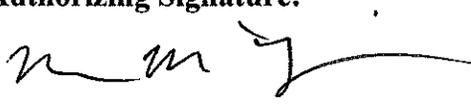


City of Seattle Notice of Appointment

Name: <i>Michael M. Sheehan</i>		<input checked="" type="checkbox"/> Executive Appointment <input checked="" type="checkbox"/> Reappointment <input type="checkbox"/> Legislative Appointment <input type="checkbox"/> Agency Appointment <input type="checkbox"/> PDA Council <input type="checkbox"/> PDA Constituency
Residential Neighborhood: <i>Bellevue</i>	Zip Code: <i>98006</i>	Contact Phone No.: <i>n/a</i>
Appointed to: <i>Seattle Freight Advisory Board</i>		Date of Appointment: <i>November 1, 2012</i>
Authority (Ord., Res.): <i>Resolution 31243</i>		Term of Office: From: <i>Confirmation</i> To: <i>12/31/2013</i>
Background: <p><i>Mr. Sheehan has worked at The Seattle Times for over 35 years and for more than five years has been the Director of Circulation Operations. In this capacity, he oversees over 200 employees, eight warehouses and four office facilities located in King and Snohomish Counties, all newspaper distribution and hauling within the state of Washington and coordinates distribution for other publications such as the New York Times, Wall Street Journal, Financial Times and Investor's Business Daily, among others. He has a bachelor's degree of Business Administration from the University of Washington and a MBA from the University of Puget Sound.</i></p>		
Authorizing Signature: 		Name and Title of Officer Making Appointment: <i>Mike McGinn, Mayor</i>

FILED
 CITY OF SEATTLE
 2012 NOV - 1 PM 2: 51
 CITY CLERK

Michael M. Sheehan

OPERATIONS DIRECTOR

Results driven, pro-active Newspaper Operations Executive with proven ability to lead organizational change initiatives and launch new programs to improve overall organization performance. Over thirty years in management/leadership roles responsible for all aspects of department and division operations with strong emphasis on revenue generation and expense control. Depth of knowledge and demonstrated competence in employee selection, mentoring, and development. Solid strategic planning and organizational skills resulting in consistent success with meeting organizational objectives. Strong ability to develop and manage relationships for organizational benefit. Ability to influence positive results and effectively communicate with people at all levels of an organization.

PROFESSIONAL EXPERIENCE / ACCOMPLISHMENTS

Director of Circulation Operations
The Seattle Times

January 2005 – present

Provide leadership for all circulation operational related functions at The Seattle Times, a privately held corporation. Oversee and provide direction for three areas of the circulation department involving over 200 employees and seven off-site office and warehouse facilities. Integral member of senior management team driving strategic direction, efficiency and cost control while improving customer service levels; recognized as one of the best in the nation.

- Increased department revenue and lowered expenses six consecutive years resulting in a combined annual net benefit of over \$10 million.
- Acted as a change agent both internally and externally.
- Created a risk free environment for a historically risk adverse work group to understand the value of change, embrace change, and ultimately transform the entire team into a more engaged, leaner, more profitable department.
- Internally, combined two departments resulting in a reduction of over 100 employees while maintaining industry leading customer service levels.
- Successfully negotiated with two labor unions to outsource our internal Transportation department and maintenance facilities to Penske Logistics and Penske Truck Leasing. This change resulted in 67 fewer employees, reduced expense, and enabled us to avoid needed technological upgrades.
- Externally forged relationships with other Publishers to combine delivery functions resulting in operational efficiencies, reduced expense, and increased revenue for both organizations.
- Consolidated warehouse facilities from 22 to seven, streamlining operations and reducing lease expense by nearly \$1 million annually.

Home Delivery & Transportation Manager

The Seattle Times & Seattle Post-Intelligencer

October 2001 – January 2005

Managed Seattle Times / Seattle P-I home delivery and transportation operations involving over 340 affiliated and unaffiliated employees located in 22 office and warehouse facilities. Responsible for revenue of \$33 million and expenses of \$20 million

Home Delivery Manager

The Seattle Times

December 1997 – October 2001

Managed Seattle Times home-delivered operations involving over 225 affiliated and unaffiliated employees located in 17 office and warehouse facilities. Responsible for revenue of \$18 million and expenses of \$9 million

Circulation Marketing Manager

The Seattle Times

March 1988 – December 1997

Responsible for the strategic direction and implementation of all Circulation marketing efforts. Managed sales including, telemarketing, door-to-door, direct mail, and carrier promotions. Represented the department as a member of the corporate marketing committee. The committee was made up of representatives from News, Advertising, Production, and Circulation and worked as a team to develop, integrate and drive all corporate marketing strategies.

Assistant Marketing Manager

The Seattle Times

1986-1988

Assistant Single Copy Sales Manager

The Seattle Times

1981-1986

EDUCATION

University of Puget Sound
University of Washington

Master of Business Administration 1985
B.A. Business Administration 1978

PROFESSIONAL & PERSONAL AFFILIATIONS (Present/Past)

- Board Member, Hospice of Seattle
- Member of ICMA
- Treasurer, Inglewood Forest Condominium
- Treasurer, Jaguar Baseball Club

SEATTLE FREIGHT ADVISORY BOARD

October 2012

12 members who serve a term of 2-years*:

- 5 Appointed by City Council, subject to City Council confirmation
- 6 Appointed by Mayor, subject to City Council confirmation
- 1 Appointed by Port

**Some initial terms are for 3 years.*

D	Name	Appointed	Term Ends	Term #	Position	Appointed By
(6) M	Chris Martin	12/14/10	12/13/12	1 st		City Council
(6) M	Cameron Williams	12/14/10	12/13/12	1 st		City Council
(6) M	Warren Aakervik	12/14/10	12/13/13	1 st		City Council
()	vacant		12/13/13	1 st		City Council
(6) M	Terry Finn	12/14/10	12/13/13	1 st		City Council
(6) F	Linda Anderson	12/14/10	12/31/14	2 nd		Mayor
(3) M	David Mendoza	10/1/12	12/31/14	2 nd		Mayor
(6) M	Mike Sheehan	2/8/11	12/31/13	2 nd		Mayor
(6) F	Katherine Casseday	10/1/12	12/13/13	1 st		Mayor
(6) F	Anne Goodchild	12/14/10	12/13/13	1 st		Mayor
(6) M	Bob Viggers	12/14/10	12/13/13	1 st		Mayor
(6) F	Bari Bookout	12/14/10	12/13/12	1 st		Port

Diversity

		(1)	(2)	(3)	(4)	(5)	(6)			
	Men	Women	Vacant	Minority	Asian-American	African-American	Hispanic Latina	Native-American	Other	Caucasian
Mayor	3	3	0	1	0	0	1	0	0	5
Council	4	0	1	0	0	0	0	0	0	4
Port	0	1	0	0	0	0	0	0	0	1
Total	7	4	0	1	0	0	1	0	0	10