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“If you want to go fast — go alone.
If you want to go far — go together.”

— African proverb

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In 2011, the Wells Fargo Foundation contributed more than \$213.5 million to more than 19,000 nonprofits.

Our foundation's efforts support education, community development, human services, the arts, and the environment — which we are highlighting in this report.

To learn more about our companywide initiatives and overall social responsibility efforts, see our [Corporate Social Responsibility Report](#) and our [Annual Report](#).

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The Wells Fargo Foundation continues to provide dollars and services to address a multitude of issues facing communities all over the country. In fact, giving is so engrained in our culture that our team members contributed more than 1.5 million volunteer hours last year alone. This equates to more than \$32.1 million in volunteer time.

Today, our communities face a variety of new challenges related to climate change. Our environmental grant programs help fund solutions and generate increased awareness of these environmental hurdles, while maximizing opportunities. As a strong financial institution with a thriving foundation, we work with nonprofit organizations, universities, and

incubators to support a range of environmental programs and projects.

Our national environmental grant program supports organizations with a national impact and that focus on renewable energy, energy efficiency, “greener buildings,” sustainable agriculture, and water quality. Our grantees advocate for the use of new technologies, support entrepreneurs, create jobs, develop more energy efficient buildings, and support sustainable agriculture, with an overall effort to improve and protect our environment.

Before we spotlight some of our 2011 national grant recipients, we’d like to explain why we selected our funding priority areas.

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Renewable energy

Our energy needs are growing exponentially. We want to encourage the use of clean, free, and abundant renewable energy sources such as solar, wind, and geothermal. Further investment in renewable energy can create jobs, lower our customers' energy costs, reduce greenhouse gas emissions, and inspire companies and entrepreneurs to develop new technologies. We believe that every new megawatt of energy produced by renewable sources is more important than the last, which is why we support projects designed to increase the use of renewable energy sources.

Energy efficiency/"greener" buildings

To use less energy, we must know how much energy we're using, where it comes from, and what's preventing us from using less. Therefore, energy efficiency is about education – becoming more aware of our energy use and overall footprint. We support a variety of energy efficiency programs; examples include developing software to keep commercial tenants apprised of their energy use and further development of the U.S. Green Building Council's LEED® (Leadership in Energy and Environmental Design) Buildings programs.

Sustainable agriculture/water quality

It's a little known fact that most of the food we consume daily would be unavailable if not for the efforts of a certain insect – the honeybee. This is just one of the many complexities facing an agricultural system that supplies food for much of the world. In order for this system to thrive, we must establish a better understanding of where our food comes from. That's why we support projects involving farmers, landowners, municipalities, universities, and communities that educate people about the issues facing our food and water systems.

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The following pages will spotlight several of the organizations and projects that our national grant program funded in 2011 as they relate to our focus areas. This is not a complete list, but it provides a good overview of some of the unique projects we supported.

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Wells Fargo team members installing solar panels at a home in Fresno, CA, with Grid Alternatives.

Grid Alternatives: Advancing renewable energy

Since 2005, we have continued to increase our support through grants and volunteerism to Grid Alternatives (GRID), an Oakland-based nonprofit with seven offices throughout California. GRID is revolutionizing access to renewable energy by working with housing organizations, such as Habitat for Humanity, to install solar photovoltaic systems on homes in low-income communities. Since 2004, GRID has installed 1,975 solar electric systems, generating 5.5 megawatts of clean power and reducing energy costs by more than \$51 million for families who need it most. Wells Fargo is working with Grid Alternatives to expand their effort of creating jobs and installing solar on low-income properties across the country. Follow along via our blog to see where we are headed with GRID next. To learn more visit gridalternatives.org.

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Cleantech Open, Rocky Mountain Region event in Denver, CO

Cleantech Open: Reaching new heights

For three consecutive years, Wells Fargo has been a national sponsor for the Cleantech Open — the world’s largest business accelerator for clean technology entrepreneurs. Cleantech Open’s mission is to find, fund, and foster the most successful cleantech startups on the planet. They attract entrepreneurs from around the globe who are working on advancing technologies in renewable energy, transportation, biofuels, energy efficiency, and much more. Recently they have also partnered with NASA, to attract entrepreneurs to help enhance the Mars Rover mission. To date, the competition has raised more than \$660 million of private funding for new companies, helping create more than 2,500 jobs. As part of our partnership, we provide much more than philanthropic resources — we bring together volunteers at local, regional, and national events as well as offer mentorship and advisory services to many of the entrepreneurs. To learn how you can get involved, please visit cleantechopen.com or follow them on Facebook, Twitter, and LinkedIn.

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U.S. DOE Solar Decathlon, Village View, National Mall, Washington D.C.
Photo courtesy of DOE.

U.S. Department of Energy Solar Decathlon: A solar race unlike any other

Every two years, the U.S. Department of Energy (DOE) organizes the Solar Decathlon event where 15 – 20 university and college teams compete on building and showcasing new technologies in net zero (building with zero net energy consumption and zero carbon emissions), solar homes. These teams compete in 10 different building criteria (hence the decathlon) for the ultimate prize of winning this globally recognized competition. The teams spend two years at their campuses building models, refining their technologies, gaining in-kind support and products from manufacturers and alumni, and, most importantly, managing how to ship and assemble their home at the “Solar Village” site. These homes are all controlled by smart grid technologies, incorporate onsite renewable energy generation, utilize rainwater collection, and feature environmentally friendly landscape designs. This program is truly a glimpse into the future of sustainable home building. Wells Fargo provided support to the overall effort and, specifically, the transportation for 4,000 middle school students from around the area to get a private tour of the net zero (building with zero net energy consumption and zero carbon emissions), solar homes. The winner in 2011, and the hometown favorite, was the University of Maryland. Go Terps! To learn more about past and future events, please visit solardecathlon.gov. We hope you join us and follow along for the U.S. Solar Decathlon in 2013, which will take place October 3 through October 13, 2013, at the Orange County Great Park in Irvine, CA. The competition houses will be open to visitors on eight days over two weekends.

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American Farmland Trust: Think globally, consume locally

On a global scale, sustainable food production is a critical economic endeavor that will affect us all. It is projected that, to feed the 9 – 10 billion people on the planet in 2050, food production must increase by 70% over today’s output (U.S. Department of Agriculture). Therefore, investment into more local and sustainable food growth models are key to helping us absorb the needs of our growing population while also reducing environmental impacts. Here in the U.S., the American Farmland Trust (AFT) is recognized as one of the nation’s leaders for preserving America’s farm and ranch land, and promoting healthy farming practices. Wells Fargo, the leading agriculture lender in the United States, has supported AFT and other conservation organizations over the course of several years, encouraging work on preserving agricultural land and establishing more sustainable local and regional food production systems. By supporting local farmers and urban community gardens, consumers will benefit from locally grown food choices, more organic options, increased economic development through the creation of more jobs, decreased food prices, reduced greenhouse gas emissions by cutting down the transport distance, and much more. Our support of AFT includes working on a regional project in Northern California and the San Francisco Bay Area to find ways to more efficiently use the available land to provide for sprawling urban communities. The learning’s from this project will be published and may provide a blue print for other communities across the U.S. who want to protect or establish local farming land to provide for local consumption. To learn more about this initiative and other work visit farmland.org.

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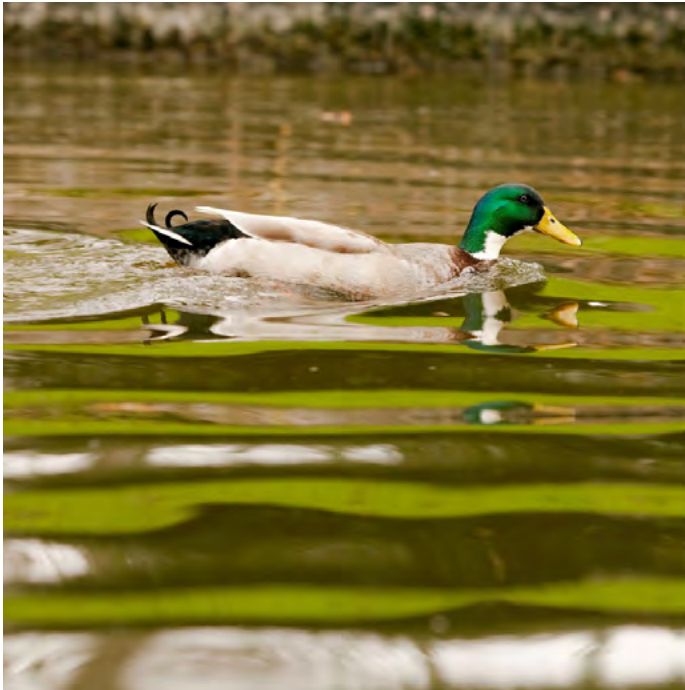
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The Nature Conservancy: Preserving our waterways

For a second consecutive year, our work supporting a leading expert in conservation, The Nature Conservancy (TNC), focused on restoration to floodplains and waterways along the Illinois and Mississippi River basin. This historical and critical waterway provides habitat for thousands of birds and drinking water for more than 18 million Americans across 31 states. In addition to the restoration effort, our support includes educating and working with farmers on the importance of sustainable agriculture practices that can prevent harmful runoff into the waterways. To learn more about this project, please visit TNC's interactive watershed education tool at nature.org.

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Investigators of the Save the Redwoods League and Climate Change Initiative conduct research that will effect League conservation strategies.

Save the Redwoods League: Redwoods hold a key to climate change

As we search to understand what climate change means for our future and the health of our planet, Save the Redwoods League is looking for clues hidden deep in the redwood forests and within the redwood trees themselves.

In partnership with scientists from Humboldt State University and University of California, Berkeley, we are studying how past and current climate changes have affected the redwoods' ability to thrive so that we can better understand how future changes will shape the redwood forests in the centuries ahead.

The beautiful wood of the redwood trees is a phenomenal record of monthly and yearly rainfall and temperature in the redwood forest. Through their Redwoods and Climate Change Initiative, scientists are analyzing the rings in redwood trees to construct a unique climate record for North America that will explain just how much our climate has changed over the past centuries and how redwoods grow throughout their lifetimes in response to climate change. To learn more about the scientific research Wells Fargo is supporting in partnership with Save the Redwoods league, please follow the story at savetheredwoods.org.

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Universities and colleges

Critical research, development, and innovation are occurring on university and college campuses in each of our communities. Many of these efforts are student led and are focused on the development of new and emerging technologies that could provide significant benefits to energy efficiency, water technologies, solar panel efficiencies, biofuels research, sustainable agriculture practices, and much more. Through our national environmental grant program, we funded several universities and colleges working on these key critical issues. Below is a partial list of grant recipients, along with the topic we supported:

University of Minnesota: Fostering Demand for Sustainability Research

Harvard Medical School, Center for Health and the Global Environment: Human Health and Global Environmental Change; Education Portal

Seattle University: Wastewater Treatment Processes for Urban Agriculture Production

University of District of Columbia College for Agriculture, Urban Sustainability and Environmental Sciences (CAUSES): Establishment of a Sustainable Agriculture Education Center

University of Texas, McCombs Business School: Texas Venture Labs Business Competition, focus on Clean Technology companies

Yale University, Yale Climate and Energy Institute (YCEI): Green Buildings sensor technology research and deployment

Please look for us to continue our support of universities, colleges, and industry labs focused on clean technology innovation in our future environment grant programs.

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Other national grant recipients

We have spotlighted several of the organizations that were funded through our 2011 National Environmental Grant Program, and also have listed more below. Please continue to follow our environmental giving programs as we anticipate growing and adding resources to these programs over time.

American Community Gardening Association

American Farmland Trust

Better Housing Coalition

Cleantech Open

Department of Energy's Solar Decathlon

Ducks Unlimited

Environmental Defense Fund

Forest Stewardship Council

National Renewable Energy Laboratory

Northwest Natural Resource Group

Pecan Street Project

Save the Redwoods League

Surfrider Foundation

The Carbon Fund

The Freshwater Trust

The Nature Conservancy

Urban Land Institute

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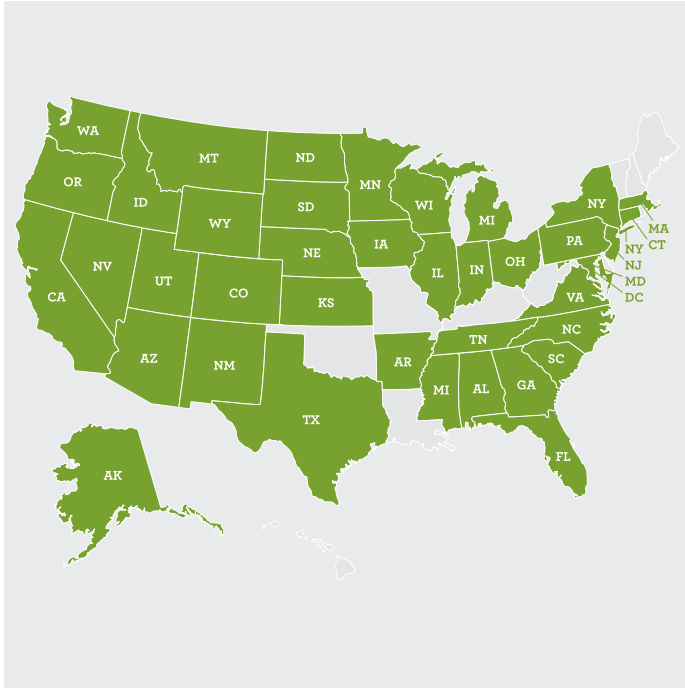
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— Photo courtesy of Forest Stewardship Council

Regional Environmental Grants

In addition to our National Grant Program, we also implement a [Regional Environmental Grant Program](#) to encourage giving at a local level.

Our regional grants range from \$1,000 to \$50,000 to provide investments, as well as volunteer efforts, to support local environmental organizations across the country. To learn more about where we give locally, please visit the detailed regional report at our website wellsfargo.com/environment under the Communities section. If you would like to apply, please visit wellsfargo.com/donations.

If your state is not represented on our map, please email environmental.affairs@wellsfargo.com for more opportunities.

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We encourage you to join us as we continue to seek out projects and organizations having the greatest environmental impact. By supporting renewable energy, “greener” buildings, and sustainable agriculture, we can take advantage of clean, abundant energy sources, use less energy in our existing buildings, and protect and foster our food and water systems. All of these efforts will create jobs, inspire our youth, build stronger communities, and help America continue to be a leader in advancing new technologies.

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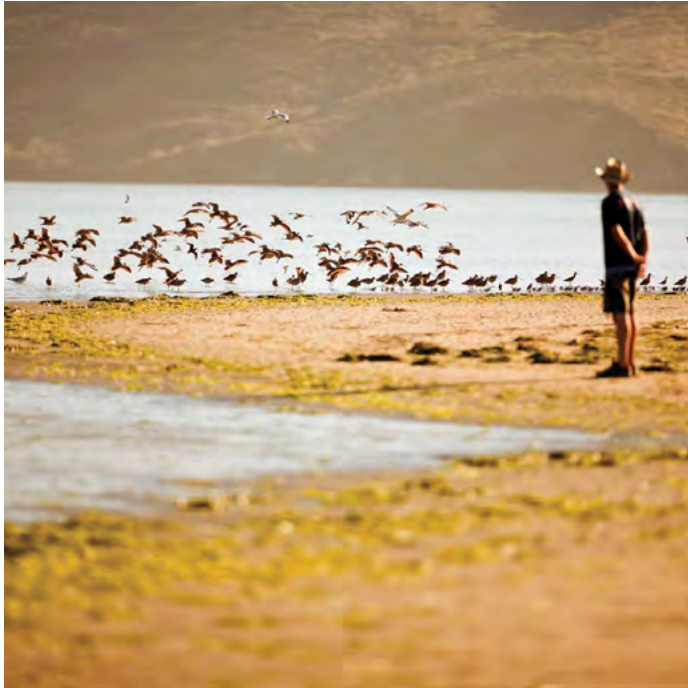
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To learn more about our other environmental initiatives, please reference the following resources:

Our website: wellsfargo.com/environment

Our blog: blog.wellsfargo.com/environment

Our email: environmental.affairs@wellsfargo.com

If you would like to apply, please follow our [Wells Fargo National Environmental Grant Guidelines](#).

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