STATUS REPORT
January 2023

Greater Kirkland Chamber of Commerce &
Kirkland Chamber Foundation

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# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRESIDENT’S NOTE</td>
<td>3</td>
</tr>
<tr>
<td>STATUS REPORT PURPOSE</td>
<td>3</td>
</tr>
<tr>
<td>STAFF</td>
<td>4</td>
</tr>
<tr>
<td>BOARD OF DIRECTORS</td>
<td>4</td>
</tr>
<tr>
<td>KIRKLAND CHAMBER FOUNDATION</td>
<td>5</td>
</tr>
<tr>
<td>ORGANIZATION PROGRAM DISTINCTIONS</td>
<td>6</td>
</tr>
<tr>
<td>MEMBERSHIP SUMMARY</td>
<td>7</td>
</tr>
<tr>
<td>NETWORKING</td>
<td>10</td>
</tr>
<tr>
<td>SPECIAL EVENTS (Chamber &amp; Foundation)</td>
<td>11</td>
</tr>
<tr>
<td>COMMITTEES</td>
<td>15</td>
</tr>
<tr>
<td>ADVOCACY</td>
<td>16</td>
</tr>
<tr>
<td>FINANCIAL SUMMARY</td>
<td>18</td>
</tr>
<tr>
<td>ORGANIZATION MANAGEMENT</td>
<td>21</td>
</tr>
<tr>
<td>2022/2023 KIRKLAND CHAMBER &amp; FOUNDATION SPONSORS - THANK YOU!</td>
<td>22</td>
</tr>
</tbody>
</table>
PRESIDENT’S NOTE

As the 2023 Board President of the Greater Kirkland Chamber of Commerce, I am delighted to welcome in this new year. The last few months have been challenging for us all. The uncertainty of the economic climate has put tremendous pressure on businesses today.

Despite this, I’m proud of how our hard-working members and the board of directors have persevered and worked through the tough times. We have witnessed creativity, determination, resilience, and collaboration that was truly inspiring. Our achievement of our mission would not have been possible without the support and efforts of our local businesses and their employees; that must be acknowledged.

Now, with the coming new year, we look forward with optimism and the willingness to build on our experiences. Together, we can continue to promote business growth and success within our community.

I am thrilled to share the good news that this past year our Chamber has achieved a great success. We have managed to survive the economic uncertainty, have attracted new partnerships and started LEAP our scholarship program focused on our annual DEI symposium. Onward and upwards we will grow together.

With gratitude and grace,

Cherese Bourgoin, 2023 Kirkland Chamber President

STATUS REPORT PURPOSE

The purpose of this semi-annual status report is to keep the members and supporters of the Greater Kirkland Chamber of Commerce informed of our activities, progress, and health of the organization. We value each and every member of our Chamber and aim to keep you as informed as possible. Our commitment to transparency means that we are constantly trying to find new ways to bring information to our membership about how we operate and our goals for the future. This report is prepared by our CEO semi-annually. We welcome your feedback.
STAFF

CHIEF EXECUTIVE OFFICER
Samantha St. John

VICE PRESIDENT, SALES & MARKETING
Beth Gale

ADMINISTRATIVE ASSISTANT
Maureen Goldsmith

MARKETING & EVENTS COORDINATOR
David Stansel-Garner

BOOKKEEPER
Mary Davis

BOARD OF DIRECTORS

PRESIDENT
Cherese Bourgoin, Bella Sirena Salon

VICE PRESIDENT/2023 PRESIDENT-ELECT
Kristian Uri, Fisherman’s Finest

PRESIDENT EMERITUS
Dallas Stewart, CMIT Solutions of Bellevue, Kirkland, and Redmond

TREASURER
David Bander, Kirkland Performance Center

SECRETARY
Leo Speaks, Integrity Marketing

VP, EVENTS
Alicia Quaco, Eastside Health Network

VP, MEMBERSHIP
Will Wright, Kitchen Tune-Up

VP, PUBLIC POLICY
Ryan James, ryan james fine arts & Scott Becker, Kirkland Rotary (Co-Chairs)

VP, GOVERNMENT LIASON
Amy Mutal, Prevail Wealth Management

DIRECTORS
Anne Hess, Greet Kirkland & Be Local Kirkland
Bonnie McLeod, Park Lane Building Owner
Christopher Denzin, Ziply
Claudia Smith, Murphy Business Northwest
Crissy Trewin, Hallmark Realty
Diana Lynn, Small Business Accounting
Janet Sederquist, Morningstar Senior Living
Jaurdey Samuel, 425 Business Magazine
Jeff Tomlin, EvergreenHealth
Jolene Messmer, Movement Mortgage
Karin Quirk, Quirk Law Group PLLC
Lani Brockman, Studio East
Dennis Newell, Community Volunteer (ex-officio)
KIRKLAND CHAMBER FOUNDATION (EST. 2020)

501c3 Charitable Non-Profit Organization

- In February 2020, the Kirkland Chamber Foundation was formed. The purpose of this foundation is to support the educational elements of the Greater Kirkland Chamber of Commerce, which are charitable in nature.

- The foundation has four main pillars: Youth development education, continuing lifespan education (including the Diversity, Equity, and Inclusion program), scholarships/charitable action, and business disaster relief (added in March 2020 in response to the COVID-19 pandemic crisis).

- All educational programming formerly under the Greater Kirkland Chamber of Commerce is now being produced by the Kirkland Chamber Foundation. Much of this programming is being expanded to increase our involvement with the school district and local colleges.

- A two-way mentoring program is forthcoming. The idea is for seasoned professionals to help students with their knowledge of how to navigate a career and the work world, and then for students to help seasoned professionals with skills to stay competitive in the workforce. This type of education can help everyone in any stage of their career.

- The Kirkland Small Business Relief Fund was established as an emergency fund to help businesses and nonprofits impacted by the immediate effects of COVID-19. This was the first relief fund of its kind in the country. Nearly a half million dollars was raised from a collection of donors, including an initial $250,000 seed from Google. Every dollar was distributed to applicants in the form of unrestricted grants.

- A business disaster relief fund will stay as a part of the foundation, but this is secondary to the educational focus of the organization.

- The existing staff of the Greater Kirkland Chamber of Commerce is splitting their time between the 501c6 and the 501c3 organizations.
Greater Kirkland Chamber of Commerce

► Advocacy
► Business-focused events
► Collaboration
► Economic Development
► Internships
► Networking
► Personalized business assistance
► Shop local emphasis
► Visibility

Kirkland Chamber Foundation

► Business disaster assistance
► Continuing education
► Diversity, equity, and inclusion programs
► Mentorship opportunities (coming soon)
► Scholarship/charitable action opportunities
► Youth education
MEMBERSHIP SUMMARY

Membership Snapshot

- In February 2020 our Chamber membership count was nearing 600 members.
- We had nearly a 50% drop in membership in 2020, with businesses experiencing extreme hardship during the COVID-19 pandemic.
- Membership is trending back up, with our membership count at just over 400 again.
- New members represent a variety of industries, keeping in line with the Chamber’s desire to keep a broad membership, representing a variety of categories.
- We are heavily emphasizing new members to get involved right away in order to help them quickly start to build relationships. The Ambassadors have played a big part in helping to make this happen.

COVID-19 Pivot & Recovery

- Virtual events began immediately to inform and engage members.
- The staff personally assisted businesses with how to navigate PPP and EIDL loans, and connected members to banks for the applications.
- Informative e-blasts were sent to the membership and community to help educate and assist the public with all aspects of the crisis.
- We personally assisted a large number of Kirkland businesses in securing grant funding through numerous opportunities. We will continue to assist those in need when funds and eligibility arise.
- In-person meetings and events are now the standard, with some zoom webinars taking place for continuing education programming.
- Membership is growing again and representatives are becoming more active.
- We are assisting the City of Kirkland with the promotion of the Kirkland Cash program, a voucher system to stimulate the local economy.
- Large events, such as the Kirkland Wine Walks, are drawing sell out crowds once again to visit Kirkland and support local businesses.
Growth Plan

- Stakeholder value examination results.
  - People join Chambers to build up networking opportunities in a post-pandemic climate.
  - Members want more meaningful programming and opportunities to give back. We are growing our foundation programming to respond to this feedback.

- Communicating value
  - Better communication about what sets our Chamber apart from others, and from “networking-only groups.”
  - Sharing our successes – we are recovering and growing!
  - Educating the community on why Chambers are important to any healthy business community.
  - More communication about the foundation and how it gives back to the community and particularly our youth.

- New development
  - Lots of businesses are still coming into Kirkland Urban, Village at Totem Lake, and other development projects on the Eastside.
  - Businesses are leaving Seattle and relocating to the Eastside, so we expect continued growth and demand for business space in the coming months and years.
  - Presence by at least one Chamber representative will continue at all grand openings in new developments regardless of membership status.

Regional Viability

- We believe in a connected region, with businesses networking and participating in multiple communities. We welcome members from all over the region.

- We are working to support our neighbors and are strengthening partnerships with neighboring Eastside Chambers to help increase regional economic success.

- The Kirkland Chamber is working on key issues affecting our region. Housing and public safety are the two biggest topics and focus for 2023.

Welcoming New Businesses

- Ribbon cuttings are typically held regularly to welcome new businesses into Kirkland (and surrounding areas) and into Kirkland Chamber membership. We continue to see an increase in demand for these and work in cooperation with our city councilmembers to ensure both Chamber and city support.

- High participation at ribbon cuttings ensures a great kickoff for a new business and helps get them immediately connected and welcomed to the community.
Technology Upgrades & New Membership Features

- New computers in the office help staff to be more efficient and use more powerful software programs.

- Our membership software is changing in 2023! We are currently in the process of switching from Chambermaster to JAG, a local company based in Issaquah that provides powerful chamber CRM software.

- We now own a photo booth that can take fun pictures to commemorate our events! This is a great opportunity for sponsors to get their logo in the hands of each attendee.

- A new website is in the works! We are upgrading our website to allow for better navigation and seamless integration with our new CRM.

- New software allows for member to member perks, which will allow our members to easily feature discounts and other perks available exclusively to Kirkland Chamber members.

- Job opportunities at local businesses can be shared in our new CRM to share widely and instantly to the community.

- New social media integration tools allow us to easily feature news from our members.

- Many new features will be available soon, so watch for our emails letting you know about all of the cool new perks!

Print Directory Returns

- Back by popular demand, the print edition of the Kirkland Chamber directory will be available by early February 2023.

- This print directory is one of the most requested items in our visitor center, so we plan to have this be available again on an annual basis.

- We appreciate those who advertise in the directory to make this a possibility again post-COVID after we lost our previous print partner due to pandemic funding issues.
NETWORKING

With an average of one networking event per week, the Greater Kirkland Chamber of Commerce leads the way with opportunities to connect members.

Networking Lunch
- First Thursday and fourth Tuesday of each month from 11:30am-1:00pm.
- Attendees are encouraged to order lunch and pay cash if possible.
- Business cards are collected and sent to attendees in an email after the event.
- Each person will have the opportunity to give their elevator pitch and make connections with others.
- Emphasis on networking and connection.
- Attendees must pre-register.

Business Luncheon
- Second Thursday of each month, typically from 11:30am-1:15pm.
- This is our main monthly meeting with a formal program.
- A speaker is chosen each month to give a presentation on informative business or city issues.
- Emphasis on information as well as networking.
- Attendees must pre-register at least one week in advance of the luncheon.
- Business owners, executives, and elected officials are typically in attendance.
- Luncheon sponsorship opportunities are available.

Business After Hours
- Typically held on the third Thursday evening of the month.
- Takes place at various businesses around Kirkland.
- A casual happy hour setting.
- Emphasis on networking, connection, fun and socializing.
- Pre-registration is appreciated for planning.
- Refreshments and light appetizers are typically served.
- There is no fee to attend.
SPECIAL EVENTS (Chamber & Foundation)

Annual Awards Luncheon

- The awards luncheon is always sold out well before the event.
- 2022 winners were mostly those who have operated behind the scenes to help the Chamber survive and recover.
- Feedback from attendees was overwhelmingly positive and shows that this program is quite valued in the community.
- New awards were created to honor those who stepped up so much recently.

Holiday Party

- The 2022 holiday party was a great success, with a sold-out crowd at Side Hustle Taproom.
- The party included a full spread of food and desserts, wine, and a photo booth.
- Serves as our member appreciation party for the year.

Investor Sharks Northwest

- This is one of the signature youth events for the Kirkland Chamber Foundation.
- We plan to hold this event in person each year.
- Partnered with the Lake Washington School District for the “LWSD Teen Startup Challenge” competition, with the top four teams competing on stage at the Investor Sharks NW event.
- The judges give constructive feedback to the students about their ideas and pitches.
- A cash grand prize is given to the top team, as well as a smaller cash prize to the other competing teams.

Peter Kirk Golf Classic

- The golf tournament is a very popular legacy event, typically selling out well in advance.
- This year’s tournament will be held at Echo Falls Golf Course in July.
- In 2022 we were sold out for the entire tournament two months in advance.
- Four-person scramble game structure.
- One of our biggest fundraisers of the year for the Kirkland Chamber.
Sustainable September Fashion Show

- The sustainable fashion show promotes both a sustainable community by buying local, as well as environmentally sustainable elements.
- Attendees can purchase a ticket to watch live, obtain a premium swag bag, and to participate in the raffle. The video will also be available at later time for all.

Annual Gala

- Our annual gala returned in person in 2022 at the Bellevue Westin.
- We had the most successful fundraiser in our Chamber’s history, raising over $66,000 in net proceeds between the two organizations.
- This event is our biggest fundraiser of the year and this year’s success helped to replace lost revenue.
- The raise the paddle portion benefitted our Kirkland Chamber Foundation, raising money for our educational programs.

Kirkland Wine, Beer, & Spirits Walks

- Our wine walks have been rebranded to include breweries and distilleries.
- These events are held in downtown stores and at The Heathman Hotel. For 2023, the events will take place in February, June, October, and November.
- This is an economic development event meant to support local businesses.

Diversity, Equity, & Inclusion Symposium

- The 2022 symposium and year-long theme was a huge success, bringing together a variety of perspectives on a panel to discuss workforce re-entry post-incarceration.
- This initiative focused on helping those who have come out of incarceration to help connect with opportunities to secure hope and job stability for the future.
- A scholarship program, Forward LEAP, was formed in partnership with LWTech Foundation funding two scholarships into workforce training programs for previously incarcerated individuals.
- The DEI program theme is selected each year to dive deep into a topic.
- A new DEI committee is in formation to help further grow this very successful effort.
- The 2023 theme is disabilities, with a deep dive into physical disabilities, neurodivergence, and “unseen” disabilities.

Youth Development Program

- One of the key event programs for the Kirkland Chamber Foundation.
- CEO is active with the Lake Washington School District partnership.
- Virtual event allows for many more students to participate, so a recorded element has been added to this moving forward.
- November youth luncheon focuses on STEM careers and March youth luncheon focuses on leadership and civic involvement.
Duffy Boats After Hours Cruise

- In July 2022 we held an after hours cruise utilizing the entire fleet of Duffy electric boats.
- This fun event was a great way to get out on the water to enjoy the summer weather and network in small groups.

Chamber 101

- Helps new members get acquainted with Chamber membership and best practices for networking.
- Great “refresher course” for long-term members of the Chamber.
- Held quarterly, and always free.

Chamber 201

- Seminars put on by members focused on a specific business topic.
- Webinars about the annual DEI topic are held throughout the year.
- Sustainability webinars will be held during the month of September.
- This is part of our commitment to include an educational element to our Chamber events.
- Almost of these are held as webinars to expand the reach of the message.

Ribbon Cuttings

- Welcomes new businesses to the Kirkland Chamber, in partnership with the City of Kirkland. These are a great way to network and show support to the community.
- We have a huge increase in these due to the number of new businesses.

Partnerships

- **Kirkland Downtown Association (KDA)**
  - Kirkland Wine Walks
  - Visitor Center/Shared Office Space
- **Kirkland Performance Center (KPC)**
  - Investor Sharks NW: Teen Startup Challenge
- **City of Kirkland**
  - City Manager
  - City Staff
  - City Council
- **East King Chambers Coalition**
  - State lobbying efforts
- **Media**
  - Town Square Publications
  - Greet Kirkland/Be Local
  - 425 Magazine/425 Business Magazine
• Kirkland Lifestyle Magazine

• **Other Local Nonprofits**
  • Chamber staff is involved in several local nonprofit organizations.
  • We have increased the amount of promotion for local nonprofits, connecting them to businesses.

**Outreach**

• **Job Posting Assistance**
  • Partnered with OneEastside on the Eastside Job Board.
  • Coming Soon: New Chamber software will have the capability to add job postings and make them shareable to our community!

• **Presentations to local groups**
  • CEO speaks often to local nonprofits and schools, including Rotary, Kiwanis, and local school career days.
  • CEO works closely with several realtors and housing groups to present on missing middle housing and housing as a business issue.

• **Events**
  • Many of our recurring and special events are open invitation to the community, regardless of membership. We do encourage guests to join our Chamber after three events, but we are always open for guests to attend everything we do.

• **Volunteerism**
  • Each Kirkland Chamber staff member actively volunteers with other organizations within the community on a regular basis. This is highly encouraged and expected.
  • The Kirkland Chamber staff are encouraged to sit on a board or participate in a leadership position in a nonprofit in the community:
    • We promote volunteerism among our staff, board, and members to create a connected and supportive community.

• **Higher Education Partnership**
  • The Kirkland Chamber Foundation partners with local colleges and universities to help advance its mission or support students.
  • LWTech Foundation partnered with the Kirkland Chamber Foundation with matching funds for the Forward LEAP scholarship, the action component of the 2022 Diversity, Equity, and Inclusion program.

• **Internship Program**
  • We offer unpaid internships for college course credit to any person over 18, who is currently enrolled in an internship program at an accredited college or university.
  • Interns gain dual experience in the business and nonprofit sectors.
  • Internships are offered for three different focuses: Government Affairs, Marketing, or Event Operations.
  • The internship program has been quite popular, with interns learning valuable skills.
COMMITTEES

Chamber committees promote and strengthen relationships between members, while giving back to the community.

Ambassadors – Chairs: Leo Speaks & Will Wright

- The primary mission of the Kirkland Chamber of Commerce Ambassadors program is the retention of existing Kirkland Chamber Members, enlistment of new members, and to serve as goodwill representatives of the chamber at a variety of functions. This energetic group helps maintain contact with other Chamber members while promoting the Kirkland Chamber of Commerce and its purpose.
- Ambassadors attend Chamber events and serve as greeters at Chamber functions such as monthly Business After Hours, Luncheons, Ribbon Cuttings and Grand Openings, as well as other Chamber activities.
- Ambassadors are the first contact that new members have upon joining the Kirkland Chamber of Commerce.
- Meetings are held from 12:00pm-1:30pm on the last Thursday of each month at Verne & Wells. Educational speakers are featured quarterly to help with business growth.
- This committee is by invitation only, but members are encouraged to inquire.

Education/Kirkland Promise – Chair: Open (On Hold)

- The purpose of The Kirkland Promise Committee is to improve our educational system, with the goal of increasing the number of children from Kirkland and from Lake Washington School District to experience success.
- In order succeed, the committee is examining the educational process for children from birth, through early childhood, elementary, middle school, high school and onto college.
- This committee stopped meeting during the pandemic, but we have hopes to resurrect it once a chair is identified.

Event Committees – Chair: Alicia Quaco

- Several committees are formed during the year to plan our fundraising and community events.

Public Policy Committee – Chairs: Ryan James & Scott Becker

- This committee works as a bipartisan unit to influence the introduction, enactment, or modification of government policy on behalf of our business members and our community.
- Works alongside the efforts of the East King Chambers Coalition, but takes on more city-focused issues, or issues specifically affecting our community.
ADVOCACY

City/Local
- CEO, Board President, President-Elect, VP Government Liaison, and Public Policy Chair attend regular monthly meetings with the Kirkland City Manager and key city staff.
- CEO regularly attends City Council meetings to stay informed about local issues impacting the business community.
- Position letters are sent to City Council when issues of concern need to be addressed.
- Public Policy Committee or Board of Directors will take positions on local issues when they impact Kirkland or the region.
- Advocacy remains one of the core components of the Kirkland Chamber organization.

State/Coalition
- The Kirkland Chamber is a very active member of the East King Chambers Coalition, with regular attendance from all delegates at monthly meetings.
- Coalition represents 11 eastside chambers, uniting our voices to lobby in Olympia on important business issues, including:
  - Housing
  - Transportation
  - Economic Vitality (including tax reform)
  - Public Safety

Federal
- The Kirkland Chamber has lobbied for multiple issues to support businesses and nonprofits during the COVID crisis, including liability protections, PPP packages, and regulations.
- We are currently working on issues related to health insurance on a federal level.
- We partner with the US Chamber of Commerce where appropriate on certain federal issues that impact the Kirkland business community.

Focus Issue: Housing
- Housing has been identified as the biggest issue affecting business overall, particularly related to labor shortages in the area due to excessive housing costs and limited options.
- CEO participates in multiple events, focus groups, committees, and coalition efforts around improving housing options and reducing overall housing costs for the region.
- Missing middle housing is the primary concentration, allowing for more of the workforce to find attainable housing options. This includes a wide range of housing types.
- Recent successes include condominium liability reform at the state level (still a few pieces of the puzzle to fix, but it is trending in the right direction) and ADU (accessory dwelling unit) policy changes within the City of Kirkland.
- This will remain a high priority issue for 2023.
Focus Issue: Public Safety

- Crime has skyrocketed in Kirkland and the larger region over the past couple of years. Businesses are major targets of much of the increased theft and property crimes.
- We are actively participating in several efforts to help in the reduction of crime, particularly on the issues of catalytic converter theft and organized retail crime.
- Our efforts will increase during the legislative session on this issue, with more updates to come soon.

* All lobbying is done through the Greater Kirkland Chamber of Commerce, a 501c6 nonprofit organization. There is no lobbying done through the 501c3 Kirkland Chamber Foundation.

Business Health Trust

In 2022 we added a much-desired benefit to Chamber membership in the form of health benefits. Federal legislation has prevented the ability for Chambers to offer full-scale health insurance since 2008, but we are now able to offer great options for those who have at least two employees. See our website for more information: [https://kirklandchamber.org/business-health-trust-for-members/](https://kirklandchamber.org/business-health-trust-for-members/)

Forward LEAP

The Kirkland Chamber Foundation debuted the Forward LEAP scholarship program in 2022 in conjunction with the Diversity, Equity, and Inclusion program theme for the year. Individuals coming out of incarceration face multiple barriers in reentering their communities. Forward Leap aims to remove obstacles and challenges for justice involved (formally incarcerated) individuals, who want to create new life possibilities. This scholarship is for those who have learned from their past and are excited for their future. The purpose is to help create pathways to new skillsets that can be immediately applied into a career field. Two people will be selected to attend Lake Washington Institute of Technology utilizing this scholarship to enter training programs that will lead to stable careers.
Since we are designated 501c6 and 501c3 nonprofit organizations, all of our funding comes from memberships, fundraising events, and donations. During COVID, we operated on 35% of our typical annual revenue, which forced us to cut staff hours and programming. We made great strides in membership recovery during 2022, but our biggest need for financial sustainability is continued growth in the membership area. Please let us know if there is a business that would be a great fit for Chamber membership! A larger membership base means expanded programming and more benefits for the business community.

Ask us about making a tax-deductible (charitable) donation to our 501c3 foundation today, or a tax-deductible (marketing expense) sponsorship for the Kirkland Chamber today!

**Staff Contact Info**

Samantha St. John, CEO: samanthas@kirklandchamber.org
Beth Gale, VP Sales & Marketing: bethg@kirklandchamber.org
David Stansel-Garner, Marketing & Events Coordinator: davids@kirklandchamber.org
Maureen Goldsmith, Administrative Assistant: maureeng@kirklandchamber.org
Mary Davis, Bookkeeper: maryd@kirklandchamber.org
## Greater Kirkland Chamber of Commerce Balance Sheet  
(As of 11/30/22)

### ASSETS

**Current Assets**
- Checking/Savings
  - 1800 · Banner Bank 139,181.73
  - 1850 · Banner Bank Savings 19,052.01
  - 1002 · Petty Cash 172.00
  - Total Checking/Savings 158,405.74
- Accounts Receivable
  - 1400 · Accounts Receivable 64,151.99
  - Total Accounts Receivable 64,151.99
- Other Current Assets
  - 2500 · Inventory
    - 2504 · Tote Bags 360.73
    - 2503 · Shot Glasses 350.08
    - 2502 · Fleece Blanket 1,808.00
    - 2501 · Candles 2,629.00
    - Total 2500 · Inventory 5,147.81
  - 1632 · Prepaid Lunch 834.18
  - 1635 · Prepaid Holiday Party 900.99
  - 1625 · Pre Paid Gala 9,158.40
  - 1499 · Undeposited Funds -365.00
  - Total Other Current Assets 15,676.38
- Total Current Assets 238,234.11

**Fixed Assets**
- 1500 · Equipment 10,647.32
- 1599 · Less accum. depr. -3,432.22
- Total Fixed Assets 7,215.10

**Total Assets** 245,449.21

### LIABILITIES & EQUITY

**Liabilities**
- Current Liabilities
  - 2000 · Accounts Payable 10,654.51
  - Total Accounts Payable 10,654.51
- Credit Cards
  - 2110 · Umpqua 8462 3,031.24
  - Total Credit Cards 3,031.24
- Other Current Liabilities
  - 25500 · Sales Tax Payable 128.36
  - 2300 · Deferred Revenue
    - 2732 · Prepaid Luncheon tickets 1,880.00
    - 2778 · Holiday Party 3,000.00
    - 2777 · Board Retreat 35.00
    - 2735 · Awards Banquet Sponsorship 5,500.00
    - Total 2300 · Deferred Revenue 10,415.00
  - Total Other Current Liabilities 10,543.36
  - Total Current Liabilities 24,229.11

**Equity**
- 3000 · Opening Bal Equity 530.05
- 3900 · Retained Earnings 215,744.45
  - Net Income 4,945.60
  - Total Equity 221,220.10

**Total Liabilities & Equity** 245,449.21
Kirkland Chamber Foundation Balance Sheet (As of 11/30/22)

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**TOTAL ASSETS** 32,064.76

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<td>Equity</td>
<td>Unrestricted Net Assets 13,305.80</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Net Income 11,386.01</td>
<td></td>
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<tr>
<td></td>
<td>Total Equity 24,691.81</td>
<td></td>
</tr>
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</table>

**TOTAL LIABILITIES & EQUITY** 32,064.76

Help us fill our piggy bank to fund educational programs - donate to the foundation today!
ORGANIZATION MANAGEMENT

Highlights

• Kirkland Chamber Foundation has expanded educational programming.
  o This charitable arm allows us to do many more activities to foster our next generation of leaders and support our community.

• Kirkland Small Business Relief Fund
  o Raised nearly a half million dollars during the pandemic, of which 100% was distributed in the form of unrestricted grants to Kirkland small businesses and nonprofits.

• Increased focus on educational elements.
  o Partnership with the Lake Washington School District to redesign the Investor Sharks NW event into a fully student-focused event.
  o Restarting Chamber 101 and Chamber 201 series as a form of continuing education for our members and the community.

• Increased participation in local and state advocacy.
  o Lobbied on city, state, and federal levels for COVID relief aid for businesses.
  o Led the charge on the housing reform issue among the Eastside Chambers.
  o Our Chamber has pledged to lead or be heavily involved in lobbying efforts for housing, public safety, economic vitality, and transportation this session.
  o Worked closely with Northwest University in their successful efforts to revise their master plan, as well as the Tech City Bowl site plan, and Station Area Plan.
  o Working with the WA Retail Association and other coalitions on catalytic converter theft, organized retail crime, and overall property crime issues.
  o Greatly increased lobbying efforts on attainable housing.

Looking Ahead

The 2023 outlook for the Greater Kirkland Chamber of Commerce is all about growth. We are working to maximize on all of our events to help replace reduced membership income. The return of our printed membership directory should help stimulate membership and an uptick in business for Chamber member. We are committed to delivering excellent benefits to our businesses as we grow and bring new offerings and events to the community.

Our 501(c)3 foundation under the Kirkland Chamber umbrella, the Kirkland Chamber Foundation, is proving to be our biggest asset. This charitable arm of our organization includes all of our educational elements, expands our offerings to encompass all things education, from early childhood to retirement, and allows us to add a scholarship program. The annual Diversity, Equity, and Inclusion Symposium with ongoing support events are also under this foundation.
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