nature Conservancy
University of North Carolina at Chapel Hill
University of North Carolina at Charlotte
Yadkin Riverkeeper

Oregon

Friends of Trees
Lower Columbia River Estuary Partnership
Portland State University Foundation
SOLV
The Freshwater Trust

Pennsylvania

Community Action Development Corp of Lehigh Valley /Tree Philly
Fairmount Park Conservancy - Philadelphia
Materials Research Society

South Dakota

Ducks Unlimited, Inc.
The Nature Conservancy
Vision Brookings Foundation
World Wildlife Fund, Inc.

Tennessee

Cumberland University

Texas

Friends of the Fort Worth Nature Center & Refuge, Inc.
Guadalupe-Blanco River Trust - Gulf Coast
National Parks Conservation Association - Houston
Sustainable Food Center (SFC) - Austin
The Student Conservation Association, Inc. - Dallas

Utah

City of West Jordan
The Nature Conservancy
University of Utah
Utah Conservation Corps

Virginia

City of Richmond
National Wildlife Federation

Washington

Basel Action Network
Stewardship Partners - Seattle
Craft3 - Seattle
Northwest Natural Resources Group - statewide

Wisconsin

Growing Power, Inc.
Hunger Task Force, Inc.
University of Wisconsin- Milwaukee
Urban Ecology Center

Wyoming

Fremont County Board of Cooperative Education Services
Grand Teton National Park Foundation
The Nature Conservancy
Wildlife Conservation Society

References and footnotes (follow EF report)

¹U.S. Bureau of the Census, Current Population Projections

²IEA World Energy Outlook 2011

³Food and Agriculture Organization of the UN

⁴OECD Environmental Outlook to 2030

⁵The "By the Numbers" figures are estimates of environmental, social, and economic impacts and outcomes that have been funded by our Wells Fargo environmental grant programs. Many of the individual figures were provided directly by the grant recipients, who used various equivalency and impact calculators (i.e. EPA.gov calculator for ghg emissions) to estimate their outcomes and ROI. The aggregate numbers represent the totals from the grant applications that were awarded funding through the Wells Fargo FOUNDATION.

⁶National Fish and Wildlife Foundation, 2013 Wells Fargo Environmental grantee recipients

⁷Grid Alternatives nonprofit, EPA ghg equivalency calculator

⁸National Fish and Wildlife Foundation, LMI defined by HUD.gov

⁹Wells Fargo Clean Technology and Innovation grantees and Grid Alternatives

¹⁰Independent Sector Labor Calculator, only for Environmental Solutions for Communities grant program and Grid Alternatives projects: http://www.independentsector.org/volunteer_time#sthash.ij10HC0y.dpbs