

# City of Seattle

## Notice of Appointment

FILED  
CITY OF SEATTLE  
2014 JAN 14 AM 8:07

|   |  |   |
|---|--|---|
| <b>Name:</b><br><br><div style="text-align: center; font-size: 1.2em;">Wayne Lau</div>  |  | <input type="checkbox"/> Executive Appointment <input type="checkbox"/> Reappointment<br><input type="checkbox"/> Legislative Appointment<br><input type="checkbox"/> Agency Appointment<br><input checked="" type="checkbox"/> PDA Council <input type="checkbox"/> PDA Constituency |
| <b>Residential Neighborhood:</b><br><br><div style="text-align: center;">West Seattle</div>   | <b>Zip Code:</b><br><br><div style="text-align: center;">98116</div> | <b>Contact Phone No.:</b><br><br><div style="text-align: center;">206-722-5280</div>  |
| <b>Appointed to:</b><br><br><div style="text-align: center;">Council Member</div>   |  | <b>Date of Appointment:</b><br><br><div style="text-align: center;">12/11/13</div>  |
| <b>Authority (Ord., Res.):</b><br><br><div style="text-align: center;">SCIDpda Charter<br/>SMC 3.110</div>  |  | <b>Term of Office</b> <i>4-yr term</i><br><b>From:</b> 1/1/14<br><b>To:</b> 12/31/17 <i>KP</i>  |
| <b>Background:</b><br><p>Mr. Lau has been a resident in Seattle since 1956, having attended public schools here and is a graduate of Rainier Beach High School. He has a 35 year career in commercial real estate lending and small business lending. In 1990, he was a founding executive of a local community commercial bank which had a strong niche and market focus on immigrant entrepreneurs and real estate investors. He managed the International District branch for many years, in addition to his lending and senior management responsibilities.</p> <p>In 2012, he accepted a position as Executive Director of the Rainier Valley Community Development Fund. This organization is involved in deployment of mitigation grant funds during construction of the Sound Transit light rail in SE Seattle; currently they are providing low-cost loans for businesses and commercial real estate projects in the Rainier Valley.</p> <p>Wayne served as Treasurer and Council member of the Seattle Chinatown International District Preservation and Development Authority (SCIDpda), during construction of Village Square 1/Legacy House in 1998. Currently he is a director on the Board of Seattle Goodwill Industries, having served as corporate board secretary and board chair.</p> <p>Wayne is a graduate of Occidental College (Los Angeles) with a degree in Economics, and has a Masters of Business Administration from the University of Chicago.</p> |  |   |
| <b>Authorizing Signature:</b><br>   |  | <b>Name and Title of Officer Making Appointments:</b><br><br><div style="text-align: center;">David Chang, Chair</div>  |

# Chinatown-International District Preservation And Development Authority (SCIDPDA) Council, Seattle

*January 2014*

The Council shall be composed of no fewer than twelve (12) members and no more than seventeen (17) members: Per Seattle Municipal Code (SMC) 3.110; all subject to City Council confirmation, 4-year terms

- 4 (one each year) Appointed by Mayor
- Up to 9 (two each year) Appointed by SCIDPDA Council
- 4 (one each year) Appointed by Constituency

| D* | G | Name            | Appointed | Term Ends | Term # | Position   | Appointed By |
|----|---|-----------------|-----------|-----------|--------|------------|--------------|
| 1  | F | Karen Yoshitomi | 08/12/09  | 12/31/16  | 1      | Member     | Constituency |
| 1  | F | Jiawen Shi      | 12/14/11  | 12/31/15  | 1      | Member     | Constituency |
| 1  | M | David Chang, MD | 10/13/10  | 12/31/14  | 1      | Chair      | Council      |
| 1  | F | Jennifer Phang  | 5/12/10   | 12/31/14  | 1      | Secretary  | Council      |
| 1  | M | Omura, Michael  | 10/14/09  | 12/31/14  | 1      | Member     | Council      |
| 1  | M | Michael Itti    | 4/11/12   | 12/31/16  | 1      | Member     | Council      |
| 1  | F | Casey Huang     | 4/11/12   | 12/31/16  | 1      | Member     | Council      |
| 1  | F | Rita Brogan     | 10/13/10  | 12/31/14  | 1      | Vice Chair | Council      |
| 1  | M | Phillip Sit     | 8/8/12    | 12/31/16  | 1      | Member     | Council      |
| 1  | M | Wayne Lau       | 1/1/14    | 12/31/17  | 1      | Member     | Council      |
| 1  | M | Nelson Yong     | 1/1/14    | 12/31/17  | 1      | Member     | Council      |
| 1  | M | Scott Yasui     | 2/10/10   | 12/31/14  | 1      | Treasurer  | Mayor        |
| 1  | F | Maria Batayola  | 5/31/13   | 5/31/17   | 1      | Member     | Mayor        |
|    |   | <b>Vacant</b>   |           |           |        |            | Mayor        |
|    |   | <b>Vacant</b>   |           |           |        |            | Mayor        |

**\*Diversity**

|                 |          |          |          |           | (1)            | (2)              | (3)             | (4)             | (5)      | (6)       |
|-----------------|----------|----------|----------|-----------|----------------|------------------|-----------------|-----------------|----------|-----------|
|                 | Men      | Women    | Vacant   | Minority  | Asian-American | African-American | Hispanic Latin@ | Native-American | Other**  | Caucasian |
| Mayor           | 1        | 1        | 2        | 2         | 2              | 0                | 0               | 0               | 0        |           |
| SCIDpda Council | 6        | 3        | 0        | 9         | 9              | 0                | 0               | 0               | 0        |           |
| Constituency    | 0        | 2        | 0        | 2         | 2              | 0                | 0               | 0               | 0        |           |
| <b>Total</b>    | <b>7</b> | <b>6</b> | <b>2</b> | <b>13</b> | <b>13</b>      | <b>0</b>         | <b>0</b>        | <b>0</b>        | <b>0</b> |           |

*\*\*Other includes diversity in any of the following: race, gender and/or ability*

# Wayne H. Lau

## Summary

- Financial Institution senior level management.
- Community Economic Development.
- Credit and financial analysis skills to make sound lending decisions.
- Mentoring and financial guidance for start-up and small business.
- Niche marketing to immigrant and foreign-based businesses and investors.
- Strategy development and implementation.
- Nonprofit board experience.

### **RAINIER VALLEY COMMUNITY DEVELOPMENT FUND – Executive Director, Seattle WA**

Jan 2012 – present

- Nonprofit community development fund in Southeast Seattle, originally funded with \$50 Million Federal Community Development Block Grants as a result of Sound Transit light rail constructed and operating in this community.
- Manage and direct lending staff to deploy funds into business and real estate lending in this community, with mission of enhancing economic activity, attracting new businesses and jobs to area, and providing business consulting services.
- Responsible for community outreach and engagement, deployment of loan products, and credit quality.
- Work closely with City of Seattle Office of Economic Development, Office of Housing, and Dept of Neighborhoods, City Council and Mayor's Office. Also work with Sound Transit and neighborhood groups who are advocates for Transit Oriented Development and Transit Communities along the light rail stations.
- Co-chair Commercial Stability and Business Attraction/Retention committees for Community Cornerstones program funded by HUD through City of Seattle, targeting the ML King business district between Graham and Othello. Almost all businesses there are immigrant-owned.
- Report to board of directors comprised of local businesspeople and residents.

### **INDEPENDENT LOAN CONSULTANT**

AUGUST 2010 – DEC 2012

- Consulted with loan clients of my previous bank on refinance and loan workout strategies
- Collaborated with CEO and Chairman of former bank (Washington First) to work out holding company investments

### **WASHINGTON FIRST INTERNATIONAL BANK – Senior Vice President, Seattle, WA**

1990 – August 2010

- One of original founding officers of this state-chartered commercial bank which had special niche serving the Asian immigrant community and providing high-level private banking services
- Served since the opening of this Bank in 1990, serving on Senior Management committee comprising of the top four officers of the bank and served as Corporate Secretary for full Board of Directors
- Since Bank opening, managed and led the Commercial Real Estate Loan Dept. Before reduction of loan concentration per regulatory directives, this was the bank's largest portfolio, with loans outstanding of over \$275 Million in 2007.
- In 1993, opened up Bellevue banking branch and served as Branch Manager, overseeing depository and loan activities at this full service branch. Devised and led marketing activities to bring in small to medium business banking relationships. Managed and mentored three Commercial/Industrial lenders.
- In 2004, assumed Manager role of International District branch, responsible for branch deposit and sales goals. Coordinated physical move of branch from its original location to a new building. Clientele was diverse group of Asian immigrants and small business. This branch was dominant banking institution serving the Asian community in International District/Chinatown in deposits and business relationships. Also did lending and banking in the 12<sup>th</sup> and Jackson ('Little Saigon') business district.
- Bank was taken over by East West Bank (Pasadena, CA) in June 2010. My position eliminated in August 2010

**FIRST INTERSTATE BANK OF OREGON (Now Well Fargo) – Vice President & Team Leader**

**1986- 1990**

- Loan Production Officer in Commercial Real Estate Lending Division
- Team leader of the production unit which had highest loan volume production of all the teams
- Individually managed the largest portfolio of any loan officer in the Oregon bank system, including several of the bank's largest corporate clients
- Served on Oregon Mortgage Bankers' Income Property committee

**SEAFIRST BANK (Now Bank of America) – Vice President, Seattle, WA**

**1981-1985**

- Loan production officer in Commercial Real Estate Group for both bank portfolio and correspondent lenders
- Worked in team effort with branch business loan officers to accommodate their customer commercial real estate needs

**BANK OF CALIFORNIA ( Now Union Bank) – Vice President, Portland, OR**

**1977-1981**

- Began in Seattle office with primary responsibility of construction loan production
- Promoted to Vice President and transferred to Portland office as Real Estate Loan Dept Manager, and part of the Bank's Corporate Banking Division. Extensive work with small community correspondent banks in all parts of Oregon State

**COMMUNITY WORK**

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**Past Board Chair (2010-11) and current Board member, Seattle Goodwill Industries**, a \$75 Million nonprofit with 24 retail thrift outlets and 9 job training centers. Board member since 2007, currently serving on Site Development Committee and Finance Committee. Organization recently completed construction of \$17 Million administrative/classroom building. Worked closely with Goodwill's CFO to obtain and negotiate \$35 Million bond financing package for this new building as well as future acquisitions.

**Past board member and Treasurer of Seattle Chinatown International District Preservation Development Authority (SCIDPDA)**. Joined Board when Bob Santos was Executive Director and served during Sue Taoka's tenure at SCIDPDA. Worked on restructuring of financing for New Central. Managed bond financing package for construction and permanent financing of International District Village Square One.

**Education**

**UNIVERSITY OF CHICAGO GRADUATE SCHOOL OF BUSINESS**, Masters of Business Administration, Finance and Accounting

**OCCIDENTAL COLLEGE (Los Angeles)**, Bachelor of Arts, Economics. 3rd year abroad in German university (Saarbruecken) with all classes in German.

**Personal**

Born in HongKong, have retained strong conversational ability in Cantonese Chinese. Moved to Seattle in 1957 and lived in Chinatown from 1957 – 1962, attending the old Bailey Gatzert School. Moved to Rainier Beach, attended middle school and graduated from Rainier Beach Junior-Senior High School. Grandfather and father were active in Chinatown – ID business community. Resident of West Seattle. Wife is para-professional with Seattle Public Schools.

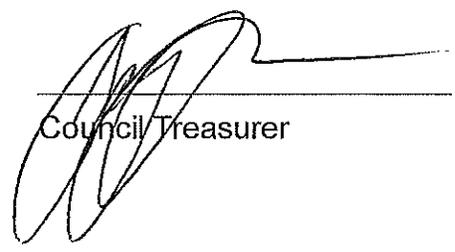
**Resolution 13-12-11-02**

**RESOLUTION OF SEATTLE CHINATOWN INTERNATIONAL  
DISTRICT PRESERVATION AND DEVELOPMENT AUTHORITY**

We, the Seattle Chinatown International District Preservation and Development Authority Council, affirm the election of Wayne Lau to the SCIDpda Council.

  
\_\_\_\_\_  
Council Chair

12/11/13  
Date

  
\_\_\_\_\_  
Council Treasurer

12/11/13  
Date