



# City of Seattle Boards & Commissions Notice of Appointment

<b>Appointee Name:</b> <i>Frank J. Albanese</i>		
<b>Board/Commission Name:</b> <i>Pike Place Market Historical Commission</i>		<b>Position Title:</b> <i>Market Merchant position</i>
<b>Appointment OR X Reappointment</b>	<b>Council Confirmation required?</b> X Yes <input type="checkbox"/> No	
<b>Appointing Authority:</b> <input type="checkbox"/> Council X Mayor <input type="checkbox"/> Other: <i>Specify appointing authority</i>		<b>Term of Office:</b> <i>12/2/16 to 12/1/19</i>
<b>Residential Neighborhood:</b> <i>Queen Anne</i>	<b>Zip Code:</b> <i>98119</i>	<b>Contact Phone No.:</b> [REDACTED]
<b>Legislated Authority:</b> <i>Ord. #100475</i>		
<b>Background:</b>  Mr. Albanese represents one of the two business owner positions on the Commission. He owns and operates Local Color, a café/art gallery in Pike Place Market. He is well informed on current issues in the Market, which has benefited the Commission. He has demonstrated a strong commitment to his service on the Commission, serving for several years on the Use Review Committee and now as Commission Chair.		
<b>Date of Appointment:</b> <i>12/14/16</i>	<b>Authorizing Signature (original signature):</b> 	<b>Appointing Signatory:</b> <i>Edward B. Murray</i> Mayor of Seattle

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# Frank J. Albanese

## Summary of qualifications

07/03- Present      Local Color LLC      Seattle, WA

### **Owner/President**

Located in the heart of the Pike Place Market, Local Color features a forty-eight seat café and showplace for local artists. Since our opening in 2003 Local Color has become a hub for locals and tourist alike.

- Designed store layout and oversaw construction of a non retail space into a turnkey operation.
- Managed a break even startup business in year one and concurrent profit based calendar years beginning in year two.
- Added revenue channels that fit within the scope of business which provided 15-18% overall increase in sales.
- Implemented public relations programs making Local Color a Pike Place Market and city wide focal point.
- Oversaw and implemented business strategies resulting in incremental profits during current negative economic conditions.

10/01- 03/08      Tempur-Pedic, Inc.      Seattle, WA

### **Vice President, Hospitality**

Tempur-Pedic International Inc. (Tempur-Pedic International), incorporated in September 2002, is a manufacturer, marketer and distributor of mattresses and pillows. The company sells its products in approximately 80 countries primarily under the TEMPUR and Tempur-Pedic brands.

- Increased Hospitality revenue in excess of 790% 2007 vs. 2006
- Property placement increase of 31% 2007 vs. 2006
- Increased mattress placements by 20%, currently over 21,000 units in distribution throughout North America
- Developed Dream Spa marketing and POP campaign
- Implemented and managed outside broker for Best Western International
- Researched and drove national trade show program

### **Regional Sales Manager, Specialty Retail & Commercial/Industrial**

- Drove sales from \$0.00 to \$1.2 Million in 12 months for Commercial-Industrial Division
- Increased sales by 50% from \$10M to \$15M in Specialty Retail Division within 18 months.
- Closed sale of largest ergonomic manufacturer of office accessories. Tempur-Pedic commands 100% of client's visco elastic sales with margins in excess of 70%.
- Increased sales in Pacific Northwest market by 37% in 9 months. Opened 16 new accounts within same time frame.
- Presidents Cup award 2004, Tempur-Pedic's highest honor.

2/99 – 10/01

Industrial Rubber & Supply, Inc.

Fife, WA

**Vice President Sales & Marketing**

Industrial Rubber & Supply, Inc. is the largest specialty and conventional foam fabricator in the Pacific Northwest. The company was founded in 1946 and operates three sales and manufacturing facilities in the region. The company also specializes in foam, fabric, vinyl, and supplies to the upholstery and furniture manufacturing industries. Client base ranges from independent upholsters to industry leaders in aerospace, medical, engineering, and an array of original equipment manufacturers.

Total sales and marketing responsibilities for an \$11M two-divisional company specializing in foam converting and wholesale upholstery fabrics. Direct management of 12 outside and 8 inside sales representatives, 3 Sales Coordinators, Operations Manager, Purchasing Manager, Estimating Manager, and approximately 50 production staff.

- Redefined infrastructure of corporate and two branch offices.
- Authored Book of Standards (BOS) and created a 5-point Quality Control Program resulting in a 58% decrease in credits.
- Increased sales of closed cell foam from -24%LYTD to +17% in 12 months.
- 2000 record-breaking year for open cell foam. Sales in excess of \$4M.
- Increased gross profit margin from 43% to 49% in both open and closed cell foams.
- Implemented client program increasing sales in Q4/00 by 362% and Q1/01 by 211%
- Consolidated operations resulting in a \$350K annual cost savings.
- Implemented budget program decreasing annual expenditures by \$225K.
- Initiated a client contract program effectively securing over 20 two-year contracts within the first 18 months.
- Negotiated an exclusive distribution agreement with one of Europe's largest Latex manufacturers. Approximate value of business in year one \$250K reaching \$500K by year three contributing 40 – 50% gross profit margin.
- Negotiated vendor rebate program parlaying \$100K return in 2000.
- Leveraged buying and negotiating power to achieve wholesale price reductions in light of broad market increases.

1/91 – 2/99

TAG Group.com

Kent, WA

**Vice President of Business Development**

TAG Group.com is a company specializing in fulfillment services of promotional and marketing materials. The company's marketing and client service structure was primarily based on Internet applications allowing world wide, 24-hour client accessibility. TAG also served as a procurement agent of promotional materials for related clients.

Sole responsibility for business development of new clients and growth of existing client base. Primary contact for all national and international client and vendor principals and executive management. Assisted in development of corporate and client websites, on-line stores, e-commerce applications, catalogues, and sales tools for field associates. Developed and executed business and marketing plan for USA. Full P&L responsibility.

- Instrumental in startup up of USA affiliate of Canadian based company specializing in promotional program design and fulfillment services supported

by E-Commerce applications with revenue exceeding \$14M annually.

- Active clients included Texaco, Unocal 76, Salon Magazine, Clearly Canadian Beverage, Qpoint Mortgage, Seattle Children's Hospital, and Microsoft.
- Managed national promotion campaign for Texaco. Coordinated participation and purchasing of 161 company employed marketing consultants and 4000 plus independent retailers.
- Instituted telemarketing and direct mail program focused on predefined client base reflecting a 40% increased participation level of sponsored promotions.
- Promotional product buyer with travel to Taiwan, Hong Kong, and China.
- Key speaker at national sales conference of largest in-house clients.
- Created "Share the Profit" program utilizing independent promotional distributors to advance sales efforts of fulfillment services.

#### **Education**

- Milan University BA Business & Marketing

#### **Community Activities**

- BACA – Bikers Against Child Abuse – Agency Liaison/Treasurer
- Pike Place Historical Commission - Member/Chairperson
- Citizens Facilities Planning Commission- Kent, WA School District - Appointment
- Council of Logistics Management, Kent, WA School District – Appointment

# Pike Place Market Historical Commission

12 Members: Per *Ordinance 100475*, all subject to City Council confirmation, 3-year terms:

- 0 City Council-appointed
- 12 Mayor-appointed
- 0 Other Appointing Authority-appointed

**Roster:**

*D	**G	RD	Position No.	Position Title	Name	Term Begin Date	Term End Date	Term #	Appointed By
6	M	3	1.	Friends of the Market	John Ogliore	12/2/16	12-1-19	2	Mayor
6	F	N/A	2.	Friends of the Market	Christine Vaughan	12-15-14	12-1-17	1	Mayor
6	M	7	3.	Architect	Bob Hale	12/2/16	12-1-19	1	Mayor
1	F	N/A	4.	Architect	Rachael Kitagawa	6-29-15	12-1-17	1	Mayor
6	F	7	5.	Business Owner/ Merchant	Lauren Rudeck	7-18-16	12-1-17	1	Mayor
6	M	7	6.	Business Owner/ Merchant	Frank J. Albanese	12/2/16	12-1-19	1	Mayor
5	M	7	7.	Resident	Murad Habibi	2-11-13	12-1-18	2	Mayor
6	M	7	8.	Resident	Michael Hammond	8-15-16	12-1-17	1	Mayor
6	M	N/A	9.	Property Owner	Jerrold Stafford	1-13-14	12-1-16	1	Mayor
1	F	2	10.	Allied Arts of Seattle	Patricia Julio	8-15-16	12-1-18	1	Mayor
6	M	2	11.	Allied Arts of Seattle	Samuel Farrazaino	7-18-16	12-1-17	1	Mayor
6	F	N/A	12.	At-Large	Anais Winant	1-4-16	12-1-18	1	Mayor

**SELF-IDENTIFIED DIVERSITY CHART**

	(1)		(2)		(3)		(4)		(5)		(6)		(7)		(8)		(9)	
	Men	Women	Transgender	Unknown	Asian	Black/ African American	Hispanic/ Latino	American Indian/ Alaska Native	Other	Caucasian/ Non- Hispanic	Pacific Islander	Middle Eastern	Multiracial					
Mayor	7	5			2				1	9								
Council																		
Other																		
<b>Total</b>	<b>7</b>	<b>5</b>			<b>2</b>				<b>1</b>	<b>9</b>								

**Key:** \*D List the corresponding *Diversity Chart* number (1 through 9)  
 \*\*G List *gender*, M = Male, F= Female, T= Transgender, U= Unknown  
 RD Residential Council District number 1 through 7 or N/A  
*Diversity information is self-identified and is voluntary.*