

**Tear off and send
to a potential member**



Enrollment

I/We agree to contribute 1% or more of my/our net worth annually, or 5% of income, whichever is greater, to the tax-deductible cause(s) of my/our choice. I/We understand this entitles me/us to membership in an association of 1% givers who believe strongly in the wisdom of philanthropy.

- You may use my/our name(s) as a member even in publications
- You may use my/our name(s) on The 1% Club Brochure
- You may use my/our name(s) on a confidential list used only to recruit new members
- You may use my/our name(s) verbally, but never in print
- I/We wish to remain anonymous for now

Signature(s) _____

Name(s) _____

(Please print)

Address _____

Home Phone _____

Business Phone _____

Fax _____

Cellular _____

Date _____

How did you hear about the 1% Club?

**Thank You Corporate Sponsors
of the 1% Club September 9th
Dinner Event!**

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**James P. Shannon
In Memoriam**

We lost a 1% Club member and a "weight bearing member of the human community." He will be deeply missed and always loved. Sympathies to his wonderful wife, Ruth, and extended family.

**The One Percent Club
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Giving
1%
of Net Worth
Back to the Community

**The One Percent Club News
Edition #52 October 2003**



The mission of the One Percent Club is to increase charitable contributions in our community by engaging people to commit to a minimum standard of giving: the greater of 1% of net worth or 5% of income annually.

**JIM AND JON CAMPBELL
OF WELLS FARGO
KEYNOTE SPEAKERS AT
1% CLUB ANNUAL DINNER**

(Read featured article inside.)



Jon Campbell (second from left) and Jim Campbell (far right) were the keynote speakers at the 6th annual dinner of the 1% Club last September 9th at the Minneapolis Club. In attendance with them were Sue Campbell (Jon's wife, first on the left), Carmen Campbell (Jim's wife, fourth from the left), and Jon and Jim's sister, Judy Jacobsen (middle).

On the Job, or in Service, You Can Bank on the Campbells

By Henry G. Owen

James and Jon Campbell are brothers from Byron, Minn., who have spent their lives passing the baton—in commerce and community service alike.

When James—13 years older—retired as chairman and chief executive officer of Wells Fargo Bank Minnesota, N.A., in June 2002, Jon succeeded him from a Wells Fargo post in Phoenix, Ariz. In the footsteps of his older brother, Jon also is on track to community-service leadership in the Twin Cities.

Speaking to the One Percent Club annual dinner, James and Jon credited their parents and other leaders in Byron for demonstrating to them the strong bond between community and commerce. “Everybody was a volunteer,” Jim Campbell noted.

The Campbells were introduced by Walter Pratt, club chair, who opened by reporting an 11 percent gain in membership—up 68 to 670 this year—and noting that Joe Selvaggio, executive director, received a \$100,000 Humphrey-Institute fellowship to probe the status of philanthropy in the region. Pratt also recalled the late Ken Dayton’s philanthropic leadership and presented membership-recruitment awards to John Lavander and his wife, Nan Owen, and to Mike and Debbie Ducar.

Speaking first, Jim Campbell described how his father and other business leaders in Byron linked commerce and community. President of the local bank, the father also served as village treasurer, 20-year school board member and chairman of a Red Feather drive. The father and his wife, a teacher, also were hands-on in the nitty and often gritty job of janitor for Byron Methodist Church, where their pastor emphasized, “Share the wealth with those in need.”

Jim Campbell followed up Pratt’s comments about Ken Dayton by remarking on Dayton’s “vitality and legacy of giving.” This included his work in the One Percent Club “... special, because it’s a living thing.” Jim Campbell also spoke of Dayton’s “incredible counsel and guidance [when] “I arrived in Minneapolis with no bank ... only a hole in the ground ... a walleye pond,” the result of a fire that destroyed the then Norwest Bank’s headquarters in downtown Minneapolis.

Jon Campbell—again following his brother—spoke of “my passion for the future of Minnesota and what we need to do now to live out that future,” as Minnesota’s population tops 7.5 million in a few years. “In Minnesota, it’s important to know what we will be and not what we are. The reality is that all things change, and we’re at a point of transition.” With an aging population base and an influx of immigrants, Jon Campbell said, Minnesota

faces critical issues of health care and affordable housing. Other considerable issues include education, transportation and culture—and the arts, “which are very important to quality of life as we go forward.”

To deal with these issues, he said, “We have to think of the broad picture.” For example, the issue is “not individually buses, highways and light rail ... but the transportation mix we need to realize the vision.” Jon Campbell called for “collaboration ... the need to step across party, business, government and non-profit lines. We need everybody to work together ... work for the common good instead of competing ... dealing on a regional or broad basis, not just on a neighborhood basis.”

He also spoke of a philanthropic “reality check ... the need to do more with less” and learning “how to avoid duplication and squeeze the most out of dollars for giving.” He cited a United Way fund “for nonprofits to learn how to set strategy.”

In answer to a question, “How do you engage transplants [in philanthropy],” Jon Campbell described Wells Fargo’s advancement plan for high-potential employees, which stresses community leadership. And, “we inspect what we expect.”

He added, “Younger people can get more responsibility as volunteers than they can in the office.” For example, he said, he got the equivalent of “an MBA on the street” as treasurer of a volunteer group while in an early, lower-level banking job.

As to the future, “I’m younger and plan to be here to help Minnesota become what it will be,” said Jon Campbell. “The first step is creating that vision of what it will be!”



Jon and Jim Campbell (left & right, respectively) have spent their lives passing the baton—in commerce and community service alike.