



Wells Fargo Community Development Investments

2006 National Community
Reinvestment Conference

*Winning Strategies for Community
Development*

Presented by Jerry Ruiz



Community Development Investments

*Bringing It All Together:
Planning, Tracking, and
Reporting Your Investments*



Wells Fargo

- Community Development Representatives
- Community Development Managers
- Wells Fargo Community Development Corporation
- Wells Fargo Regional Banking
- Wells Fargo Capital Markets
- CRA Compliance and Risk Management



Wells Fargo Community Development Corporation

- Wholly owned subsidiary of Wells Fargo & Co.
- Approximately \$1.4 billion of assets
- 9 FTE
- Accounting, Legal, and Finance support
- Annual budget developed with CRA Risk Management Group
- 5+ asset classes

Asset Classes

- Low Income Housing Tax Credits
- New Market Tax Credits
- Equity Funds
- Fixed Income Securities
- Equity Equivalent/Patient Loans
- Other (CD's, Bank Stocks, Loan Participations)

Budget/Tracking

- Budget developed with CRA Risk Management
- Budget based upon Tier One Capital levels
- Full Scope – Limited Scope Markets
- Quarterly tracking and pipeline reports
- Annual review against goals
- Target Markets



Budgeting/Tracking

- Monthly Balance Sheet and P/L
- Monthly Delinquency Report
- Quarterly Conference Calls
- Annual Letter to Management Committee
- Feedback from OCC



Latest Results

- Overall “Outstanding”
- “Outstanding” on all three tests



Questions?

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