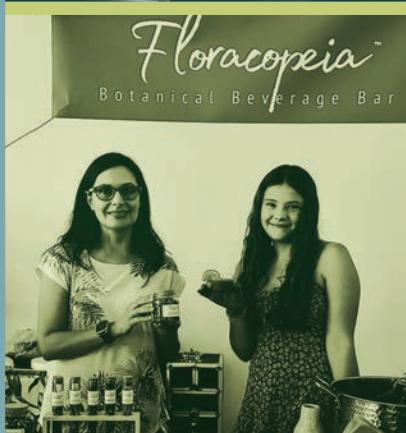


Seattle good

business
network



2023 IMPACT REPORT

Our mission is to **connect and inspire people** to **buy, produce, and invest locally** so that **everyone** has a **meaningful stake** in the **local economy**.

We unite businesses and community partners around shared community and environmental values by connecting them to opportunities, resources, and each other. Since 2010, we have been building communities and programs at the intersection of equity, the environment, and commerce for a vibrant local economy that is inclusive, resilient, and sustainable.

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From the Executive Director

Dear friends & supporters,

It is with great pride that I share our 2023, and not incidentally, first ever organization-wide impact report. As you'll see on the following pages, we have been busy!

Over the past two years, **Seattle Good Business Network** has experienced tremendous growth as an organization, more than tripling our staff and annual budget. This growth came as the result of a global pandemic that exposed the need for greater equity, connection, and resilience in our local economy—and local economies everywhere—coupled with the fact that we had already been doing this work and were able to mobilize quickly to help solve some of the collective problems our city and region were facing. Good Food Kitchens was developed to address urgent needs in both the restaurant and larger food economies, while Seattle Restored came about to breathe fresh life and economic opportunity into hard-hit downtown neighborhoods.

Growing so rapidly has not been easy to navigate; in fact, it's sometimes downright messy, but it has been educational. We have learned a lot not just about scaling our own staff and internal systems, but also about where our organization and programming can provide its highest value amidst myriad economic development challenges and opportunities.

In 2024 we're looking forward to finding new and creative ways to support businesses in our network to realize their economic, community, and sustainability goals and to advocate for the resources they need to operate as the changemakers so many of them aspire to be—and that our city and the world at large need them to be. This work will include placing the first cohort of Youth Climate Action interns with local businesses, deepening our circular economy work (with a focus on the economic opportunities presented by textiles and food waste recovery), supporting diverse businesses in securing long-term leases through Seattle Restored, and so much more.

Thank you to the individuals, businesses, and public partners who have donated, developed initiatives with us, and participated in Seattle Good's programming: you all have made our work and impact possible. And thank you to our deeply committed and hardworking staff who show up every day to solve problems and make a difference. I am so proud of what we've been able to build together.

Onward,



Erin Adams

EXECUTIVE DIRECTOR, SEATTLE GOOD BUSINESS NETWORK

THANK YOU TO OUR BOARD OF DIRECTORS

Celia Morant

Berggren & Morant Consulting

Inderjeet Ramgotra

Board President

Inner Renewal and the
Healthy Path

Art Stone

Honest Biscuits

Lacey Warrior

Hummingbird Indigenous
Family Services

Debbie Wege

BECU

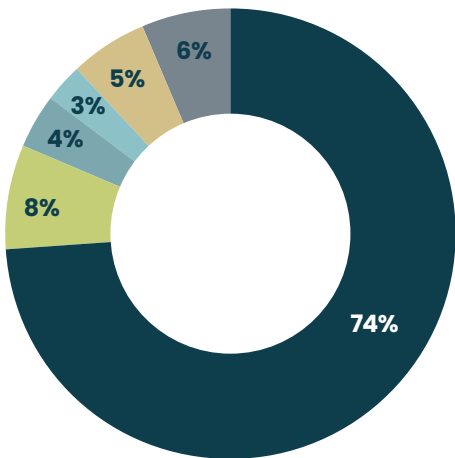


Grateful for our SGBN staff!

(L-R): Mia Stephenson, Camille Faulkner, Catherine Allemann, Mariah DeLeo, Andrea Porter, Erin Adams, Sydney Porter, Lisa Miyashita, Vanessa Young

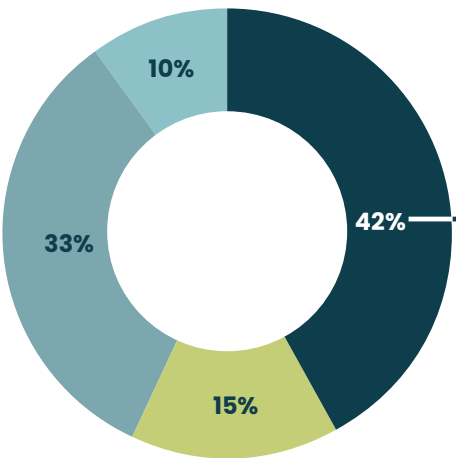
Financials

INCOME \$2,678,857



- Grants & Contracts \$1,983,244 (74%)
- Sponsorship \$197,500 (8%)
- Unrestricted (Sustaining Partners, individual donations) \$104,396 (4%)
- Earned Revenue (program fees, ticket sales, etc.) \$78,462 (3%)
- Craft3 FlexFund \$150,000 (5%)
- Other \$165,255 (6%)

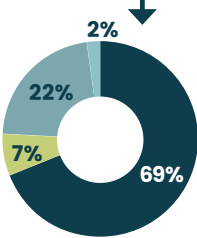
EXPENSES \$2,661,893



- Direct to Community \$1,122,441 (42%)
- Program Expenses \$399,400 (15%)
- Payroll & Benefits \$863,212 (33%)
- Organizational \$276,840 (10%)

DIRECTLY TO COMMUNITY

- Community meals \$774,484 (69%)
- Intern wages & host business stipends \$78,571 (7%)
- Seattle Restored small business & lease stipends \$246,937 (22%)
- Other \$22,249 (2%)



BUSINESSES & ORGANIZATIONS THAT RECEIVED DIRECT FUNDING IN 2023:

(See our website for a complete list of recipients.)

A Matter of Taste
All The Jawns
Blanket Door
Deycha Nhtae
Fuse TemptAsian Sauces
grayseas pies
Her Glow Candy Shop
Hyphen Asian Food and Culture
Illuminata Glass
Jamie Slye Hats + Accessories
JAMIL
Lanier's Fine Candies
Lunaraya

NAST Podcast Studio
Puddles Barkery
Rescue Vintage
rue Santé Mindfulness-Based Self-Care
Self-Made Couture
The Waight
The Works Seattle
Bad Albert's Tap & Grill
Chef Jalissa Culinary Co.
ChuMinh Tofu
Feed the People
Global to Local's Food Innovation Network
Frank's Oyster House

hanoon
Honest Biscuits
Lupo
Mojito
Musang
Project Feast
Seattle Chinatown International District Preservation & Development Authority (SCIDpda)
Spice Waala
That Brown Girl Cooks!
Theary Cambodian Foods
Wasat



\$2.7M budget; 9 staff
(more than tripled since 2021)



**2,355 participating
businesses &
organizations**
across all program areas



**2,147 members,
3,959 posts:**
people engaged in Seattle Good-
facilitated online communities



**\$1,122,441
direct support**
to community kitchens,
entrepreneurs, youth interns &
host businesses



**10 Green Job Pathways
interns selected**
(of 93 applicants!) for paid
**180-hour sustainability-
consultant internships**
to help local businesses “green”
their practices



**34 teams accepted
into the PreCycle
Innovation Challenge**
with business ideas to prevent or
creatively reuse “waste”



74,101 meals funded
and prepared by restaurant partners
for community members facing
food insecurity



**601,320 lbs of food
diverted** from the first two
months of Good Food Exchange &
Lettuce Help Center partnership (and
are on track to divert 1 million lbs by
the end of the year)

Seattle Made

Championing Seattle's creative, entrepreneurial, and independent culture

A broad and vibrant local manufacturing sector provides a more diverse base of living wage jobs, more fertile ground for entrepreneurs, and enormous opportunities to reduce the environmental impact of production and distribution.



Seattle Made is a collaboration of 700+ urban manufacturers and producers who are united to “make it” in Seattle. These makers of everything from chocolate to cheese, and beer to bicycles, help expand opportunities for local ownership, build long-term resilience, and celebrate Seattle’s unique cultural identity. Through a members-only communication platform, makers share resources and opportunities: production space & funding opportunities, pop-up sales events, wholesale & retail market connections, and more. This fast-paced, impactful communications platform builds meaningful community connections!



The **Seattle Sorbets** team at the 2023 Taste of Seattle Made.

BY THE NUMBERS

735 member businesses

physically making a product within the city of Seattle

72%

are BIPOC & woman-owned

5,000+ local jobs

created

1.9M+ sq ft

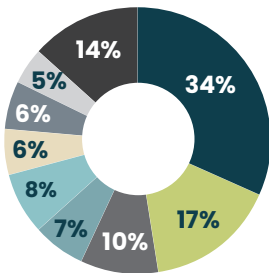
of Seattle-area production space

\$575M+ annual revenue

generated from member businesses

77% of businesses

joined as a way to **connect with other manufacturers & producers**



WHAT'S SEATTLE MADE

- 34% Food & Beverage
- 17% Apparel & Accessories
- 10% Home & Furniture
- 7% Jewelry & Accessories
- 8% Health, Beauty & Fitness
- 6% Art & Design
- 6% Paper & Printing
- 5% Fabrication
- 14% Other (bikes, building materials, etc.)

NORTHWEST SEWN

Seattle Made has been a launchpad for much of our programming—from Seattle Restored to youth internships, circular economy and food systems initiatives. An oft expressed need from small-batch manufacturers for skilled sewers led us to not only support and develop technical training, but to create another vibrant community of businesses and allies committed to an ethical, transparent, and sustainable textiles and sewn-trades industry.

Seattle Restored

Revitalizing Seattle with creativity and commerce through pop-up shops and art installations in vacant storefronts

In partnership with **Shunpike** and Seattle's **Office of Economic Development**, we established this program that “activates” empty storefronts and windows with engaging pop-up shops, art installations, and event spaces—centering women and BIPOC entrepreneurs, artists, and makers—in Seattle neighborhoods. Together we're working to bring new life to our city.



Also a member of the Seattle Made community, owner **Ife Thomas** of **Her Glow Candy Shop** joins forces with other makers at the **Seattle Restored Marketplace**, located at 5th & Pike in downtown Seattle.

BY THE NUMBERS

\$2.8M economic impact generated from
\$1.3M funding

\$215K in direct support to
155+ participants
for pop-ups, art installations & marketplace events

25+ pop-ups & art installations
active monthly

35+ property partners provided below-market rate spaces for **pop-ups & art installations**

Seattle RESTORED



Hyphen, a specialty Asian food market, was the vision of founders Youn Chung and TAK Kunimune that came to life with the help of Seattle Restored in 2023. After a 9-month pop-up, TAK signed a 3-year lease in the same space and reopened as Mixed Pantry, while Youn has partnered with OHSUN Banchan on her new venture, Anyoung Super. They will both continue sharing their treasured kitchen staples through tastings and special events honoring Asian cultures and flavors.

11 short-term pop-up participants
secured long-term commercial leases

75% of pop-ups
were supported for
9 months

85% BIPOC-owned businesses

75% owned by
**women & non-binary/
non-conforming
individuals**

Good Food Economy

Connecting the Puget Sound food community to strengthen the local food chain and build a resilient, sustainable, and just local food economy. In 2023, we brought together over 1,300 individuals working across the regional food system. **Initiatives include:**

- **Good Food Forum:** A free online community of regional businesses & organizations working on new market opportunities, matching resources, and sharing events, knowledge, recommendations, and best practices. Members are those who work to grow, harvest, preserve, prepare, move, provide, and serve food & beverages in our region, plus supporting businesses & organizations.
- **Nourishing Community:** 170+ local organizations & businesses who address food insecurity share resources, collaborate, and coordinate toward shared goals.
- **Eat Local First:** Building the first statewide wholesale directory of Washington farms and producers, that helps food businesses and organizations (restaurants, grocers, schools, hunger relief organizations, and more) purchase food that is grown, caught, raised, and made right here in Washington State.
- **Good Food Exchange + Lettuce Help Center:** A collaboration of Cascadia Produce, Cedar Grove, and Seattle Good Business Network, this food rescue hub and online marketplace is available to farms, food businesses, food security organizations, and institutions, diverting good food from the landfill, and paying farmers and producers for their food. In the first two months of operation, this initiative has diverted over **300 tons** of good food from the landfill.
- **Seattle Restaurant Week:** A bi-annual dining promotion to celebrate and support the craft and resilience of greater Seattle's culinary community. Since 2020, we have worked to transform this widely celebrated event with a greater focus on access and inclusion of our diverse culinary community, and highlighting local, sustainable, and equitable food sourcing and operations where possible.
- **Events:** Produced three educational and networking events: an inaugural local food trade conference, Good Food Connections; a food security collaboration, Nourishing Local Connections; and Producer Chef Connections, a farm-to-table prelude to Seattle Restaurant Week.



Austin Becker of Farmstand Local Foods gives a presentation at **Producer Chef Connections** about how to buy from local farms through their food hub.

"I'm so glad I attended the panel and event. It was a worthwhile trip! I hope to participate in more of these events. I believe that community-based interaction will ensure the success of all of our organizations. It was great seeing so many like-minded folks together. Definitely a boost to the enthusiasm!"

~ Good Food Connections Speaker

Good Food Kitchens

A food-assistance, economic development & local-food resilience program that directly funds restaurants and caterers to prepare free, nutritious, and culturally relevant meals for community members facing food insecurity, helping to keep restaurant doors open and workers employed, while purchasing from local farms and producers and creating long-term local supply chain relationships.



Good Food Kitchens partner, **Chef Jalissa Horton** of **Jalissa Culinary Co.**

"Jalissa has made a difference at Celebration Shag every Monday and Thursday with her free meals. Jalissa filled a void to seniors on a fixed income. She will never know how this has helped the community."

~ Meal Recipient

OF CHEF JALISSA CULINARY CO.,
A GOOD FOOD KITCHENS PARTNER



"**Good Food Kitchens** has done amazing work in helping us secure and access funding to help support our meal program. Through GFK's support, we have been able to distribute thousands of meals for free to the community, while also paying local refugee/immigrant and woman-owned businesses through our incubator program to provide those meals."

~ **Faizah Shukru,**
FOOD INNOVATION NETWORK

BY THE NUMBERS

GOOD FOOD KITCHENS

Since its start in 2020, GFK has distributed **\$1.7M+** to **67 independent restaurants & caterers**, sourced from **57 local farms & producers**, who prepared over **166,000 meals** for **56 community organizations.**

Sustainability

Sustainability is well-being that can endure and requires that we equip businesses with the tools they need to reduce emissions, support meaningful and thriving wage jobs, and prevent extractive practices & waste generation. Building entrepreneurial capacity to manufacture and sustainably source as close to home as possible is also essential.

Sustainability cuts across all of our program areas, connecting businesses with resources, education, and technical assistance to prevent waste and operate more sustainably. In 2023 this included:

- **Green Job Pathways:** With support from King County WaterWorks, Seattle's Office of Economic Development, and King County Climate Action we piloted our first-ever green jobs youth cohort. This pilot connected underserved, BIPOC youth with training, mentorship, and on-the-job experience as sustainability consultants, helping the small businesses who hosted them to develop and implement sustainability business plans with an emphasis on water quality and conservation. Additional support came from the Workforce Development Council of Seattle-King County.
- **EnviroStars:** Since 2013 we've partnered with local businesses on this program to provide free 1:1 support to help them "green" their facilities and practices, and get recognized for doing so! Youth in our Green Job Pathways also leverage the EnviroStars platform in creating sustainability plans for their host businesses.
- **Circular Textiles:** With support from a Seattle Public Utilities Waste Free Communities Grant, and in partnership with Circular by Design, we took a deep dive into understanding the challenges and opportunities for small and primarily woman- and BIPOC-led businesses looking to develop or scale a textiles-based circular business model. In 2024 we'll deepen this work by focusing on the opportunities provided by the large volume of uniform textile waste that is generated locally.
- **PreCycle Innovation Challenge:** In partnership with Zero Waste Washington, we ran our 2nd annual online pitch competition and educational training series for startups working to prevent, reduce, or reuse waste in support of a more circular and just economy. This year, nearly a quarter of participating startups were from rural regions in our state.

"Being aware and conscious of the ethical and environmental concerns we make even in our day-to-day life—even though one human won't make the hugest impact to our world—our collective effort will definitely pay off!"

~ **Kevin Truong**, GREEN JOB PATHWAYS YOUTH INTERN



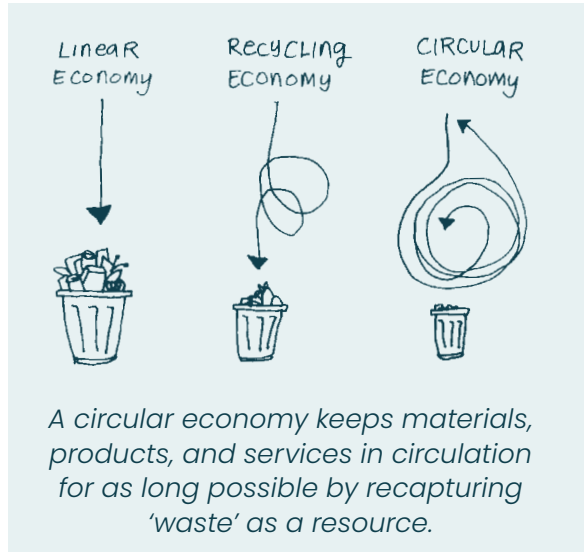
Green Job Pathways interns on site at host business Askatu Bakery.

"The easiest way to create profit is making products from waste material. And that is so possible...it will just take a little more sharing from all of us in this community to be creative and transparent and open."

~ **Jennifer Porter**, SATSUMA DESIGNS
(SEATTLE MADE & NW SEWN MEMBER)



Seattle Good member business, *Diaper Stork*, with *Green Job Pathways* intern.



"I thoroughly enjoyed my experience participating in PreCycle 2023. I not only learned a lot, but also became even more passionate about waste management. It is a true inspiration to be working with such smart people who share a strong passion for environmental solutions."

~ **Natalia Winfield**,
PRECYCLE 23 PARTICIPANT

What's Ahead in 2024

Launch of Northwest Sewn website & resource hub, designed to revitalize and connect our region's sewn-trades & textiles economies, and advance sustainable manufacturing and fair labor practices.

Seattle Public Utilities WasteFree Communities Grant will fund Seattle Good, in partnership with Circular by Design, to keep uniform garment waste from the landfill by developing new business models or paths for repair.

Good Food Exchange will enter its 2nd year as an open online marketplace, with a goal to grow the number of farms, hunger relief organizations, and food businesses using the marketplace to increase diversion of good food from the landfill while providing transparent and equitable access to surplus or recovered food.

Good Food Connections will return in 2024! Our 2nd annual farm-and-sea-to-table trade conference will bring together farmers, fishers, artisans, chefs, buyers & community food stakeholders for a day of networking, conversation, education, and great food.

Seattle Restored launches long-term lease strategy: Expanding beyond pop-ups and art installations to support growing businesses with 12-18 months of lease support and technical assistance via 1:1 consulting & peer-mentorships.

Launch of Seattle Good Passport: Bringing vitality to Seattle neighborhoods by encouraging people to get out, explore, & support local businesses, restaurants, and the arts.

Climate Action Internship Program will place youth in 240-hour internships to support small-to-medium-sized businesses and public agencies in greenhouse gas emissions measurement and reduction, supported by the BECU Green Equity Initiative Grant.

Northwest Food & Fiber: An inaugural fall event that will bring together our NW Sewn, circular textiles & farm-to-table food communities in celebration of what's grown and sewn here. The event will feature locally sourced menus from Good Food Economy chefs.

Funders & Partners

Support (≥\$1500) for our work in 2023 comes from many generous individual donors and these institutional & business funders:

SUSTAINING PARTNERS

Argents†
BECU*†
Cedar Grove*
Elsom Cellars†
Impact Washington*†
Inner Renewal and the Healthy Path†
Lagana Foods†
Peterson
Port of Seattle*†
Reprographics†
Square†
Tideway Creative†

GRANTS & CONTRACTS

Cascadia Consulting Group*
City of Seattle Office of Economic Development*
Harvest Against Hunger
JPMorgan Chase & Co.
King Conservation District
King County Wastewater Treatment Division
Public Health — Seattle & King County
Seattle Public Utilities*†
Support + Feed
United States Department of Agriculture
Washington State Department of Agriculture
Washington State Department of Commerce
Washington State Department of Ecology
Washington State Microenterprise Association*
Workforce Development Council of Seattle-King County

SPONSORS

Amazon
Bill & Melinda Gates Foundation
Blue Dot Kitchen
Business Impact Northwest
Charlie’s Produce
Dairy Farmers of Washington
Eat Local First
Foundation
Key City Fish
King County Department of Natural Resources & Parks
Lyft
MOHAI
OpenTable
PCC Community Markets
Puget Sound Food Hub
Satsuma Manufacturing
Seattle Credit Union
Tilth Alliance
Washington State Cheesemakers Association
Westland Distillery
WSECU

ORGANIZATIONAL PARTNERS

Cascadia Produce
Eat Local First Collaborative
Farmstand Local Foods
Fremont Chamber of Commerce
Global Real Estate — SLU
Shunpike
Sustainable Connections
Zero Waste Washington

* Funder supports in more than one category.
† Special thanks to these funders for their multi-year sustaining support.



Seattle Good Business Network is a coalition of **residents, local businesses, non-profits, and municipal organizations** that are committed to **building a vibrant, sustainable, and inclusive local economy**. We unite businesses and community partners around these **shared values** by **connecting** them to **opportunities, resources, and each other**.

Join us!

SEATTLE GOOD BUSINESS NETWORK
www.seattlegood.org