

**City of Seattle  
Notice of Appointment**

<b>Name:</b>  <b>ROBERT STRONG</b>		<input type="checkbox"/> Appointment <input checked="" type="checkbox"/> Reappointment
		<input type="checkbox"/> Executive <input type="checkbox"/> Legislative <input checked="" type="checkbox"/> Agency <input type="checkbox"/> PDA Council <input checked="" type="checkbox"/> Other: <i>MDA Council</i>
<b>Residential Neighborhood:</b>	<b>Zip Code:</b>	<b>Contact Phone No.:</b>  ██████████
<b>Appointed to:</b>  MDA COUNCIL		<b>Date of Appointment:</b>  July 12, 2015
<b>Authority (Ord., Res.):</b> CF 294301		<b>Term of Office: 3 YEARS</b> <b>From: 7/12/2015</b> <b>To: 7/11/2018</b>
<b>Comments:</b>		
<p>Bob was born and raised in Seattle. He graduated from Lakeside High School. He attended Occidental College and graduated from the University of Washington with a BA in English. Bob has served on several boards. In addition to being Director of Private Wealth Management at Robert W. Baird &amp; Co Inc., he was recently Treasurer of the museum's Board of Trustees. In this latter role, he has contributed significant time and counsel to the museum in regard to its recent debt financings, including that supported by the MDA. This experience will prove most useful as we move forward with the completion of the museum's capital projects, given the MDA's valuable role in the process.</p> <p>Bob will undoubtedly be a valuable member of the MDA. Your confirmation of this candidate's reappointment is requested.</p> <p><i>This re-appointment represents Mr. Strong's 4th Term.</i></p>		
<b>Authorizing Signature:</b>  <i>Manfred S. Strutton</i>		<b>Name and Title of Officer Making Appointments:</b>  President

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2015 OCT 27 PM 2:46

CITY CLERK

# **BOB STRONG**

Seattle, Washington

## *Employment History*

**Sr. Vice President** – Investment Advisor/ Investments

McAdams Wright Ragen, Inc 2010 – Present

Seattle, Washington

**Sr. Vice President** – Investments,

Ragen Mackenzie (formerly Cable Howse and Ragen) 1983 – 1999

Seattle, Washington

**Vice President** – Name of Division/Dept, Investments

Blyth Eastman Dillon/ Paine Webber 1979 – 1983

Seattle, Washington

## *Professional and Community Affiliations*

Member of Board of Trustees – Seattle Art Museum, 1996 – Present

Treasurer and Chair of Finance Committee – Seattle Art Museum, 2003 – Present

Museum Development Authority Council – Seattle Art Museum, 2009 – Present

Member of Board of Directors – Rainier Scholars, 2012 – Present

## *Education*

B.A. in English, University of Washington (Seattle, WA)

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Seattle Art Museum  
Executive Committee Meeting  
Wednesday, September 16, 2015, 12:00 – 1:30 p.m.  
Arnold Board Room, SAM Downtown  
Minutes

Welcome

- Winnie Stratton, President, welcomed the committee and called for approval of the May 20 and June 9, 2015, meeting minutes. The motion was made, seconded and approved.

President's Report

Winnie Stratton provided the following updates:

- Results for fundraising event Party in the Park held on June 26, 2015: 552 attendees; Raffle Net Revenue \$13,750; Gross Revenue Total: \$501,250; Expenses \$197,353. The net revenue was \$303,897, the largest amount raised in the history of the event.
- Call for approval of re-nomination of Robert Strong to the MDA (Museum Development Authority) Council. The motion was made, seconded and approved.
- Winnie congratulated Lyn Grinstein and her husband Jerry as the recipients of the University of Washington 2015 Gates Volunteer Service Award.

Governance Report

Susan Brotman, Chair of Governance, called for approval on the following:

- Trustees ending second consecutive term and going on rotation:
  - Watson Blair
  - Pam Ebsworth
  - Philip Isles
  - Bob Kaplan
- Trustees eligible to stand for election after one year on rotation:
  - Eve Alvord
  - Gary Glant
  - Sylvia Ketcham
  - Carla Lewis
  - Doug Norberg
  - Stan Savage
- Trustees eligible to stand for re-election to second term :
  - Lyn Grinstein
  - Susan Hutchison
  - Sam Ketcham
  - Barbara Malone
  - Catherine Roche
  - Lee Rolfe
  - Vijay Vashee

Seattle Art Museum  
Executive Committee Meeting  
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CONFIDENTIAL

- Susan Winokur
- Trustees Forgoing Rotation and standing for Re-Election (being in the best interest of the Museum):
  - Jeff Brotman
  - Susan Brotman
  - Cliff Burrows
  - Betty Hedreen
  - Stewart Landefeld
  - Gwen McCaw
  - Christine Nicolov
  - Michael Parham
  - Jon Shirley
  - Ina Tateuchi
  - Curtis Wong
  - Virginia Wright

The motion was made, seconded and approved.

**Susan Brotman called for approval of new Trustee nomination for Johnpaul Jones.** Jones is an architect and founding partner of Jones & Jones, located in Pioneer Square, was the overall lead design consultant for the Smithsonian's National Museum of the American Indian. Johnpaul was awarded the National Humanities Medal from the National Endowment for the Humanities (2014) conferred by President Barack Obama. Earning his Bachelor of Architecture from the University of Oregon in 1967, his design philosophy emerged from his Cherokee-Choctaw ancestors, which connects him to the natural world, animal world, spirit world, and human world. Johnpaul's work includes: Mukilteo Multimodal Ferry Terminal, Washington State Ferries; The Longhouse Education and Cultural Center, The Evergreen State College, Olympia; Mercer Slough Environmental Education Center, Bellevue; Japanese-American Nikkei World War II Exclusion Memorial, Bainbridge Island; Muckleshoot Indian Tribe Cultural Center & Museum Auburn; and The Confluence Project with Maya Lin, Washington. Johnpaul and his wife Marjorie live on Bainbridge Island.

The motion was made, seconded and approved.

Winnie Stratton thanked John Frank for connecting Johnpaul Jones with SAM's Board.

**Susan Brotman called for approval of new Honorary Trustee nomination for Joseph Monsen.**

Joseph served on the SAM Board of Trustees from 1966-1982. Joseph and his late wife Elaine gifted SAM several significant works, particularly the 12th c Amida Buddha which came into SAM's permanent collection in 2012. They also gave the museum several choice examples by some of the early 20th century master photographers, iconic works by Ansel Adams, Edward Weston, and others. They began collecting Asian art when they were in graduate school at the University of California at Berkeley. The

Seattle Art Museum  
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Monsens came to Seattle to join the faculty at the University of Washington. Joseph, an economist, was a professor in the School of Business.

The motion was made, seconded and approved.

Director's Report

- Kim Rorschach, Director and CEO, recognized Winnie Stratton for her work on the Board and especially all of the committee assignment work over the summer.
- Regan Pro was acknowledged and congratulated on her new position at SAM as the Kayla Skinner Deputy Director of Education and Public Programs.
- Kim Rorschach reported on the following:
  - FY15 Admissions Totals: SAM 276,740; OSP 331,798; AAM 82,982. The grand total at all 3 sites is 691,520. The AAM total is the highest ever since it has been a museum devoted to Asian Art.
  - FY16 admissions Updates as of September 13, 2015 were reported as follows: SAM & AAM FY15 YTD Attendance: 96% of projection; Revenue: 86% of projection.
  - SAM's most recent special exhibition *Disguise: Masks and Global African Art* June 18 – Sept 7, 2015: Final attendance totals were at 84% of projection; Revenue: 83% of projection. Kim noted that while this exhibition did not draw as many visitors as hoped, it was a very important and successful show for SAM in every other regard. It attracted a young and diverse audience to the museum, and it was very successful financially. Under SAM's name, the show will travel on to UCLA's Fowler Museum in LA, and then to the Brooklyn Museum in NY next spring.
  - *Chiho Aoshima: Rebirth of the World* May 2 – Oct. 4, 2015 and *Calligraphic Abstraction* May 9 – Oct. 4, 2015, at the Asian Art Museum: Attendance to date is at 169% of projection; Revenue: 187% of projection.
- SAM's Remix event on August 21, 2015 held at the Olympic Sculpture Park attracted the highest attendance in its event history with almost 3000 attendees. Kim thanked Trustee Cliff Burrows and Starbucks for sponsoring Remix. The next Remix event will be held on November 6, 2015 at SAM downtown.

SAM Forward – Renovation and Enhancement Campaign for the Asian Art Museum at Volunteer Park

- Kim Rorschach reviewed the SAM Forward (working title) VP Campaign preliminary architectural plans and showed a first cut video of a simulated walk through of the new building.
- Chris Landman, Director of Development, presented the soft phase campaign funding figures:
  - Goal: \$46.2M; Total raised as of Sept. 2015: \$32,370,000
  - Confirmed Planned Gift (possible acceleration) \$1,000,000
  - Pending Requests \$3,800,000+

Seattle Art Museum  
Executive Committee Meeting  
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CONFIDENTIAL

- Expected Requests (next 3 months) \$4,000,000+
- Campaign community influencer dinners are currently being scheduled.
- Public campaign announcement has not been made yet.
- A discussion followed the presentation. Suggestions were made to:
  - Reach out to Thatcher Bailey and the Olmstead Society
  - Show potential seismic damage to building and art
  - Emphasize that the project will restore one of Seattle's historic buildings and improvements will be made to the backside of the building
- Kim thanked Gursharan Sidhu for his Campaign Community leadership role with Mimi Gardner Gates.

**Finance and Operations Report**

- Richard Beckerman, COO, introduced SAM's new Controller Dawn Beck
- Richard Beckerman reviewed the FY15 Year End Close:
  - Net Income  
Net Deficit of \$86k, which is \$566k better than planned; funded by excess leasing revenue
  - Revenues
- FY15 revenues of \$22.4M were 2%, behind plan
- **Earned revenue:** The \$4.0M raised in FY15 was essentially in line with budget. Challenges in admissions were mitigated by outperformance by the Museum Shop, Group Admissions and the Rental/Sales Gallery.
- **Contributed revenue:** As a whole, contributed revenue came in \$385k behind plan or 97%. Challenges in membership and individual giving coupled with a smaller than anticipated contributions from the Fund for Special Exhibitions were the main drivers behind the lag. These were mitigated by positive variances in Events and Grant activity.

**July FY16 Financial Report**

- YTD revenue was \$2,510,000 against a budget of \$2,614,000. YTD expense was \$1,942,000 against a budget of \$2,468,000, for a net YTD gain of \$568,000 against a budgeted net loss of (\$146,000).

**Property Values for Insurance Coverage**

Richard Beckerman presented the premium summary and estimated program cost figures.

- Expiring program estimated cost: \$261,650. Proposed program estimated costs: \$232,123 with Affiliated or \$221,500 with AIG. By reducing the property values by 14% and recognizing the additional insurance we already pay for through the Condominium Association, we were able to reduce the premium cost by as much as 15% (based on the AIG quote).
- **A motion was made to accept the presented changes in property values for the property insurance coverage. The motion was made, seconded, and approved. The staff was directed to make a determination of which carrier to use.**
- A request was made to review the collection insurance figures at a future Executive meeting.

Seattle Art Museum  
Executive Committee Meeting  
Wednesday, September 16, 2015, 12:00 – 1:30 p.m.  
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Deferred Maintenance Financing

Lee Richardson, SAM's Director of Facilities, presented a Building Systems Repair and Replacements Report. SAM's goals are to:

- Replace or refurbish end of life system infrastructure
- Develop solutions that optimize performance while improving energy and water efficiency
- Innovate where applicable
- Identify alternative funding & financing

To result in the following solutions:

- With the Venturi mechanical system; new chillers and related equipment
- Throughout the Downtown Facility:
  - Update the computer control of the building management system
  - Optimizing heat recovery, metering and measurement of various water flows in mechanicals systems for improved monitoring and control
  - Upgrade to LED lighting, improve lighting efficiency, and update lighting controls
- Assist with securing favorable financing with QECCB bonds (Qualified Energy Conservation Bonds) through the Washington State Housing Financing Commission and as part of the King County Green Communities Program.

Richard Beckerman then presented the following:

- Finance Committee has reviewed and recommends that we move ahead with arranging financing with their ongoing oversight
- The next step, if approved by Executive Committee, or the Board President to sign the Reimbursement Resolution, which is a declaration from SAM to use funds for intended purpose and to agree to repay the loan
- This Resolution allows SAM staff to begin putting financing into place without making a final commitment
- Once financing is arranged, the Executive Committee reviews and votes on final approval at Nov. 4, 2015 Executive Committee meeting (or at a special meeting if needed)

A motion was made to call for approval of the Executive Committee Resolution of Waiver. The motion was made, seconded, and approved.

A motion was made to call for approval of the Reimbursement Resolution. The motion was made, seconded, and approved.

The meeting was adjourned at 1:25pm. An Executive Session was then held and SAM staff members were excused.

**Seattle Art Museum  
Executive Committee Meeting  
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**CONFIDENTIAL**

**Trustees in attendance:** Susan Brotman, Cliff Burrows, Sheila Edwards Lange, Barney Ebsworth, John Frank (via phone), Lyn Grinstein, Stewart Landefeld, Christine Nicolov, Charlie Nolan, Catherine Roche, Jon Shirley, Winnie Stratton, Gursharan Sidhu, Bob Strong, Vijay Vashee, Maggie Walker

**Trustees absent:** Michael Corliss, Scott Morris, Charlie Wright

**Staff in attendance:** Kim Rorschach, Richard Beckerman, Nick Dorman, Dawn Beck, Lee Richardson, Rich Heine, Chris Landman, Regan Pro, Marie Bouvet, Naomi Stiffelman



## Museum Development Authority

*October 2015*

9 members: Per RCW 35.21.730 and Seattle Municipal Code (SMC) 3.110.010; appointed as follows; subject to City Council confirmation; 3-year terms.

- 3 (one each year) Appointed by Mayor
- 3 (one each year) Appointed by Seattle Art Museum
- 3 (one each year) Appointed by MDA Council (may not be members of SAM Board of Trustees)

D	G	Position No.	Name	First Appointed	Current Term Ends	Term #	Represents / Position	Appointed by
3	F	1	Rosita Romero	2007	07/31/16	3rd	Member	Mayor (1)
6	F	2	Margaret K. Walker	2009	07/13/16	2nd	Member	Seattle Art Museum
2	F	3	Dorothy H. Mann	1992	07/12/16	8th	Member	MDA Council
2	M	4	Henry McGee		10/01/15	4th	Member	Mayor (2)
6	M	5	Robert Strong	2006	07/12/18	4th	Member	Seattle Art Museum
6	M	6	Douglas A. Raff	1999	07/12/18	5th	Chair	MDA Council
2	M	7	Robert J. Flowers		07/12/17	4th	Member	Mayor (3)
6	M	8	Douglas Norberg		07/12/17	3rd	Member	Seattle Art Museum
6	M	9	J. Thurston Roach		07/12/17	3rd	Treasurer	MDA Council

### Diversity:

App. Authority	Men	Women	Vacant	Minority	(1) Asian American	(2) African American	(3) Hispanic	(4) Native American	(5) Other	(6) Caucasian
Mayor	2	1	0	3		2	1			
<b>Total</b>	<b>6</b>	<b>3</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>5</b>

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