

# Wells Fargo principal trade association memberships and percentage of dues spent on lobbying<sup>1</sup>

<u>Organization Name</u>	<u>Lobbying Percentage</u>
American Bankers Association	7.5%
American Bankers Association (CPC)	100%
American Financial Services Association	40%
Bank Policy Institute	10%
Business Roundtable	24%
Consumer Bankers Association	53%
Financial Services Forum	25%
Housing Policy Council	5%
Institute of International Finance	0%
Insured Retirement Institute	13%
Managed Funds Association	15%
Money Management Institute	0%
Mortgage Bankers Association (Resi)	10%
Mortgage Bankers Association (CRE)	10%
Securities Industry & Financial Markets Association	16.5%
Structured Finance Association	17%
U.S. Chamber of Commerce (CCMC)	40%

<sup>1</sup> Percentage of membership dues spent on lobbying reflects figures reported to Wells Fargo by each respective principal trade organization.