



Social Responsibility Group
MAC A0112-073
550 California Street, 7th Fl
San Francisco, CA 94104

February 5, 2010

Re: Request for Proposal – 2010-2011 Technical Assistance Initiative

Dear:

Wells Fargo remains committed to small business owners in diverse communities. In this spirit, we are pleased to announce our 2010-2011 Technical Assistance Initiative designed to build capacity of established technical assistance providers throughout the state of California. Wells Fargo, through its Foundation, will offer financial support to non-profit technical assistance providers who have a track record of providing services to low-income, minority, disabled and/or women owned businesses. A maximum of fourteen (14) organizations will be selected to share in grant funds over a two-year period, with each grantee provided \$50,000 in 2010 and \$50,000 in 2011. Funding of the 2nd \$50,000 in 2011 is contingent upon the organization making successful progress on the goals it outlined in its original proposal.

Wells Fargo is working with the California Reinvestment Committee to review proposals from non-profit organizations interested in receiving financial assistance to enhance their ability to provide services to the community. We have enclosed details on the Technical Assistance Initiative and how you can apply. Applications must be received in our offices no later than **March 5, 2010**.

Thank you for your ongoing work in the field of business technical assistance. We look forward to hearing from you.

Sincerely,

A handwritten signature in black ink that reads "Sarah Bennett". The signature is fluid and cursive, with a long horizontal stroke extending from the end of the name.

Sarah Bennett
Vice President/Investment Manager