

Wells Fargo in Chicago

During the 1870s, Chicago was one of the busiest hubs of Wells Fargo & Company's nationwide express operations. Large catalog retailers like Sears, Roebuck & Co. and Montgomery Ward revolutionized retail and relied on us to deliver catalogs and merchandise. During the Great Chicago Fire of 1871, we contributed funds to support relief efforts. In 1888, we expanded our services and opened 21 offices in Illinois. Today, Wells Fargo's growing presence in the Chicago metropolitan area includes more than 50 company locations with a total of 1,839 team members.

The city of Chicago is home to a Wells Fargo regional headquarters at CME Center in the West Loop. In 2013, the financial services company, which has substantially grown its business in Chicago over the last decade, collected 40 business lines and 800 team members from around the city into one central location where they can more easily collaborate, learn, and meet with customers.

Open for business in Chicago

Commercial Banking

Wells Fargo's Commercial Banking Midwest Division is headquartered in Chicago, offering comprehensive solutions tailored for the needs of middle-market businesses. Three Commercial Banking offices are devoted to Chicago.

Commercial Real Estate

Wells Fargo's Commercial Real Estate Group maintains offices for three divisions in Chicago: Hospitality Finance Group, Real Estate Banking Group, and Real Estate Investment Trust Finance Group.

Corporate Banking

The Corporate Banking group serves companies with annual revenues exceeding \$500 million across a broad range of industries, including general industrial, consumer and retail, healthcare, defense, technology and business services, transportation, media and telecommunications.

Corporate Trust Services

Wells Fargo Corporate Trust and Escrow Services offices in Chicago offer a full range of corporate trust functions to public and private issuers in the municipal and corporate marketplaces, as well as escrow services for a variety of business needs.

Financial Institutions Group

The Financial Institutions Group serves international, national, and regional financial service providers in the insurance, securities brokerage, asset management, exchange, payment processing, financial technology, title, and consumer/commercial finance industries.

Global Banking and Trade Services

Global Banking provides companies access to all of Wells Fargo's international financial services locally and overseas. Through our Chicago Global Banking office, our dedicated team of experienced international professionals delivers a full range of trade finance, foreign exchange, trade services, international treasury, and risk management solutions.

Wells Fargo Securities' Investment Banking and Capital Markets Group

Wells Fargo Securities' Investment Banking and Capital Markets Group is a leading investment banking that provides comprehensive investment banking services, advisory solutions and capital markets products to customers across industries.

Wealth, Brokerage and Retirement Group

Providing clients a full line of wealth management services, including investment management, trust services, credit products, foreign exchange, wealth planning, and brokerage services through Wells Fargo Advisors, LLC. Additionally, Wealth, Brokerage and Retirement offers solutions for institutional clients through Institutional Retirement and Trust, a national leader in providing investment solutions, total retirement management, trust and custody solutions, and benefits consulting.

Wells Fargo Insurance Services, Inc.

Wells Fargo Insurance is the fifth largest insurance and employee benefit broker in the world (*Business Insurance*, 2013). Wells Fargo Insurance provides solutions for a wide range of customers, from large corporations, to middle market and small businesses, to retail consumers and high net worth individuals.

Other business lines and services

- Asset Management Group
 - Business Banking
 - Community Banking
 - First Union Rail Services
 - Foreign Exchange
 - Treasury Management
 - Wells Fargo Capital Finance
 - Wells Fargo Dealer Services
 - Wells Fargo Equipment Finance
 - Wells Fargo Home Mortgage
 - Wells Fargo Purchase Order Finance
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Regional leaders

Wholesale Banking

- Doug Banzuly, Commercial Banking
- Paul Frey, Commercial Banking – Environmental Services
- Lisa N. Johnson, Commercial Banking
- Daniel Lange, Commercial Banking
- Betty Latson, Commercial Banking
- Patricia Martirano, Corporate Trust Services – Central
- Lynn Durning, Global Banking
- Steve Linderman, Wells Fargo Capital Finance
- Kevin Brogan, Wells Fargo Insurance
- Jim Wylie, Wells Fargo Insurance
- Todd Wartchow, Wells Fargo Insurance
- Jim Heinz, U.S. Corporate Banking

Community Banking

- Fred Bertoldo, Regional President, WI, MI, Chicago
- Matt Hilton, Community Banking
- Scott Johnson, Regional President, Western Illinois

Additional Business Lines

- Peter Jianette, Wells Fargo Home Mortgage
- Suzanne Herbst, Institutional Retirement and Trust
- Chip Flannagan, Wealth Management
- Kevin Ortmeyer, Wells Fargo Advisors

Locations

- Wells Fargo Home Mortgage locations: 16
- Wells Fargo Advisors locations: 26
- Commercial Banking offices: 3
- ATMs: 9



In Chicago, Wells Fargo serves its customers and communities through:

Philanthropic investing

- In 2012, more than \$2.8 million to 438 nonprofits and other organizations through corporate and foundation giving, including a \$50,000 grant to United Way’s Strengthening Peaceful Initiatives in Chicago Public Schools and more than \$580,000 to match team member gifts to accredited educational institutions and foundations
- Nearly \$1.3 million in team member contributions to local nonprofits through the annual Community Support and United Way Campaign in 2012
- Awarded the 2013 United Way of Metropolitan Chicago Leadership Giving Pillar Award and recognized as a Top 25 Corporate Citizen of Metropolitan Chicago, ranking 13, by United Way

2012 team member volunteers

- Provided 19,000 volunteer hours contributed by team members—equal to \$416,000 at the rate of \$21.79 per hour
- Honored eight team members with Volunteer Service Award grants, resulting in \$17,000 in donations to nonprofits in recognition of their service
- Reached 1,000 students and adults through our financial literacy efforts, including such events as Get Smart About Credit Day and Teach Children to Save Day
- Read to nearly 200 classrooms read to and 2,000 books donated by team members through our Reading First early childhood literacy program

Loans and investment commitments in 2012

- Nearly \$7.7 million in Community Reinvestment Act-qualified community development loans and investments for affordable housing, community services, and economic development
- Helped more than 34,000 families and individuals purchase, refinance or improve a home by originating more than \$7.4 billion in home mortgages
- Nearly \$15 million in SBA loans to Illinois business during fiscal year 2012

