



City of Seattle Boards & Commissions Notice of Appointment

Appointee Name: Wayne H. Lau		
Board/Commission Name: Seattle Chinatown International District Preservation and Development Authority (SCIDpda)		Position Title: Member
<input type="checkbox"/> Appointment OR <input checked="" type="checkbox"/> Reappointment		City Council Confirmation required? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Appointing Authority: <input checked="" type="checkbox"/> City Council <input type="checkbox"/> Mayor <input checked="" type="checkbox"/> Other: <i>Fill in appointing authority</i> <i>PDA governing council HS</i>		Term of Position: * 1/1/2021 to 12/31/2023 <input type="checkbox"/> <i>Serving remaining term of a vacant position</i>
Residential Neighborhood: West Seattle	Zip Code: 98116	Contact Phone No.: [REDACTED]
Background: <i>Wayne 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. 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. Wayne is a 1st generation immigrant and speaks Cantonese Chinese fluently. He is a graduate of Occidental College (Economics) and has earned an M.B.A. from University of Chicago in Finance and Accounting.</i>		
Authorizing Signature (original signature):		Appointing Signatory: Mindy Au Board President
Date Signed (appointed):		Mindy Au <small>Digitaly signed by Mindy Au Date: 2021.01.20 17:00:52 -08:00</small>

*Term begin and end date is fixed and tied to the position and not the appointment date.

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 12th 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

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.

Chinatown-International District Preservation and Development Authority (SCIDpda)

No fewer than nine (9) members and no more than seventeen (17) members: Per RCW 35.21.730 and Seattle Municipal Code (SMC) 3.110, all subject to City Council confirmation, up to 3-year terms:

- 4 Mayor-appointed
- 5 to 13 SCIDpda Governing Council-appointed

Roster:

*D	**G	Position No.	Position Title	Name	Term Start Date	Term End Date	Term #	Appointed By
1	M	1.	Member	David J. Della	1/1/21	12/31/23	2	Governing Council
6	M	2.	Member	Tiernan Martin	1/1/20	12/31/22	1	Governing Council
1	F	3.	Member	Jerilyn Young	1/1/20	12/31/22	2	Governing Council
	M	4.	Member	Elliot Sun	1/1/21	12/31/23	1	Governing Council
6	F	5.	Member	Lisa Nitze	1/1/21	12/31/23	1	Governing Council
1	F	6.	Member	Cindy Ju	1/1/21	12/31/23	1	Governing Council
1	F	7.	Member	Casey Huang	1/1/20	12/31/22	3	Governing Council
1	F	8.	Member	May G. Wu	1/1/20	12/31/22	1	Governing Council
1	M	9.	Member	Phillip Sit	1/1/20	12/31/22	3	Governing Council
1	M	10.	Member	Wayne H. Lau	1/1/21	12/31/23	3	Governing Council
		11.	Member					Governing Council
1	M	12.	Member	Scott Yasui	1/1/19	12/31/21	3	Governing Council
		13.	Member					Governing Council
1	F	14.	Member	Miye Moriguchi	1/1/19	12/31/21	1	Mayor
1	F	15.	Member	Aileen Balahadia	1/1/19	12/31/21	2	Mayor
1	F	16.	Member	Jennifer Reyes	1/1/19	12/31/21	2	Mayor
1	F	17.	President	Mindy Au	1/1/19	12/31/21	1	Mayor

Diversity Chart:

			(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)		
	Men	Women	Vacant	Minority	Asian-American	Black/African American	Hispanic/Latino	American Indian/Alaska Native	***Other	Caucasian/Non-Hispanic	Pacific Islander	Middle Eastern	Multiracial
Mayor	0	4	0		4								
PDA Council	6	5	3		8					2			
Other													
Total	6	9	3		11	0	0	0	0	2	0	0	0