

# Investing in Minnesota

Helping local communities grow

Wells Fargo is committed to local Minnesota communities

Nearly **\$14 million** donated to 505 nonprofits, schools, and community organizations in 2018

**179,000** volunteer hours contributed by team members in 2018

**18,000** team members employed across the state

**50** lines of business operate within the state

**150** community banking branches in the state

**\$47.5 million** in Small Business Administration loans during fiscal year 2018

**\$763 million** in more than **14,600** small business loans in 2018

**\$3 billion** in **11,500** home mortgage loans in 2018, including low- and moderate-income



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## Helping a Minnesota customer turn his passion into a business

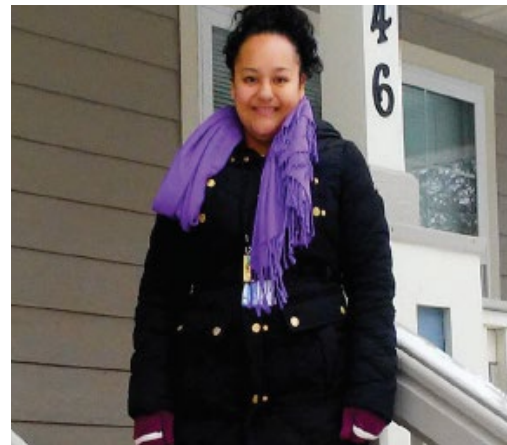
Jose Jovet has mastered the craft of upholstery over the past four decades, but it took a visit to his local Wells Fargo branch to help turn his passion into a business.

There was a time not too long ago when Jovet knew a lot about upholstery — 43 years of experience will do that — but not a lot about how to turn his lifelong passion into a functioning, successful business. Fortunately, in 2016, he decided to visit his local Wells Fargo branch in Spring Lake Park, Minnesota, where he met with business banker Ted Neely.

The two worked together to establish the structure of Jovet's business, setting up things like merchant services to facilitate customer payments, building credit and creating a cash flow plan to cover inventory expenses, and simplifying his accounting by separating his personal and business finances.

"Wells Fargo is not only my bank, they are my friends," said Jovet.

"Ted will walk over from the bank to my shop just to make sure everything is going well — he's been very helpful, and everyone at the local branch takes good care of me."



## A long history of working with Twin Cities Habitat for Humanity

Dozens of people in the Minneapolis area, including Ana, a mother of three, have become homeowners thanks to Twin Cities Habitat for Humanity and Wells Fargo.

Ana is the owner of one of 40 Habitat for Humanity homes Wells Fargo has fully sponsored in the Twin Cities.

In 2018, Wells Fargo has made a multi-year \$1,280,000 commitment to Twin Cities Habitat for Humanity to create affordable homeownership opportunities for local families.

The grant will support the construction of 16 homes over five years, building brighter futures for families who buy homes with Habitat.

"It was amazing for my kids, knowing they have an actual house they can go to and run around and play in, and no one will say, 'You can't make noise,'" Ana said. "It's an awesome feeling. I was renting a house before, but it wasn't mine, so I was throwing my money away."



## Campus adds to the city's skyline, anchors further development

Wells Fargo's East Town campus spans 1.1 million square feet across two 17-story buildings at 550 and 600 S. Fourth St. in Minneapolis.

As the second largest downtown employer, Wells Fargo employs 5,000 team members from 55 lines of business at the LEED Platinum campus. The state-of-the-art buildings are a testament to Wells Fargo's multifaceted commitment to make a positive contribution to the community and minimize its environmental impact, all while providing team members a magnificent place to work.

Wells Fargo is a leading contributor to the East Town revitalization project and the development of the 4.2-acre open space commons area that will benefit team members, the downtown community, workers, visitors, and neighborhood residents. The **\$300 million** community investment in the neighborhood has provided an economic boost for neighborhood revitalization efforts.

In September 2018, Green Minneapolis, a nonprofit conservancy that operates and runs programming for The Commons on behalf of the City of Minneapolis, held a Donor Wall dedication ceremony at the park. The event recognized the park's early visionaries, including the City of Minneapolis, Wells Fargo, Wilf Family/Minnesota Vikings, Ryan Companies, and many other community partners who supported the creation of the open space commons.

## Lifting up Minnesota through homeownership

Since 2012, Wells Fargo has provided **\$13.9 million** through its NeighborhoodLIFT® program for down payment assistance and

program support to 875 new homeowners in the Twin Cities.

A **\$425,000** grant was provided in 2018 for the GetLifted Community Financial Capability program. This program was used to train Community Financial Ambassadors to reach 2,500 residents in North Minneapolis and St. Paul's East Side.



## Workforce development: out of the classroom and into the real world

For 50 years, Wells Fargo and Junior Achievement of the Upper Midwest have had a successful education-business partnership focused on career development, education, and training for high school students.

In November 2018, Wells Fargo and Junior Achievement of the Upper Midwest hosted the JA Titan Business Challenge at South Central College in North Mankato. Some of the best local young minds from seven area high schools — New Ulm, Mankato West, Mankato East, Owatonna, Medford, JWP, and Nicollet — competed.

Nearly 100 Como Park High School Academy of Finance students participated in the second annual workforce development program called JA Inspire, held at Wells Fargo's East Town campus in December 2018.

"Wells Fargo volunteers are helping us take learning out of the classroom and into the real world by sharing their career journey with local students," said Gina Blayney, President and CEO of JAUM.

## Our history in Minnesota

Wells Fargo has operated in Minnesota since 1885. In 1872, William Fargo created Northwestern National Bank, which united community banks throughout the Midwest under Northwest Bancorporation during the Depression.

In 1983, Northwest Bancorporation became Norwest, and in 1998 merged with Wells Fargo.

## Our commitment to military veterans

As the state's third-largest private employer and a Minnesota Yellow Ribbon Company, Wells Fargo is a strong supporter of the military and veterans.

Wells Fargo has donated nine mortgage-free homes to Minnesota military veterans and their families.

During the 2018 Minnesota State Fair Military Appreciation Day, Wells Fargo, in partnership with Military Warriors Support Foundation and Luther Autogroup, donated a new, payment-free vehicle to a deserving combat-wounded Minnesota soldier.

Wells Fargo also sponsored the Spirit of Minnesota Tribute Bell, a two-foot tall, 255-pound bronze bell mounted on a small trailer, which travels across Minnesota creating outreach and awareness for veterans, active service members, and military families.

The bell was donated to the Minnesota Assistance Council for Veterans, whose mission is to end veteran homelessness throughout the state.

Learn more: [stories.wf.com/Minnesota](https://stories.wf.com/Minnesota)