

Connecting with our

Washington Communities

April 2006

Wells Fargo Washington
Quick Facts

Community Banking

- Approximately 151 banking stores
- Approximately 1500 team members

Home Mortgage

- Extending nearly 6,500 loans for **\$911 million** to low- and moderate-income (LMI) communities.
- Extending more than 11,000 loans totaling **\$1.5 billion** to LMI borrowers.
- **Small Business**
- Extending nearly 18,000 loans totaling **\$741 million** in credit to small businesses
- Extending nearly 4,000 loans to Washington's LMI communities – more than **\$200 million** in credit to small businesses

Housing Foundation

- Contributed nearly **\$1.3 million** to affordable housing and economic development programs and services in Washington in 2006.

CRA

- Current CRA rating "Outstanding"
- 26 community development loans totaling nearly **\$53.6 million**
- 5 Community development investments totaling more than **\$18 million**

Community Input ...

- "Over the many years that Wells Fargo has been involved with the museum, it has been the employee's involvement that has really put a face on the support. Wearing t-shirts and donating time to help us bring the museum to life with human interaction has made the difference." –Tanya Andrews, Children's Museum of Tacoma

- "Wells Fargo and Acordia have been, and are key partners in helping us on our mission to provide recreation for participants with disabilities. Volunteers from Acordia are among our foundation's original founders and currently remain active as board members and volunteers. In so many ways, Wells Fargo is a great partner with us in the community." –Ed Brisordan, SKIFORALL



At the heart of Wells Fargo's community programs is our belief that we can be no more successful than the local communities where we do business. Our Community Banks work with our national business lines to provide outstanding customer service to consumers, small businesses and nonprofits.

Community Involvement



Washington Wells Fargo team members volunteered nearly 12,000 hours to local nonprofit organizations in 2005. Nationally 14,000 Wells Fargo team members volunteered 445,000 hours in 2005.

In 2005 Wells Fargo launched a new internet tool, *Volunteer Wells Fargo!*, to efficiently support, manage and track team member volunteerism across the company. Team members log on to <http://volunteerwellsfargo.com> to identify volunteer projects and track their volunteer hours.

With the commitment of team members in Washington and throughout the country, Wells Fargo will be able to provide reliable data to quantify team member community involvement

Volunteer Spotlight

According to *Volunteer Wells Fargo!* **Ana Martin**, West Olympia service manager, volunteered more hours than any other Washington team member – 756 hours in 2005!

Martin volunteers with three organizations: The Imaging Foundation, American Cancer Society and the Arthritis Foundation.

She volunteers 20-30 hours and as much as 90 hours a week as the CFO of the Imaging Foundation (www.imagingfoundation.org), a nonprofit that provides professional still and video imagery available to other non-profit and environmental and educational associations. The Imaging Foundation develops educational materials about the natural world, worldwide classroom uploads and educational websites.

With the American Cancer Society, Martin volunteers as a member of the Relay for Life cash management committee in Thurston



Ana Martin

County. "This is a 24-hour weekend event and I am up for the full 24 hours, assisting in any way I can," Martin said. She has been involved with the American Cancer Society for 12 years.

Additionally, Martin serves a team captain and organizes a group of walkers for the Arthritis Walk in Tacoma. In 2005, she helped raise \$1,500 for the Walk.

"I volunteer for these organizations because I believe in what they stand for and their mission and goals," Martin said. "Once I entered my hours on volunteerwellsfargo.com, I realized that I am giving back to the community. It makes me feel good that I have the time, the heart and support of Wells Fargo to give back when it counts."

Jennifer Politakis, Business Banking relationship manager in Tukwila, serves as board president for DAWN (Domestic Abuse Women's Network) and is passionate about the organization and its mission.

"I felt compelled to get involved when I became aware of DAWN and its mission to end abuse and violence that threaten the lives of women and children in South King County," Politakis said.

Some of DAWN's (www.dawnonline.org) programs include an emergency shelter for women and children; 24-hour crisis line and women's advocacy lines; children's advocacy programs; a motel voucher program; and women's groups to help women break out of their isolation and discuss the causes and effects of domestic violence.

Politakis is serving her second year of a three-year term as board president. She and the board are responsible for establishing long-term goals in support of DAWN's mission and developing strategies to meet the goals. She also helps communicate its mission and the services that DAWN provides. Politakis also serves on the finance committee.



Jennifer Politakis

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