

Meet Gary Hartman

Introduction by Kim Moore

Fellow Rotarians and guests. Today it is my pleasure to introduce our newest member, Gary Hartman. Gary was a member of Club 33 in Downtown San Diego with 625 members for 17 years, where his brother Stan was club president. Gary is committed to Rotary because he believes in the power of an individual to effect change through this organization and he has already expressed interest in Rotary Boys and Girls Club.

Gary's brother Stan has been an important influence. He introduced Gary to commercial insurance where for the past 18 years, Gary has excelled. He is senior insurance broker at

Payne West for the construction division, working with real estate developers, general contractors, and clients with real estate holdings. His specialty is builder's risk contracts on over 320 projects throughout our nation and close to \$1B in hard costs, not market value. In Seattle, Gary says we are 25,000 units under demand and need to get ready for the 100,000 people who will move here over the next decade. He says builders of mixed used commercial properties who are starting construction without pre-leases is another indicator of a very strong real estate market.



Gary was born in Phoenix, AZ and attended the University of California at San Diego where he was an AAU nationally ranked swimmer. After graduation he moved to NYC as a free lance producer for TV commercials and movies, and where his wife, Robin danced with the Paul Taylor Modern Dance Company. Gary and Robin moved back to the west coast to be closer to family and friends – first to Santa Monica and then to San Diego where his insurance career began.

Gary and Robin visited the Pacific Northwest, fell in love with its beauty and moved to Seattle last November. They live on Alki while renovating their new home in Normandy Park. They enjoy gardening, skiing, sailing and kayaking. Please help me thank Gary's proposer, president Cathy and give Gary our warmest Seattle welcome!