

**Return of Private Foundation**

or Section 4947(a)(1) Trust Treated as Private Foundation

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▶ Go to www.irs.gov/Form990PF for instructions and the latest information.

OMB No 1545-0052

**2018**

Open to Public Inspection

Form **990-PF**

Department of the Treasury  
Internal Revenue Service

For calendar year 2018 or tax year beginning \_\_\_\_\_, and ending \_\_\_\_\_

|  |  |  |
|--|--|--|
| Name of foundation<br><b>WELLS FARGO REGIONAL FOUNDATION</b>   |  | A Employer identification number<br><b>22-2625990</b>  |
| Number and street (or P O box number if mail is not delivered to street address)<br><b>123 SOUTH BROAD STREET</b>  |  | B Telephone number<br><b>(215) 670-4300/16</b>   |
| City or town, state or province, country, and ZIP or foreign postal code<br><b>PHILADELPHIA, PA 19109</b>  |  | C If exemption application is pending, check here <input type="checkbox"/>   |
| G Check all that apply:<br><input type="checkbox"/> Initial return <input type="checkbox"/> Initial return of a former public charity<br><input type="checkbox"/> Final return <input type="checkbox"/> Amended return<br><input type="checkbox"/> Address change <input type="checkbox"/> Name change |  | D 1. Foreign organizations, check here <input type="checkbox"/><br>2. Foreign organizations meeting the 85% test, check here and attach computation <input type="checkbox"/> |
| H Check type of organization. <input checked="" type="checkbox"/> Section 501(c)(3) exempt private foundation<br><input type="checkbox"/> Section 4947(a)(1) nonexempt charitable trust <input type="checkbox"/> Other taxable private foundation  |  | E If private foundation status was terminated under section 507(b)(1)(A), check here <input type="checkbox"/>  |
| I Fair market value of all assets at end of year (from Part II, col. (c), line 16)<br>▶ \$ <b>81,050,367.</b>  | J Accounting method. <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual<br><input type="checkbox"/> Other (specify) _____ | F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here <input type="checkbox"/>   |

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| Part I Analysis of Revenue and Expenses<br><small>(The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a).)</small> |  | (a) Revenue and expenses per books | (b) Net investment income | (c) Adjusted net income | (d) Disbursements for charitable purposes (cash basis only) |
|--|--|------------------------------------|---------------------------|-------------------------|---|
| 1 Contributions, gifts, grants, etc., received   |  |                                    |                           | N/A                     |   |
| 2 Check <input checked="" type="checkbox"/> if the foundation is not required to attach Sch B  |  |                                    |                           |                         |   |
| 3 Interest on savings and temporary cash investments   |  | 97,956.                            | 97,956.                   |                         | STATEMENT 1   |
| 4 Dividends and interest from securities   |  | 1,773,242.                         | 1,773,242.                |                         | STATEMENT 2   |
| 5a Gross rents   |  |                                    |                           |                         |   |
| b Net rental income or (loss)  |  |                                    |                           |                         |   |
| 6a Net gain or (loss) from sale of assets not on line 10   |  | 6,196,605.                         |                           |                         |   |
| b Gross sales price for all assets on line 6a <b>45,763,103.</b>   |  |                                    |                           |                         |   |
| 7 Capital gain net income (from Part IV, line 2)   |  |                                    | 6,196,605.                |                         |   |
| 8 Net short-term capital gain  |  |                                    |                           |                         |   |
| 9 Income modifications   |  |                                    |                           |                         |   |
| 10a Gross sales less returns and allowances  |  |                                    |                           |                         |   |
| b Less Cost of goods sold  |  |                                    |                           |                         |   |
| c Gross profit or (loss)   |  |                                    |                           |                         |   |
| 11 Other income  |  | 68,420.                            | 68,420.                   |                         | STATEMENT 3   |
| 12 Total. Add lines 1 through 11   |  | 8,136,223.                         | 8,136,223.                |                         |   |
| 13 Compensation of officers, directors, trustees, etc  |  | 0.                                 | 0.                        |                         | 0.  |
| 14 Other employee salaries and wages   |  |                                    |                           |                         |   |
| 15 Pension plans, employee benefits  |  |                                    |                           |                         |   |
| 16a Legal fees   |  |                                    |                           |                         |   |
| b Accounting fees STMT 4   |  | 46,575.                            | 0.                        |                         | 46,833.   |
| c Other professional fees STMT 5   |  | 288,890.                           | 281,030.                  |                         | 7,860.  |
| 17 Interest  |  |                                    |                           |                         |   |
| 18 Taxes STMT 6  |  | 157,446.                           | 0.                        |                         | 0.  |
| 19 Depreciation and depletion  |  |                                    |                           |                         |   |
| 20 Occupancy   |  |                                    |                           |                         |   |
| 21 Travel, conferences, and meetings   |  | 40,126.                            | 0.                        |                         | 40,126.   |
| 22 Printing and publications   |  | 5,694.                             | 0.                        |                         | 5,694.  |
| 23 Other expenses STMT 7   |  | 88,823.                            | 0.                        |                         | 88,823.   |
| 24 Total operating and administrative expenses. Add lines 13 through 23  |  | 627,554.                           | 281,030.                  |                         | 189,336.  |
| 25 Contributions, gifts, grants paid   |  | 4,353,156.                         |                           |                         | 4,353,156.  |
| 26 Total expenses and disbursements. Add lines 24 and 25   |  | 4,980,710.                         | 281,030.                  |                         | 4,542,492.  |
| 27 Subtract line 26 from line 12   |  |                                    |                           |                         |   |
| a Excess of revenue over expenses and disbursements  |  | 3,155,513.                         |                           |                         |   |
| b Net investment income (if negative, enter -0-)   |  |                                    | 7,855,193.                |                         |   |
| c Adjusted net income (if negative, enter -0-)   |  |                                    |                           | N/A                     |   |

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| Part II Balance Sheets   |  | Attached schedules and amounts in the description column should be for end-of-year amounts only |                |                       |
|--|--|---|----------------|-----------------------|
|  |  | Beginning of year   | End of year    |                       |
|  |  | (a) Book Value  | (b) Book Value | (c) Fair Market Value |
| Assets   | 1 Cash - non-interest-bearing  |   |                |                       |
|  | 2 Savings and temporary cash investments   | 920,973.  | 1,647,866.     | 1,647,866.            |
|  | 3 Accounts receivable ▶  |   |                |                       |
|  | Less: allowance for doubtful accounts ▶  |   |                |                       |
|  | 4 Pledges receivable ▶   |   |                |                       |
|  | Less: allowance for doubtful accounts ▶  |   |                |                       |
|  | 5 Grants receivable  |   |                |                       |
|  | 6 Receivables due from officers, directors, trustees, and other disqualified persons |   |                |                       |
|  | 7 Other notes and loans receivable ▶   |   |                |                       |
|  | Less: allowance for doubtful accounts ▶  |   |                |                       |
|  | 8 Inventories for sale or use  |   |                |                       |
|  | 9 Prepaid expenses and deferred charges  |   |                |                       |
|  | 10a Investments - U.S. and state government obligations                              |   |                |                       |
|  | b Investments - corporate stock  |   |                |                       |
|  | c Investments - corporate bonds  |   |                |                       |
|  | 11 Investments - land, buildings, and equipment basis ▶                              |   |                |                       |
| Less: accumulated depreciation ▶   |  |   |                |                       |
| 12 Investments - mortgage loans  |  |   |                |                       |
| 13 Investments - other   | STMT 9   | 89,644,432.   | 79,291,159.    | 79,291,159.           |
| 14 Land, buildings, and equipment basis ▶  |  |   |                |                       |
| Less: accumulated depreciation ▶   |  |   |                |                       |
| 15 Other assets (describe ▶)   |  | 1,521.  | 111,342.       | 111,342.              |
| 16 Total assets (to be completed by all filers - see the instructions. Also, see page 1, item I) |  | 90,566,926.   | 81,050,367.    | 81,050,367.           |
| Liabilities  | 17 Accounts payable and accrued expenses   | 93,108.   | 121,142.       |                       |
|  | 18 Grants payable  |   |                |                       |
|  | 19 Deferred revenue  |   |                |                       |
|  | 20 Loans from officers, directors, trustees, and other disqualified persons          |   |                |                       |
|  | 21 Mortgages and other notes payable   |   |                |                       |
|  | 22 Other liabilities (describe ▶)  |   | 326,001.       | 0.                    |
| 23 Total liabilities (add lines 17 through 22)   |  | 419,109.  | 121,142.       |                       |
| Net Assets or Fund Balances  | Foundations that follow SFAS 117, check here ▶ <input checked="" type="checkbox"/>   |   |                |                       |
|  | 24 Unrestricted  |   | 90,147,817.    | 80,929,225.           |
|  | 25 Temporarily restricted  |   |                |                       |
|  | 26 Permanently restricted  |   |                |                       |
|  | Foundations that do not follow SFAS 117, check here ▶ <input type="checkbox"/>       |   |                |                       |
|  | 27 Capital stock, trust principal, or current funds                                  |   |                |                       |
|  | 28 Paid-in or capital surplus, or land, bldg., and equipment fund                    |   |                |                       |
|  | 29 Retained earnings, accumulated income, endowment, or other funds                  |   |                |                       |
| 30 Total net assets or fund balances   |  | 90,147,817.   | 80,929,225.    |                       |
| 31 Total liabilities and net assets/fund balances  |  | 90,566,926.   | 81,050,367.    |                       |

Part III Analysis of Changes in Net Assets or Fund Balances

|  |   |             |
|--|---|-------------|
| 1 Total net assets or fund balances at beginning of year - Part II, column (a), line 30 (must agree with end-of-year figure reported on prior year's return) | 1 | 90,147,817. |
| 2 Enter amount from Part I, line 27a   | 2 | 3,155,513.  |
| 3 Other increases not included in line 2 (itemize) ▶ SEE STATEMENT 8   | 3 | 241,141.    |
| 4 Add lines 1, 2, and 3  | 4 | 93,544,471. |
| 5 Decreases not included in line 2 (itemize) ▶ UNREALIZED LOSS ON INVESTMENTS  | 5 | 12,615,246. |
| 6 Total net assets or fund balances at end of year (line 4 minus line 5) - Part II, column (b), line 30  | 6 | 80,929,225. |

**Part IV Capital Gains and Losses for Tax on Investment Income**

| (a) List and describe the kind(s) of property sold (for example, real estate, 2-story brick warehouse, or common stock, 200 shs. MLC Co.) |  | (b) How acquired<br>P - Purchase<br>D - Donation   | (c) Date acquired<br>(mo., day, yr.)  | (d) Date sold<br>(mo., day, yr.) |
|---|--|--|---|----------------------------------|
| <b>1a SALE OF PUBLICLY TRADED SECURITIES</b>  |  | P  | VARIOUS   | VARIOUS                          |
| <b>b CAPITAL GAINS DIVIDENDS</b>  |  |  |   |                                  |
| <b>c</b>  |  |  |   |                                  |
| <b>d</b>  |  |  |   |                                  |
| <b>e</b>  |  |  |   |                                  |
| (e) Gross sales price   | (f) Depreciation allowed<br>(or allowable) | (g) Cost or other basis<br>plus expense of sale  | (h) Gain or (loss)<br>((e) plus (f) minus (g))  |                                  |
| <b>a</b> 44,711,131.  |  | 39,566,498.  | 5,144,633.  |                                  |
| <b>b</b> 1,051,972.   |  |  | 1,051,972.  |                                  |
| <b>c</b>  |  |  |   |                                  |
| <b>d</b>  |  |  |   |                                  |
| <b>e</b>  |  |  |   |                                  |
| Complete only for assets showing gain in column (h) and owned by the foundation on 12/31/69.  |  |  | (i) Gains (Col. (h) gain minus<br>col. (k), but not less than -0-) or<br>Losses (from col. (h)) |                                  |
| (i) FMV as of 12/31/69  | (j) Adjusted basis<br>as of 12/31/69       | (k) Excess of col. (i)<br>over col. (j), if any  |   |                                  |
| <b>a</b>  |  |  | 5,144,633.  |                                  |
| <b>b</b>  |  |  | 1,051,972.  |                                  |
| <b>c</b>  |  |  |   |                                  |
| <b>d</b>  |  |  |   |                                  |
| <b>e</b>  |  |  |   |                                  |
| <b>2</b> Capital gain net income or (net capital loss)  |  | { If gain, also enter in Part I, line 7<br>If (loss), enter -0- in Part I, line 7                 }              |   | 2 6,196,605.                     |
| <b>3</b> Net short-term capital gain or (loss) as defined in sections 1222(5) and (6)   |  | { If gain, also enter in Part I, line 8, column (c).<br>If (loss), enter -0- in Part I, line 8                 } |   | 3 N/A                            |

**Part V Qualification Under Section 4940(e) for Reduced Tax on Net Investment Income**

(For optional use by domestic private foundations subject to the section 4940(a) tax on net investment income.)

If section 4940(d)(2) applies, leave this part blank.

Was the foundation liable for the section 4942 tax on the distributable amount of any year in the base period?  Yes  No  
 If "Yes," the foundation doesn't qualify under section 4940(e). Do not complete this part.

**1** Enter the appropriate amount in each column for each year; see the instructions before making any entries.

| (a)<br>Base period years<br>Calendar year (or tax year beginning in) | (b)<br>Adjusted qualifying distributions | (c)<br>Net value of noncharitable-use assets | (d)<br>Distribution ratio<br>(col. (b) divided by col. (c)) |
|--|--|--|---|
| 2017   | 4,288,027.                               | 85,934,333.                                  | .049899   |
| 2016   | 3,939,428.                               | 80,065,153.                                  | .049203   |
| 2015   | 4,221,412.                               | 82,887,230.                                  | .050930   |
| 2014   | 4,212,286.                               | 84,727,716.                                  | .049716   |
| 2013   | 4,677,998.                               | 80,638,376.                                  | .058012   |

|   |   |             |
|---|---|-------------|
| <b>2</b> Total of line 1, column (d)  | 2 | .257760     |
| <b>3</b> Average distribution ratio for the 5-year base period - divide the total on line 2 by 5.0, or by the number of years the foundation has been in existence if less than 5 years                                     | 3 | .051552     |
| <b>4</b> Enter the net value of noncharitable-use assets for 2018 from Part X, line 5   | 4 | 88,278,246. |
| <b>5</b> Multiply line 4 by line 3  | 5 | 4,550,920.  |
| <b>6</b> Enter 1% of net investment income (1% of Part I, line 27b)   | 6 | 78,552.     |
| <b>7</b> Add lines 5 and 6  | 7 | 4,629,472.  |
| <b>8</b> Enter qualifying distributions from Part XII, line 4<br>If line 8 is equal to or greater than line 7, check the box in Part VI, line 1b, and complete that part using a 1% tax rate. See the Part VI instructions. | 8 | 4,542,492.  |

Part VI Excise Tax Based on Investment Income (Section 4940(a), 4940(b), 4940(e), or 4948 - see instructions)

1a Exempt operating foundations described in section 4940(d)(2), check here [ ] and enter "N/A" on line 1. Date of ruling or determination letter. (attach copy of letter if necessary-see instructions)

b Domestic foundations that meet the section 4940(e) requirements in Part V, check here [ ] and enter 1% of Part I, line 27b

c All other domestic foundations enter 2% of line 27b. Exempt foreign organizations, enter 4% of Part I, line 12, col. (b).

2 Tax under section 511 (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)

3 Add lines 1 and 2

4 Subtitle A (income) tax (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)

5 Tax based on investment income. Subtract line 4 from line 3. If zero or less, enter -0-

6 Credits/Payments:

a 2018 estimated tax payments and 2017 overpayment credited to 2018

b Exempt foreign organizations - tax withheld at source

c Tax paid with application for extension of time to file (Form 8868)

d Backup withholding erroneously withheld

7 Total credits and payments. Add lines 6a through 6d

8 Enter any penalty for underpayment of estimated tax. Check here [X] if Form 2220 is attached

9 Tax due. If the total of lines 5 and 8 is more than line 7, enter amount owed

10 Overpayment. If line 7 is more than the total of lines 5 and 8, enter the amount overpaid

11 Enter the amount of line 10 to be Credited to 2019 estimated tax

Table with 2 columns: Label (6a-6d) and Amount (174,798., 0., 0., 0.)

Main table for Part VI with 2 columns: Line number and Amount (157,104., 0., 157,104., 0., 157,104., 174,798., 0., 17,694., 0.)

Part VII-A Statements Regarding Activities

1a During the tax year, did the foundation attempt to influence any national, state, or local legislation or did it participate or intervene in any political campaign?

b Did it spend more than \$100 during the year (either directly or indirectly) for political purposes? See the instructions for the definition. If the answer is "Yes" to 1a or 1b, attach a detailed description of the activities and copies of any materials published or distributed by the foundation in connection with the activities.

c Did the foundation file Form 1120-POL for this year?

d Enter the amount (if any) of tax on political expenditures (section 4955) imposed during the year: (1) On the foundation. \$ 0. (2) On foundation managers. \$ 0.

e Enter the reimbursement (if any) paid by the foundation during the year for political expenditure tax imposed on foundation managers. \$ 0.

2 Has the foundation engaged in any activities that have not previously been reported to the IRS? If "Yes," attach a detailed description of the activities.

3 Has the foundation made any changes, not previously reported to the IRS, in its governing instrument, articles of incorporation, or bylaws, or other similar instruments? If "Yes," attach a conformed copy of the changes

4a Did the foundation have unrelated business gross income of \$1,000 or more during the year?

b If "Yes," has it filed a tax return on Form 990-T for this year?

5 Was there a liquidation, termination, dissolution, or substantial contraction during the year?

If "Yes," attach the statement required by General Instruction T

6 Are the requirements of section 508(e) (relating to sections 4941 through 4945) satisfied either

• By language in the governing instrument, or

• By state legislation that effectively amends the governing instrument so that no mandatory directions that conflict with the state law remain in the governing instrument?

7 Did the foundation have at least \$5,000 in assets at any time during the year? If "Yes," complete Part II, col. (c), and Part XV

8a Enter the states to which the foundation reports or with which it is registered. See instructions. PA

b If the answer is "Yes" to line 7, has the foundation furnished a copy of Form 990-PF to the Attorney General (or designate) of each state as required by General Instruction G? If "No," attach explanation

9 Is the foundation claiming status as a private operating foundation within the meaning of section 4942(j)(3) or 4942(j)(5) for calendar year 2018 or the tax year beginning in 2018? See the instructions for Part XIV. If "Yes," complete Part XIV

10 Did any persons become substantial contributors during the tax year? If "Yes," attach a schedule listing their names and addresses

Table for Part VII-A with 3 columns: Question label, Yes, No. Contains 'X' marks for various questions.

N/A

2

Part VII-A Statements Regarding Activities (continued)

Table with 3 columns: Question, Yes, No. Rows 11-16. Row 11: 'At any time during the year, did the foundation, directly or indirectly, own a controlled entity...' No. Row 12: 'Did the foundation make a distribution to a donor advised fund...' No. Row 13: 'Did the foundation comply with the public inspection requirements...' Yes. Row 14: 'The books are in care of...' Yes. Row 15: 'Section 4947(a)(1) nonexempt charitable trusts filing Form 990-PF...' N/A. Row 16: 'At any time during calendar year 2018, did the foundation have an interest in or a signature or other authority over a bank, securities, or other financial account in a foreign country?' No.

Part VII-B Statements Regarding Activities for Which Form 4720 May Be Required

File Form 4720 if any item is checked in the "Yes" column, unless an exception applies.

Table with 3 columns: Question, Yes, No. Rows 1a-4b. Row 1a: 'During the year, did the foundation (either directly or indirectly): (1) Engage in the sale or exchange, or leasing of property with a disqualified person?' No. (2) Borrow money from, lend money to, or otherwise extend credit to (or accept it from) a disqualified person? No. (3) Furnish goods, services, or facilities to (or accept them from) a disqualified person? Yes. (4) Pay compensation to, or pay or reimburse the expenses of, a disqualified person? Yes. (5) Transfer any income or assets to a disqualified person (or make any of either available for the benefit or use of a disqualified person)? No. (6) Agree to pay money or property to a government official? No. Row 1b: 'If any answer is "Yes" to 1a(1)-(6), did any of the acts fail to qualify under the exceptions described in Regulations section 53.4941(d)-3 or in a current notice regarding disaster assistance?' No. Row 1c: 'Did the foundation engage in a prior year in any of the acts described in 1a, other than excepted acts, that were not corrected before the first day of the tax year beginning in 2018?' No. Row 2: 'Taxes on failure to distribute income (section 4942) (does not apply for years the foundation was a private operating foundation defined in section 4942(j)(3) or 4942(j)(5))' Row 2a: 'At the end of tax year 2018, did the foundation have any undistributed income (lines 6d and 6e, Part XIII) for tax year(s) beginning before 2018?' No. Row 2b: 'Are there any years listed in 2a for which the foundation is not applying the provisions of section 4942(a)(2) (relating to incorrect valuation of assets) to the year's undistributed income?' N/A. Row 2c: 'If the provisions of section 4942(a)(2) are being applied to any of the years listed in 2a, list the years here.' Row 3a: 'Did the foundation hold more than a 2% direct or indirect interest in any business enterprise at any time during the year?' No. Row 3b: 'If "Yes," did it have excess business holdings in 2018 as a result of (1) any purchase by the foundation or disqualified persons after May 26, 1969; (2) the lapse of the 5-year period (or longer period approved by the Commissioner under section 4943(c)(7)) to dispose of holdings acquired by gift or bequest; or (3) the lapse of the 10-, 15-, or 20-year first phase holding period?' N/A. Row 4a: 'Did the foundation invest during the year any amount in a manner that would jeopardize its charitable purposes?' No. Row 4b: 'Did the foundation make any investment in a prior year (but after December 31, 1969) that could jeopardize its charitable purpose that had not been removed from jeopardy before the first day of the tax year beginning in 2018?' No.

**Part VII-B** Statements Regarding Activities for Which Form 4720 May Be Required (continued)

|   |   |            |           |
|---|---|------------|-----------|
| <b>5a</b> During the year, did the foundation pay or incur any amount to:   |   | <b>Yes</b> | <b>No</b> |
| (1) Carry on propaganda, or otherwise attempt to influence legislation (section 4945(e))?   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |
| (2) Influence the outcome of any specific public election (see section 4955); or to carry on, directly or indirectly, any voter registration drive?   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |
| (3) Provide a grant to an individual for travel, study, or other similar purposes?  | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |
| (4) Provide a grant to an organization other than a charitable, etc., organization described in section 4945(d)(4)(A)? See instructions   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |
| (5) Provide for any purpose other than religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals?   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |
| <b>b</b> If any answer is "Yes" to 5a(1)-(5), did any of the transactions fail to qualify under the exceptions described in Regulations section 53.4945 or in a current notice regarding disaster assistance? See instructions<br>Organizations relying on a current notice regarding disaster assistance, check here | N/A   | <b>5b</b>  |           |
| <b>c</b> If the answer is "Yes" to question 5a(4), does the foundation claim exemption from the tax because it maintained expenditure responsibility for the grant?<br>If "Yes," attach the statement required by Regulations section 53.4945-5(d).   | N/A   |            |           |
| <b>6a</b> Did the foundation, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |
| <b>b</b> Did the foundation, during the year, pay premiums, directly or indirectly, on a personal benefit contract?<br>If "Yes" to 6b, file Form 8870.  |   | <b>6b</b>  | X         |
| <b>7a</b> At any time during the tax year, was the foundation a party to a prohibited tax shelter transaction?  | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |
| <b>b</b> If "Yes," did the foundation receive any proceeds or have any net income attributable to the transaction?  | N/A   | <b>7b</b>  |           |
| <b>8</b> Is the foundation subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year?   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |            |           |

**Part VIII** Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors

**1** List all officers, directors, trustees, and foundation managers and their compensation.

| (a) Name and address | (b) Title, and average hours per week devoted to position | (c) Compensation (If not paid, enter -0-) | (d) Contributions to employee benefit plans and deferred compensation | (e) Expense account, other allowances |
|----------------------|---|---|---|---------------------------------------|
| SEE STATEMENT 12     |   | 0.  | 0.  | 0.                                    |
|                      |   |   |   |                                       |
|                      |   |   |   |                                       |
|                      |   |   |   |                                       |
|                      |   |   |   |                                       |
|                      |   |   |   |                                       |
|                      |   |   |   |                                       |

**2** Compensation of five highest-paid employees (other than those included on line 1). If none, enter "NONE."

| (a) Name and address of each employee paid more than \$50,000 | (b) Title, and average hours per week devoted to position | (c) Compensation | (d) Contributions to employee benefit plans and deferred compensation | (e) Expense account, other allowances |
|---|---|------------------|---|---------------------------------------|
| NONE  |   |                  |   |                                       |
|   |   |                  |   |                                       |
|   |   |                  |   |                                       |
|   |   |                  |   |                                       |
|   |   |                  |   |                                       |

Total number of other employees paid over \$50,000 0

**Part VIII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors** *(continued)*

**3 Five highest-paid independent contractors for professional services. If none, enter "NONE."**

| (a) Name and address of each person paid more than \$50,000             | (b) Type of service | (c) Compensation |
|---|---------------------|------------------|
| WELLS FARGO BANK, N.A.<br>600 PENN ST, 4TH FL PS6486, READING, PA 19602 | FIDUCIARY FEE       | 281,030.         |
|   |                     |                  |
|   |                     |                  |
|   |                     |                  |
|   |                     |                  |
|   |                     |                  |
|   |                     |                  |
|   |                     |                  |
|   |                     |                  |

Total number of others receiving over \$50,000 for professional services ▶ 0

**Part IX-A Summary of Direct Charitable Activities**

List the foundation's four largest direct charitable activities during the tax year. Include relevant statistical information such as the number of organizations and other beneficiaries served, conferences convened, research papers produced, etc.

|                           | Expenses |
|---------------------------|----------|
| 1<br><br>SEE STATEMENT 13 | 0.       |
| 2                         |          |
| 3                         |          |
| 4                         |          |

**Part IX-B Summary of Program-Related Investments**

Describe the two largest program-related investments made by the foundation during the tax year on lines 1 and 2

|   | Amount |
|---|--------|
| 1<br>N/A  |        |
| 2   |        |
| 3<br>All other program-related investments. See instructions. |        |

Total. Add lines 1 through 3 ▶ 0.

**Part X Minimum Investment Return** (All domestic foundations must complete this part. Foreign foundations, see instructions)

|   |   |    |             |
|---|---|----|-------------|
| 1 | Fair market value of assets not used (or held for use) directly in carrying out charitable, etc., purposes: |    |             |
| a | Average monthly fair market value of securities   | 1a | 88,801,772. |
| b | Average of monthly cash balances  | 1b | 820,813.    |
| c | Fair market value of all other assets   | 1c |             |
| d | <b>Total</b> (add lines 1a, b, and c)   | 1d | 89,622,585. |
| e | Reduction claimed for blockage or other factors reported on lines 1a and 1c (attach detailed explanation)   | 1e | 0.          |
| 2 | Acquisition indebtedness applicable to line 1 assets  | 2  | 0.          |
| 3 | Subtract line 2 from line 1d  | 3  | 89,622,585. |
| 4 | Cash deemed held for charitable activities. Enter 1 1/2% of line 3 (for greater amount, see instructions)   | 4  | 1,344,339.  |
| 5 | <b>Net value of noncharitable-use assets.</b> Subtract line 4 from line 3. Enter here and on Part V, line 4 | 5  | 88,278,246. |
| 6 | <b>Minimum investment return.</b> Enter 5% of line 5  | 6  | 4,413,912.  |

**Part XI Distributable Amount** (see instructions) (Section 4942(j)(3) and (j)(5) private operating foundations and certain foreign organizations, check here  and do not complete this part.)

|    |   |    |            |
|----|---|----|------------|
| 1  | Minimum investment return from Part X, line 6   | 1  | 4,413,912. |
| 2a | Tax on investment income for 2018 from Part VI, line 5  | 2a | 157,104.   |
| b  | Income tax for 2018. (This does not include the tax from Part VI.)  | 2b |            |
| c  | Add lines 2a and 2b   | 2c | 157,104.   |
| 3  | Distributable amount before adjustments. Subtract line 2c from line 1                                     | 3  | 4,256,808. |
| 4  | Recoveries of amounts treated as qualifying distributions   | 4  | 0.         |
| 5  | Add lines 3 and 4   | 5  | 4,256,808. |
| 6  | Deduction from distributable amount (see instructions)  | 6  | 0.         |
| 7  | <b>Distributable amount as adjusted.</b> Subtract line 6 from line 5. Enter here and on Part XIII, line 1 | 7  | 4,256,808. |

**Part XII Qualifying Distributions** (see instructions)

|   |   |    |            |
|---|---|----|------------|
| 1 | Amounts paid (including administrative expenses) to accomplish charitable, etc., purposes:  |    |            |
| a | Expenses, contributions, gifts, etc. - total from Part I, column (d), line 26   | 1a | 4,542,492. |
| b | Program-related investments - total from Part IX-B  | 1b | 0.         |
| 2 | Amounts paid to acquire assets used (or held for use) directly in carrying out charitable, etc., purposes                         | 2  |            |
| 3 | Amounts set aside for specific charitable projects that satisfy the:  |    |            |
| a | Suitability test (prior IRS approval required)  | 3a |            |
| b | Cash distribution test (attach the required schedule)   | 3b |            |
| 4 | <b>Qualifying distributions.</b> Add lines 1a through 3b. Enter here and on Part V, line 8, and Part XIII, line 4                 | 4  | 4,542,492. |
| 5 | Foundations that qualify under section 4940(e) for the reduced rate of tax on net investment income. Enter 1% of Part I, line 27b | 5  | 0.         |
| 6 | <b>Adjusted qualifying distributions.</b> Subtract line 5 from line 4   | 6  | 4,542,492. |

**Note:** The amount on line 6 will be used in Part V, column (b), in subsequent years when calculating whether the foundation qualifies for the section 4940(e) reduction of tax in those years.



**Part XIII Undistributed Income** (see instructions)

|  | (a)<br>Corpus | (b)<br>Years prior to 2017 | (c)<br>2017 | (d)<br>2018 |
|--|---------------|----------------------------|-------------|-------------|
| 1 Distributable amount for 2018 from Part XI, line 7   |               |                            |             | 4,256,808.  |
| 2 Undistributed income, if any, as of the end of 2018  |               |                            |             |             |
| a Enter amount for 2017 only   |               |                            | 0.          |             |
| b Total for prior years:   |               | 0.                         |             |             |
| 3 Excess distributions carryover, if any, to 2018:   |               |                            |             |             |
| a From 2013  | 799,024.      |                            |             |             |
| b From 2014  | 82,502.       |                            |             |             |
| c From 2015  | 128,542.      |                            |             |             |
| d From 2016  |               |                            |             |             |
| e From 2017  | 81,086.       |                            |             |             |
| f Total of lines 3a through e  | 1,091,154.    |                            |             |             |
| 4 Qualifying distributions for 2018 from Part XII, line 4: ▶ \$ 4,542,492.   |               |                            |             |             |
| a Applied to 2017, but not more than line 2a   |               |                            | 0.          |             |
| b Applied to undistributed income of prior years (Election required - see instructions)  |               | 0.                         |             |             |
| c Treated as distributions out of corpus (Election required - see instructions)  | 0.            |                            |             |             |
| d Applied to 2018 distributable amount   |               |                            |             | 4,256,808.  |
| e Remaining amount distributed out of corpus   | 285,684.      |                            |             |             |
| f Excess distributions carryover applied to 2018 (If an amount appears in column (d), the same amount must be shown in column (a))   | 0.            |                            |             | 0.          |
| 6 Enter the net total of each column as indicated below:   | 1,376,838.    |                            |             |             |
| a Corpus Add lines 3f, 4c, and 4e Subtract line 5  |               |                            |             |             |
| b Prior years' undistributed income. Subtract line 4b from line 2b   |               | 0.                         |             |             |
| c Enter the amount of prior years' undistributed income for which a notice of deficiency has been issued, or on which the section 4942(a) tax has been previously assessed |               | 0.                         |             |             |
| d Subtract line 6c from line 6b. Taxable amount - see instructions   |               | 0.                         |             |             |
| e Undistributed income for 2017. Subtract line 4a from line 2a. Taxable amount - see instr.  |               |                            | 0.          |             |
| f Undistributed income for 2018. Subtract lines 4d and 5 from line 1. This amount must be distributed in 2019  |               |                            |             | 0.          |
| 7 Amounts treated as distributions out of corpus to satisfy requirements imposed by section 170(b)(1)(F) or 4942(g)(3) (Election may be required - see instructions)       | 0.            |                            |             |             |
| 8 Excess distributions carryover from 2013 not applied on line 5 or line 7   | 799,024.      |                            |             |             |
| 9 Excess distributions carryover to 2019. Subtract lines 7 and 8 from line 6a  | 577,814.      |                            |             |             |
| 10 Analysis of line 9  |               |                            |             |             |
| a Excess from 2014   | 82,502.       |                            |             |             |
| b Excess from 2015   | 128,542.      |                            |             |             |
| c Excess from 2016   |               |                            |             |             |
| d Excess from 2017   | 81,086.       |                            |             |             |
| e Excess from 2018   | 285,684.      |                            |             |             |

**Part XIV Private Operating Foundations** (see instructions and Part VII-A, question 9)

N/A

1 a If the foundation has received a ruling or determination letter that it is a private operating foundation, and the ruling is effective for 2018, enter the date of the ruling

b Check box to indicate whether the foundation is a private operating foundation described in section  4942(j)(3) or  4942(j)(5)

2 a Enter the lesser of the adjusted net income from Part I or the minimum investment return from Part X for each year listed

|   | Tax year |          | Prior 3 years |          | (e) Total |
|---|----------|----------|---------------|----------|-----------|
|   | (a) 2018 | (b) 2017 | (c) 2016      | (d) 2015 |           |
| b 85% of line 2a  |          |          |               |          |           |
| c Qualifying distributions from Part XII, line 4 for each year listed   |          |          |               |          |           |
| d Amounts included in line 2c not used directly for active conduct of exempt activities   |          |          |               |          |           |
| e Qualifying distributions made directly for active conduct of exempt activities  |          |          |               |          |           |
| Subtract line 2d from line 2c   |          |          |               |          |           |
| 3 Complete 3a, b, or c for the alternative test relied upon:  |          |          |               |          |           |
| a "Assets" alternative test - enter:  |          |          |               |          |           |
| (1) Value of all assets   |          |          |               |          |           |
| (2) Value of assets qualifying under section 4942(j)(3)(B)(i)   |          |          |               |          |           |
| b "Endowment" alternative test - enter 2/3 of minimum investment return shown in Part X, line 6 for each year listed                              |          |          |               |          |           |
| c "Support" alternative test - enter:   |          |          |               |          |           |
| (1) Total support other than gross investment income (interest, dividends, rents, payments on securities loans (section 512(a)(5)), or royalties) |          |          |               |          |           |
| (2) Support from general public and 5 or more exempt organizations as provided in section 4942(j)(3)(B)(iii)                                      |          |          |               |          |           |
| (3) Largest amount of support from an exempt organization   |          |          |               |          |           |
| (4) Gross investment income   |          |          |               |          |           |

**Part XV Supplementary Information (Complete this part only if the foundation had \$5,000 or more in assets at any time during the year-see instructions.)**

**1 Information Regarding Foundation Managers:**

a List any managers of the foundation who have contributed more than 2% of the total contributions received by the foundation before the close of any tax year (but only if they have contributed more than \$5,000). (See section 507(d)(2).)

NONE

b List any managers of the foundation who own 10% or more of the stock of a corporation (or an equally large portion of the ownership of a partnership or other entity) of which the foundation has a 10% or greater interest.

NONE

**2 Information Regarding Contribution, Grant, Gift, Loan, Scholarship, etc., Programs:**

Check here  if the foundation only makes contributions to preselected charitable organizations and does not accept unsolicited requests for funds. If the foundation makes gifts, grants, etc., to individuals or organizations under other conditions, complete items 2a, b, c, and d.

a The name, address, and telephone number or email address of the person to whom applications should be addressed:

WELLS FARGO REGIONAL FOUNDATION, 215-670-4300  
123 SOUTH BROAD STREET, PHILADELPHIA, PA 19109

b The form in which applications should be submitted and information and materials they should include:

SEE ATTACHMENT C

c Any submission deadlines:

SEE ATTACHMENT C

d Any restrictions or limitations on awards, such as by geographical areas, charitable fields, kinds of institutions, or other factors.

SEE ATTACHMENT C

**Part XV** **Supplementary Information** *(continued)*

| <b>3 Grants and Contributions Paid During the Year or Approved for Future Payment</b> |   |                                |                                  |                   |
|---|---|--------------------------------|----------------------------------|-------------------|
| Recipient   | If recipient is an individual, show any relationship to any foundation manager or substantial contributor | Foundation status of recipient | Purpose of grant or contribution | Amount            |
| Name and address (home or business)   |   |                                |                                  |                   |
| <b>a Paid during the year</b>   |   |                                |                                  |                   |
| SEE ATTACHMENT B  | N/A   | PC                             | SEE ATTACHMENT B                 | 4,353,156.        |
|   |   |                                |                                  |                   |
|   |   |                                |                                  |                   |
|   |   |                                |                                  |                   |
|   |   |                                |                                  |                   |
|   |   |                                |                                  |                   |
| <b>Total</b>  |   |                                |                                  | <b>4,353,156.</b> |
| <b>b Approved for future payment</b>  |   |                                |                                  |                   |
| NONE  |   |                                |                                  |                   |
|   |   |                                |                                  |                   |
|   |   |                                |                                  |                   |
| <b>Total</b>  |   |                                |                                  | <b>0.</b>         |





## FORM 990-PF INTEREST ON SAVINGS AND TEMPORARY CASH INVESTMENTS STATEMENT 1

| SOURCE                     | (A)<br>REVENUE<br>PER BOOKS | (B)<br>NET INVESTMENT<br>INCOME | (C)<br>ADJUSTED<br>NET INCOME |
|----------------------------|-----------------------------|---------------------------------|-------------------------------|
| INTEREST FROM MONEY MARKET | 97,956.                     | 97,956.                         |                               |
| TOTAL TO PART I, LINE 3    | 97,956.                     | 97,956.                         |                               |

## FORM 990-PF DIVIDENDS AND INTEREST FROM SECURITIES STATEMENT 2

| SOURCE                    | GROSS<br>AMOUNT | CAPITAL<br>GAINS<br>DIVIDENDS | (A)<br>REVENUE<br>PER BOOKS | (B)<br>NET INVEST-<br>MENT INCOME | (C)<br>ADJUSTED<br>NET INCOME |
|---------------------------|-----------------|-------------------------------|-----------------------------|-----------------------------------|-------------------------------|
| INTEREST AND<br>DIVIDENDS | 2,825,214.      | 1,051,972.                    | 1,773,242.                  | 1,773,242.                        |                               |
| TO PART I, LINE 4         | 2,825,214.      | 1,051,972.                    | 1,773,242.                  | 1,773,242.                        |                               |

## FORM 990-PF OTHER INCOME STATEMENT 3

| DESCRIPTION                           | (A)<br>REVENUE<br>PER BOOKS | (B)<br>NET INVEST-<br>MENT INCOME | (C)<br>ADJUSTED<br>NET INCOME |
|---------------------------------------|-----------------------------|-----------------------------------|-------------------------------|
| MUTUAL FUND REBATE INCOME             | 68,420.                     | 68,420.                           |                               |
| TOTAL TO FORM 990-PF, PART I, LINE 11 | 68,420.                     | 68,420.                           |                               |

## FORM 990-PF ACCOUNTING FEES STATEMENT 4

| DESCRIPTION  | (A)<br>EXPENSES<br>PER BOOKS | (B)<br>NET INVEST-<br>MENT INCOME | (C)<br>ADJUSTED<br>NET INCOME | (D)<br>CHARITABLE<br>PURPOSES |
|--|------------------------------|-----------------------------------|-------------------------------|-------------------------------|
| AUDIT AND TAX SERVICES-PKF<br>O'CONNOR DAVIES, LLP | 41,375.                      | 0.                                |                               | 41,375.                       |
| ACCOUNTING FEES-BALDWIN<br>FAMILY OFFICE, LLC      | 5,200.                       | 0.                                |                               | 5,458.                        |
| TO FORM 990-PF, PG 1, LN 16B                       | 46,575.                      | 0.                                |                               | 46,833.                       |

| FORM 990-PF                  | OTHER PROFESSIONAL FEES      |                                   |                               | STATEMENT 5                   |
|------------------------------|------------------------------|-----------------------------------|-------------------------------|-------------------------------|
| DESCRIPTION                  | (A)<br>EXPENSES<br>PER BOOKS | (B)<br>NET INVEST-<br>MENT INCOME | (C)<br>ADJUSTED<br>NET INCOME | (D)<br>CHARITABLE<br>PURPOSES |
| INVESTMENT MANAGEMENT FEES   | 281,030.                     | 281,030.                          |                               | 0.                            |
| CONSULTING FEES              | 7,860.                       | 0.                                |                               | 7,860.                        |
| TO FORM 990-PF, PG 1, LN 16C | 288,890.                     | 281,030.                          |                               | 7,860.                        |

| FORM 990-PF                 | TAXES                        |                                   |                               | STATEMENT 6                   |
|-----------------------------|------------------------------|-----------------------------------|-------------------------------|-------------------------------|
| DESCRIPTION                 | (A)<br>EXPENSES<br>PER BOOKS | (B)<br>NET INVEST-<br>MENT INCOME | (C)<br>ADJUSTED<br>NET INCOME | (D)<br>CHARITABLE<br>PURPOSES |
| FEDERAL EXCISE TAX          | 157,446.                     | 0.                                |                               | 0.                            |
| TO FORM 990-PF, PG 1, LN 18 | 157,446.                     | 0.                                |                               | 0.                            |

| FORM 990-PF                 | OTHER EXPENSES               |                                   |                               | STATEMENT 7                   |
|-----------------------------|------------------------------|-----------------------------------|-------------------------------|-------------------------------|
| DESCRIPTION                 | (A)<br>EXPENSES<br>PER BOOKS | (B)<br>NET INVEST-<br>MENT INCOME | (C)<br>ADJUSTED<br>NET INCOME | (D)<br>CHARITABLE<br>PURPOSES |
| DUES & SUBSCRIPTIONS        | 4,730.                       | 0.                                |                               | 4,730.                        |
| OTHER EXPENSES              | 84,093.                      | 0.                                |                               | 84,093.                       |
| TO FORM 990-PF, PG 1, LN 23 | 88,823.                      | 0.                                |                               | 88,823.                       |

| FORM 990-PF                            | OTHER INCREASES IN NET ASSETS OR FUND BALANCES | STATEMENT 8 |
|--|--|-------------|
| DESCRIPTION                            |  | AMOUNT      |
| DEFERRED FEDERAL EXCISE TAX BENEFIT    |  | 241,141.    |
| TOTAL TO FORM 990-PF, PART III, LINE 3 |  | 241,141.    |

| FORM 990-PF                                       | OTHER INVESTMENTS | STATEMENT 9 |                   |
|---|-------------------|-------------|-------------------|
| DESCRIPTION                                       | VALUATION METHOD  | BOOK VALUE  | FAIR MARKET VALUE |
| CORPORATE BONDS - SEE ATTACHMENT A PAGE 10 OF 27  | FMV               | 4,492,716.  | 4,492,716.        |
| EQUITIES - SEE ATTACHMENT A PAGE 24 OF 27         | FMV               | 20,370,808. | 20,370,808.       |
| GOVERNMENT AGENCY - SEE ATTACHMENT A PAGE 6 OF 27 | FMV               | 401,456.    | 401,456.          |
| MUTUAL FUNDS- SEE ATTACHMENT A PAGE 27 OF 27      | FMV               | 50,052,979. | 50,052,979.       |
| US TREASURY NOTES - SEE ATTACHMENT A PAGE 5 OF 27 | FMV               | 3,973,200.  | 3,973,200.        |
| TOTAL TO FORM 990-PF, PART II, LINE 13            |                   | 79,291,159. | 79,291,159.       |

| FORM 990-PF                               | OTHER ASSETS               |                        | STATEMENT 10      |
|---|----------------------------|------------------------|-------------------|
| DESCRIPTION                               | BEGINNING OF YR BOOK VALUE | END OF YEAR BOOK VALUE | FAIR MARKET VALUE |
| ACCRUED DIVIDENDS AND INTEREST RECEIVABLE | 1,521.                     | 93,648.                | 93,648.           |
| PREPAID FEDERAL EXCISE TAX                | 0.                         | 17,694.                | 17,694.           |
| TO FORM 990-PF, PART II, LINE 15          | 1,521.                     | 111,342.               | 111,342.          |

| FORM 990-PF                            | OTHER LIABILITIES |            | STATEMENT 11 |
|--|-------------------|------------|--------------|
| DESCRIPTION                            | BOY AMOUNT        | EOY AMOUNT |              |
| DEFERRED FEDERAL EXCISE TAX            | 241,141.          | 0.         |              |
| CURRENT FEDERAL EXCISE TAX PAYABLE     | 84,860.           | 0.         |              |
| TOTAL TO FORM 990-PF, PART II, LINE 22 | 326,001.          | 0.         |              |





WELLS FARGO REGIONAL FOUNDATION

22-2625990

|  |   |    |    |    |
|--|---|----|----|----|
| LUCIA GIBBONS<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109          | BOARD MEMBER THRU DECEMBER 2017<br>1.00 | 0. | 0. | 0. |
| PEILIN CHEN<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109            | BOARD MEMBER<br>1.00                    | 0. | 0. | 0. |
| MARIA MATOS<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109            | BOARD MEMBER<br>1.00                    | 0. | 0. | 0. |
| CRAIG DRINKARD<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109         | BOARD MEMBER AS OF JANUARY 2018<br>1.00 | 0. | 0. | 0. |
| DR. ROLAND ANGLIN<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109      | BOARD MEMBER THRU DECEMBER 2017<br>1.00 | 0. | 0. | 0. |
| AISHAH MILLER<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109          | SENIOR VP/EXECUTIVE DIRECT<br>36.00     | 0. | 0. | 0. |
| KIMBERLY J. ALLEN<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109      | VP/SENIOR PROGRAM OFFICER<br>36.00      | 0. | 0. | 0. |
| LOIS W. GRECO<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109          | SENIOR VP/EVALUATION OFFIC<br>36.00     | 0. | 0. | 0. |
| DENISE LANGFORD-MOTLEY<br>123 SOUTH BROAD STREET<br>PHILADELPHIA, PA 19109 | EXECUTIVE ASSISTANT<br>36.00            | 0. | 0. | 0. |

TOTALS INCLUDED ON 990-PF, PAGE 6, PART VIII

|    |    |    |
|----|----|----|
| 0. | 0. | 0. |
|----|----|----|

ACTIVITY ONE

THE 2017 WELLS FARGO REGIONAL FOUNDATION GRANTEE CONFERENCE - A CONVENING OF 200 INDIVIDUALS FROM GRANTEE ORGANIZATIONS AND PARTNERS. THE ALL-DAY CONFERENCE FEATURED FOUR PROFESSIONAL WORKSHOPS AROUND KEY ISSUES AND SOLUTIONS IN COMMUNITY DEVELOPMENT, AS WELL AS A KEYNOTE SPEAKER OF NATIONAL NOTORIETY AND NETWORKING OPPORTUNITIES FOR SHARING BEST PRACTICES IN THE FIELD."

EXPENSES

TO FORM 990-PF, PART IX-A, LINE 1

0.

Wells Fargo Regional Foundation  
Grants Paid  
December 31, 2018  
EIN# 22-2625990

Attachment B

| Organization Name   | Organization Address                                      | Purpose  | Payment Amount | Organization Tax Status |
|---|---|--|----------------|-------------------------|
| Chester County Economic Development Foundation              | 737 Constitution Drive Exton PA 19341                     | Coatesville Growing Greater Neighborhood Revitalization Project                    | \$50,000 00    | PC                      |
| Hispanic Association of Contractors & Enterprises           | Suite 200 167 West Allegheny Avenue Philadelphia PA 19140 | HACE 2025 Neighborhood Development Plan  | \$75,000 00    | PC                      |
| Hispanic Association of Contractors & Enterprises           | Suite 200 167 West Allegheny Avenue Philadelphia PA 19140 | HACE 2025 Neighborhood Development Plan  | \$75,000 00    | PC                      |
| Ironbound Community Corporation                             | 317 Elm Street Newark NJ 07105                            | East Ironbound Equitable Development Project                                       | \$75,000 00    | PC                      |
| Lancaster Housing Opportunity Partnership                   | 123 E King St Lancaster PA 17602                          | Southwest Lancaster Neighborhood Revitalization Strategy                           | \$118,750 00   | PC                      |
| Lancaster Housing Opportunity Partnership                   | 123 E King St Lancaster PA 17602                          | Southwest Lancaster Neighborhood Revitalization Strategy                           | \$118,750 00   | PC                      |
| Mt Airy USA   | 6703 Germantown Ave , Suite 200 Philadelphia PA 19119     | Mt Airy 2025 Implementation Plan   | \$100,000 00   | PC                      |
| Mt Airy USA   | 6703 Germantown Ave , Suite 200 Philadelphia PA 19119     | Mt Airy 2025 Implementation Plan   | \$100,000 00   | PC                      |
| Parkside Business & Community in Partnership, Inc           | 1487 Kenwood Avenue Camden NJ 08103                       | Striving for #ParksidePerfection   | \$125,000 00   | PC                      |
| Parkside Business & Community in Partnership, Inc           | 1487 Kenwood Avenue Camden NJ 08103                       | Striving for #ParksidePerfection   | \$125,000 00   | PC                      |
| Philadelphia Chinatown Development Corporation              | 301-305 N Ninth St Philadelphia PA 19107-0000             | Chinatown Neighborhood Plan  | \$75,000 00    | PC                      |
| The Enterprise Center Community Development Corporation     | 4548 Market Street Philadelphia PA 19139                  | Walnut Hill Neighborhood Plan Implementation                                       | \$75,000 00    | PC                      |
| The Enterprise Center Community Development Corporation     | 4548 Market Street Philadelphia PA 19139                  | Walnut Hill Neighborhood Plan Implementation                                       | \$75,000 00    | PC                      |
| Columbia County Housing Corporation                         | 700 Sawmill Rd, Suite 101 Bloomsburg PA 17815-7726        | Berwick Blueprint Renewal 2017   | \$43,750 00    | PC                      |
| Columbia County Housing Corporation                         | 700 Sawmill Rd, Suite 101 Bloomsburg PA 17815-7726        | Berwick Blueprint Renewal 2017   | \$43,750 00    | PC                      |
| Cooper's Ferry Partnership                                  | 2 Riverside Drive, Suite 501 Camden NJ 08103-0000         | North Camden Neighborhood Plan Implementation - PHASE II                           | \$55,000 00    | PC                      |
| Cooper's Ferry Partnership                                  | 2 Riverside Drive, Suite 501 Camden NJ 08103-0000         | North Camden Neighborhood Plan Implementation - PHASE II                           | \$21,000 00    | PC                      |
| Cooper's Ferry Partnership                                  | 2 Riverside Drive, Suite 501 Camden NJ 08103-0000         | North Camden Neighborhood Plan Implementation - PHASE II                           | \$75,000 00    | PC                      |
| Cornerstone West CDC  | 710 N Lincoln St Wilmington DE 19805-3016                 | West Side Grows Together   | \$75,000 00    | PC                      |
| Interfaith Community Housing of Delaware, Inc               | 613 North Washington Street Wilmington DE 19801           | West Center City Strategic Neighborhood Plan - West Center City Futures Initiative | \$50,000 00    | PC                      |
| Interfaith Community Housing of Delaware, Inc               | 613 North Washington Street Wilmington DE 19801           | West Center City Strategic Neighborhood Plan - West Center City Futures Initiative | \$50,000 00    | PC                      |
| New Jersey Community Development Corporation                | 32 Spruce Street Paterson NJ 07501                        | Great Falls Neighborhood Revitalization Initiative                                 | \$50,000 00    | PC                      |
| New Jersey Community Development Corporation                | 32 Spruce Street Paterson NJ 07501                        | Great Falls Neighborhood Revitalization Initiative                                 | \$50,000 00    | PC                      |
| Nueva Esperanza, Inc  | 4261 N 5th St Philadelphia PA 19140-2615                  | Hunting Park Neighborhood Strategic Plan 2022                                      | \$45,000 00    | PC                      |
| People's Emergency Center Community Development Corporation | 325 N 39th St Philadelphia PA 19104-4656                  | Make Your Mark! Lower Lancaster Revitalization Plan                                | \$44,000 00    | PC                      |
| United Neighborhood Centers of Northeastern Pennsylvania    | 777 Keystone Industrial Park Road Throop PA 18512         | South Side Revitalization Plan   | \$50,000 00    | PC                      |
| United Neighborhood Centers of Northeastern Pennsylvania    | 777 Keystone Industrial Park Road Throop PA 18512         | South Side Revitalization Plan   | \$50,000 00    | PC                      |
| Urban League of Essex County                                | 508 Central Avenue Newark NJ 07107                        | Fairmount Neighborhood Revitalization Phase 2                                      | \$82,500 00    | PC                      |
| Urban League of Essex County                                | 508 Central Avenue Newark NJ 07107                        | Fairmount Neighborhood Revitalization Phase 2                                      | \$82,500 00    | PC                      |
| Artwell Collaborative Inc                                   | 100 W Oxford St Suite E-1200 Philadelphia PA 19122-3941   | community development  | \$2,500 00     | PC                      |
| Boys & Girls Club of Trenton-Mercer County Inc              | 212 Centre St Trenton NJ 08611-2217                       | community development  | \$5,000 00     | PC                      |
| Centro de Cultura Arte Trabajo y Educacion                  | 794 Penllyn Pike Blue Bell PA 19411                       | community development  | \$1,500 00     | PC                      |
| Community Design Collaborative                              | 1216 Arch Street Philadelphia PA 19107                    | community development  | \$5,000 00     | PC                      |
| First Friday Scranton                                       | PO Box 20032 Scranton PA 18502-0032                       | community development  | \$5,000 00     | PC                      |
| Friends of the Rail Park                                    | PO Box 15737 Philadelphia PA 19103-0737                   | community development  | \$2,500 00     | PC                      |
| Financial Wellness Institute                                | PO Box 5656 Deptford NJ 08096                             | community development  | \$7,000 00     | PC                      |
| Girls Justice League  | 4426 Osage Ave Apt 1F Philadelphia PA 19104-3981          | community development  | \$1,500 00     | PC                      |

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| Organization Name  | Organization Address                                    | Purpose                                    | Payment Amount | Organization Tax Status |
|--|---|--|----------------|-------------------------|
| Greater Carbondale YMCA                                    | 82 N Main St Carbondale PA 18407-1914                   | community development                      | \$5,000 00     | PC                      |
| Girl Scouts of Eastern Pennsylvania                        | PO Box 27540 Philadelphia PA 19118                      | community development                      | \$2,500 00     | PC                      |
| Horizons Newark Inc  | 342 Central Ave Newark NJ 07103-2808                    | community development                      | \$4,000 00     | PC                      |
| Harcum College   | 750 Montgomery Avenue Bryn Mawr PA 19010                | community development                      | \$1,500 00     | PC                      |
| I Am Trenton Community Foundation                          | PO Box 1743 Trenton NJ 08607-1743                       | community development                      | \$2,500 00     | PC                      |
| Isles, Inc   | 10 Wood Street Trenton NJ 08618                         | community development                      | \$2,500 00     | PC                      |
| Isles, Inc   | 10 Wood Street Trenton NJ 08618                         | community development                      | \$1,000 00     | PC                      |
| Kappa Guide Right and Scholarship Fund of Montclair NJ Inc | PO Box 834 Montclair NJ 07042-0834                      | community development                      | \$3,000 00     | PC                      |
| Kennedy Health Care Foundation Inc                         | 500 Marlboro Ave Cherry Hill NJ 08002-2020              | community development                      | \$1,500 00     | PC                      |
| Kennedy Health Care Foundation Inc                         | 500 Marlboro Ave Cherry Hill NJ 08002-2020              | community development                      | \$1,500 00     | PC                      |
| Latin American Community Center                            | 403 N Van Buren Street Wilmington DE 19805              | community development                      | \$10,000 00    | PC                      |
| Media Mobilizing Project                                   | 4534 Baltimore Ave Philadelphia PA 19143-3705           | community development                      | \$3,000 00     | PC                      |
| Nassans Place  | PO Box 833 East Orange NJ 07019-0833                    | community development                      | \$3,000 00     | PC                      |
| Neighborhood Housing Services of Greater Berks, Inc        | 213 North 5th Street Suite 1030 Reading PA 19601        | community development                      | \$2,500 00     | PC                      |
| Neighborhood Housing Services of the Lehigh Valley, Inc    | 239 North Tenth Street Allentown PA 18102               | community development                      | \$2,500 00     | PC                      |
| Pennsylvania Family Support Alliance                       | 2000 Linglestown Rd Ste 301 Harrisburg PA 17110-9347    | community development                      | \$5,000 00     | PC                      |
| Poise Foundation   | Two Gateway Center Suite 1700 Pittsburgh PA 15222-0000  | community development                      | \$2,500 00     | PC                      |
| Poise Foundation   | Two Gateway Center Suite 1700 Pittsburgh PA 15222-0000  | community development                      | \$1,000 00     | PC                      |
| Philadelphia Academies, Inc                                | 230 South Broad Street 13th Floor Philadelphia PA 19102 | community development                      | \$1,000 00     | PC                      |
| Philadelphia Chinatown Development Corp                    | 301-305 North 9th Street Philadelphia PA 19107          | community development                      | \$2,500 00     | PC                      |
| Samuel S Fleisher Art Memorial                             | 719 Catharine Street Philadelphia PA 19147              | community development                      | \$2,500 00     | PC                      |
| Thomas A Edison State College Foundation Inc               | 101 W State St Trenton NJ 08608-1101                    | community development                      | \$5,000 00     | PC                      |
| Village of Arts and Humanities                             | 2544 Germantown Avenue Philadelphia PA 19133            | community development                      | \$4,000 00     | PC                      |
| Village of Arts and Humanities                             | 2544 Germantown Avenue Philadelphia PA 19133            | community development                      | \$3,000 00     | PC                      |
| Asociacion de Puertorriquenos En Marcha (APM)              | 1900 N 9th Street Philadelphia PA 19122                 | APM Eastern North Revitalization Plan      | \$25,000 00    | PC                      |
| Community Asset Preservation Corporation                   | 421 Halsey Street Newark, Newark NJ 07102               | Transforming A Neighborhood                | \$25,000 00    | PC                      |
| Community Asset Preservation Corporation                   | 421 Halsey Street Newark, Newark NJ 07102               | Transforming A Neighborhood                | \$25,000 00    | PC                      |
| Community Asset Preservation Corporation                   | 421 Halsey Street Newark, Newark NJ 07102               | Transforming A Neighborhood                | \$25,000 00    | PC                      |
| Community Asset Preservation Corporation                   | 421 Halsey Street Newark, Newark NJ 07102               | Transforming A Neighborhood                | \$25,000 00    | PC                      |
| Holly City Development Corporation                         | 22 N High Street, PO Box 476 Millville NJ 08332         | Better Together in Center City             | \$21,250 00    | PC                      |
| Holly City Development Corporation                         | 22 N High Street, PO Box 476 Millville NJ 08332         | Better Together in Center City             | \$21,250 00    | PC                      |
| Holly City Development Corporation                         | 22 N High Street, PO Box 476 Millville NJ 08332         | Better Together in Center City             | \$21,250 00    | PC                      |
| Holly City Development Corporation                         | 22 N High Street, PO Box 476 Millville NJ 08332         | Better Together in Center City             | \$21,250 00    | PC                      |
| Interfaith Neighbors, Inc                                  | 810 Fourth Avenue Asbury Park NJ 07712-5982             | West Side Neighborhood Revitalization Plan | \$15,500 00    | PC                      |
| Interfaith Neighbors, Inc                                  | 810 Fourth Avenue Asbury Park NJ 07712-5982             | West Side Neighborhood Revitalization Plan | \$15,500 00    | PC                      |
| Ocean Community Economic Action Now, Inc                   | P O Box 1029 Toms River NJ 08754                        | Ducktown Neighborhood Revitalization Plan  | \$21,250 00    | PC                      |
| Ocean Community Economic Action Now, Inc                   | P O Box 1029 Toms River NJ 08754                        | Ducktown Neighborhood Revitalization Plan  | \$21,250 00    | PC                      |
| Ocean Community Economic Action Now, Inc                   | P O Box 1029 Toms River NJ 08754                        | Ducktown Neighborhood Revitalization Plan  | \$21,250 00    | PC                      |

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| Ocean Community Economic Action Now, Inc                                 | P O Box 1029 Toms River NJ 08754  | Ducktown Neighborhood Revitalization Plan   | \$21,250 00    | PC                      |
| SACA Development Corporation   | 453 S Lime ST Ste A Lancaster PA 17602  | Southeast Area Revitalization   | \$25,000 00    | PC                      |
| SACA Development Corporation   | 453 S Lime ST Ste A Lancaster PA 17602  | Southeast Area Revitalization   | \$25,000 00    | PC                      |
| SACA Development Corporation   | 453 S Lime ST Ste A Lancaster PA 17602  | Southeast Area Revitalization   | \$25,000 00    | PC                      |
| SACA Development Corporation   | 453 S Lime ST Ste A Lancaster PA 17602  | Southeast Area Revitalization   | \$25,000 00    | PC                      |
| Germantown United Community development Corp                             | 5320 Germantown Ave Philadelphia PA 19144-2301                                | A Plan for an Equitable Germantown  | \$15,000 00    | PC                      |
| Germantown United Community development Corp                             | 5320 Germantown Ave Philadelphia PA 19144-2301                                | A Plan for an Equitable Germantown  | \$15,000 00    | PC                      |
| Impact Services Corporation  | 1952 East Allegheny Avenue Philadelphia PA 19134                              | Heart of Kensington Collective Impact 2022  | \$10,000 00    | PC                      |
| Impact Services Corporation  | 1952 East Allegheny Avenue Philadelphia PA 19134                              | Heart of Kensington Collective Impact 2022  | \$10,000 00    | PC                      |
| Neighborhood Reinvestment Corp   | 1325 G Street NW Suite 800 Washington DC 20005-3104                           | Success Measures 2018   | \$70,000 00    | PC                      |
| Neighborhood Reinvestment Corp   | 1325 G Street NW Suite 800 Washington DC 20005-3104                           | Success Measures 2018   | \$71,000 00    | PC                      |
| Neighborhood Reinvestment Corp   | 1325 G Street NW Suite 800 Washington DC 20005-3104                           | Success Measures 2018   | \$40,000 00    | PC                      |
| Share Our Strength   | 1730 M Street NW Washington DC 20036-4542                                     | 2018 Collaborative Capacity Initiative, Alumni Services                             | \$60,850 00    | PC                      |
| Share Our Strength   | 1730 M Street NW Washington DC 20036-4542                                     | 2018 Collaborative Capacity Initiative, Alumni Services                             | \$60,850 00    | PC                      |
| Share Our Strength   | 1730 M Street NW Washington DC 20036-4542                                     | 2018 Collaborative Capacity Initiative, Alumni Services                             | \$60,850 00    | PC                      |
| Share Our Strength   | 1730 M Street NW Washington DC 20036-4542                                     | 2018 Collaborative Capacity Initiative, Alumni Services                             | \$60,850 00    | PC                      |
| The Reinvestment Fund  | Cast Iron Building 718 Arch Street Suite 300 North Philadelphia PA 19106-1591 | 2018 Data Driven Strategies   | \$25,000 00    | PC                      |
| The Reinvestment Fund  | Cast Iron Building 718 Arch Street Suite 300 North Philadelphia PA 19106-1591 | 2018 Data Driven Strategies   | \$25,000 00    | PC                      |
| The Reinvestment Fund  | Cast Iron Building 718 Arch Street Suite 300 North Philadelphia PA 19106-1591 | 2018 Data Driven Strategies   | \$127,000 00   | PC                      |
| The Reinvestment Fund  | Cast Iron Building 718 Arch Street Suite 300 North Philadelphia PA 19106-1591 | 2018 Data Driven Strategies   | \$25,000 00    | PC                      |
| Community Action Development Corporation of the Lehigh Valley            | 523-535 North Seventh Street Allentown PA 18101                               | Connection Jordan Heights Action Strategies for Neighborhood Revitalization Renewal | \$43,333 00    | PC                      |
| Community Action Development Corporation of the Lehigh Valley            | 523-535 North Seventh Street Allentown PA 18101                               | Connection Jordan Heights Action Strategies for Neighborhood Revitalization Renewal | \$43,333 00    | PC                      |
| Housing and Neighborhood Development Services, Inc                       | 15 South Essex Avenue Orange NJ 07050   | Heart of Orange   | \$74,500 00    | PC                      |
| Housing and Neighborhood Development Services, Inc                       | 15 South Essex Avenue Orange NJ 07050   | Heart of Orange   | \$72,000 00    | PC                      |
| La Casa De Don Pedro   | 75 Park Avenue Newark NJ 07104  | Transforming Lower Broadway   | \$22,000 00    | PC                      |
| National Council on Agricultural Life & Labor Research Fund, Inc (NCALL) | 363 Saulsbury Rd Dover DE 19904-2722  | Restoring Central Dover - "Our Vision For Vitality"                                 | \$56,000 00    | PC                      |
| National Council on Agricultural Life & Labor Research Fund, Inc (NCALL) | 363 Saulsbury Rd Dover DE 19904-2722  | Restoring Central Dover - "Our Vision For Vitality"                                 | \$56,000 00    | PC                      |
| New Brunswick Tomorrow   | 390 George Street New Brunswick NJ 08901                                      | Esperanza Neighborhood Revitalization Project                                       | \$25,000 00    | PC                      |
| New Brunswick Tomorrow   | 390 George Street New Brunswick NJ 08901                                      | Esperanza Neighborhood Revitalization Project                                       | \$74,000 00    | PC                      |
| New Kensington Community Development Corporation                         | 2515 Frankford Ave Philadelphia PA 19125-1708                                 | North of Lehigh Neighborhood Revitalization Plan                                    | \$75,000 00    | PC                      |
| New Kensington Community Development Corporation                         | 2515 Frankford Ave Philadelphia PA 19125-1708                                 | North of Lehigh Neighborhood Revitalization Plan                                    | \$75,000 00    | PC                      |
| Perth Amboy Redevelopment Team for Neighborhood En                       | 881 Amboy Ave Perth Amboy NJ 08861-1911                                       | Gateway Neighborhood Collaborative  | \$50,000 00    | PC                      |
| Perth Amboy Redevelopment Team for Neighborhood En                       | 881 Amboy Ave Perth Amboy NJ 08861-1911                                       | Gateway Neighborhood Collaborative  | \$50,000 00    | PC                      |
| Saint Joseph's Carpenter Society, A New Jersey Non-Profit Corporation    | 20 Church Street Camden NJ 08105  | My East Camden Neighborhood Plan  | \$51,000 00    | PC                      |
| Saint Joseph's Carpenter Society, A New Jersey Non-Profit Corporation    | 20 Church Street Camden NJ 08105  | My East Camden Neighborhood Plan  | \$69,000 00    | PC                      |

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| Stand Up For Salem          | PO Box 453 Salem NJ 08079-0453        | Downtown Salem Preservation and Promotion Program Phase II | \$57,545 00           | PC                      |
| Stand Up For Salem          | PO Box 453 Salem NJ 08079-0453        | Downtown Salem Preservation and Promotion Program Phase II | \$57,545 00           | PC                      |
| UrbanPromise Ministries Inc | 3700 Rudderow Ave Pennsauken NJ 08110 | Delaware Gardens Neighborhood Initiative                   | \$71,000 00           | PC                      |
| UrbanPromise Ministries Inc | 3700 Rudderow Ave Pennsauken NJ 08110 | Delaware Gardens Neighborhood Initiative                   | \$71,000 00           | PC                      |
| Total Grants Paid           |                                       |  | <u>\$4,353,156 00</u> |                         |