A year of milestones and bearing witness marked 2013 for GSBA. After the historic passage of marriage equality our region’s business chamber was happily thrust into the marriage business. Calls started coming in on a weekly, and at times daily, basis from folks arriving in Seattle to get married and needing a witness. Suddenly GSBA, with referrals from wonderful judges, found ourselves running down to the King County Courthouse to witness many joyous and poignant ceremonies celebrating the long awaited legal recognition a marriage brings to life partners. One wedding was actually held right in my office, bringing smiles and tears to us all.

The history-making continued as the US Supreme Court agreed to hear the Windsor Case. GSBA’s next milestone was having the honor of being the first business group in the country asked to sign on the amicus brief making the business case for marriage equality.

Just as history was being made in one arena, another surfaced when Seattle was ranked as having the most significant pay disparity between men and women of any city. It’s amazing how we can witness disparity, inequality and simply learn to live with it. We were fortunate that, just as soon as the news was released, the Mayor convened a wage income disparity task force to try and understand why, with all the antidiscrimination laws on the books, we still cannot provide equal opportunity to all. In the case of gender bias, what quickly became apparent was not that women are paid less than men for the same jobs, but that women and men continue to experience job segregation, with jobs typically held by women valued less than the jobs typically held by men.

2013 was a year of huge milestones achieved, but with work still needed to be done before access to opportunity is a reality for all of us. I am proud to work for an organization whose membership is resolute in its commitment to use business as a platform to expand economic opportunity and achieve social justice.

For equality,

Louise Chernin
President & CEO

Martha Davis
2014 Board Chair

Mark Rosén
Board Chair

GSBA’s Mission

To combine business development, leadership and social action to expand economic opportunities for the LGBT community and those who support equality for all.

Values

- Exchange Ideas
- Increase Visibility
- Work Collaboratively
- Celebrate Diversity
- Promote Inclusiveness
- Invest in Future Leaders
2013: A Year of Highlights

• GSBA President & CEO honored by the Seattle Storm with an Inspiring Women award
• GSBA President & CEO appointed to Mayor’s Pay Equity Task Force
• Marriage equality flag raised on top of Space Needle
• GSBA member Ed Murray elected first gay Mayor of Seattle

• Sponsored the first annual Trans* Pride
• Met with Sen. Patty Murray’s Analyst for Tax Policy and Legislative Assistant
• Hosted a delegation of Israeli nonprofit leaders
• Participated in Port of Seattle’s diversity panel
• Met with Governor’s Chief of Staff to review Results Washington
• Convened a roundtable in Everett to expand GSBA’s geographic reach
• $5,000 was awarded to the 2013 New Business of the Year, sponsored by BECU.
• $5000 was awarded to the 2013 Nonprofit of the Year, sponsored by 1st Security Bank.
2013 A Year of Public Policy Milestones

United States Supreme Court rulings on marriage equality – GSBA was the first chamber asked to sign on to an amicus brief from the business community in favor of marriage equality, and was tasked with bringing on other groups and organizations. GSBA members responded in force, comprising one in five of all the signatories, to show that equality is good business and attesting to the difficulties faced by gay families relating to their unequal status. In the end, attorneys Mary Bonauto and Roberta Kaplan named this brief as one of the single most important presented to the Supreme Court. Bonauto stated in a New Yorker interview “It’s helpful to bring in voices you wouldn’t expect to hear on this. Because the impact of DOMA is not just on couples but on those who interact with them.”

Results Washington – GSBA was invited to Olympia to give input on Governor Inslee’s Results Washington plan to drive policy priorities in our state.

Pay Equity Task Force – This City of Seattle committee was one of the first in the nation to really look at how to practically address the persistent issue of disparities in pay between women and men. President & CEO Louise Chernin was part of this committee and its recommendations to the City Council.

Successful Candidate Events – We did something new with our July Reception this year – due to the intense interest in the Mayoral race we featured a panel of the candidates in addition to our regular mixer. The Forum in September had over 130 people present as well and featured debates between candidates in some of the marquee races like Mayor Mike McGinn and Senator Ed Murray and City Councilmember Richard Conlin and challenger Kshama Sawant.

DREAM Act – GSBA was a part of the successful coalition urging the state legislature to pass the DREAM Act which would allow all Washington state students to receive state financial aid regardless of their immigration status.

Wedding Witnesses – As a result of the Supreme Court decisions in the Windsor and Perry cases, Washington state’s marriages were recognized by the federal government and our state began to receive a wave of out-of-state same-sex couples excited to get married. GSBA staff and volunteers began providing volunteer witnesses to couples without friends or family in town, helping couples who in some cases had been together for decades finally have their relationship legally recognized.
**Travel Gay Seattle**

GSBA’s Initiative to attract inbound LGBT tourists to the greater Seattle Region

GSBA celebrates Seattle’s vibrant gay scene and encourages LGBT travelers to visit our region and support our member businesses. While in Seattle, they can check out the Seattle LGBT Visitors Center, hosted by 1st Security Bank on Capitol Hill, to pick up literature and find recommendations for a diverse range of things to see and do in our wonderful city.

- Rebranding of Travel Gay Seattle, GSBA’s Tourism initiative to attract inbound LGBT visitors to the greater Seattle region
- Opened the Seattle LGBT Visitors Center, only the 2nd of its kind in the United States

- GSBA staff presented a session on the importance of partnerships in the tourism industry at the Community Marketing, Inc. Annual LGBT Tourism Conference in Ft. Lauderdale, FL.
- GSBA staff led a workshop on the LGBT market and its financial impact on the hospitality industry in Washington State at the Best Western WA State Co-op meeting in Silverdale, WA.
Business and Humanitarian Awards Dinner

GSBA Honored these Business and Community Leaders:

New Business of the Year
Repair Revolution, Eli Allison

Business of the Year
1st Security Bank

Business Leader of the Year
Barbara “bg” Nabors-Glass, Seattle Goodwill

2013’s theme was Equality Profits Everyone.
Thank you to our sponsors.

Goodwill
Because jobs change lives
The Awards recognize and celebrate success, leadership and philanthropy at the Annual GSBA Business and Humanitarian Awards Dinner.

GSBA Honored these Business and Community leaders:

**Corporate Leader of the Year**
Linda Marzano, Pacific Medical Centers, Chief Medical Officer

**Community Leader of the Year**
Anne Levinson

**Nonprofit of the Year**
Mary’s Place
Marty Hartman, Executive Director

**GSBA Special Recognition: Voice for Social Justice**
Anne Melle, PFLAG Seattle

**GSBA Special Recognition: Voice for Courageous Leadership**
Cheryl Chow, Posthumously
Former Seattle City Council Member
Accepted by Sarah Morningstar

**President’s Award**
Mary Klein
Nothing combines business, community and fun like GSBA

Our monthly programs keep you informed, engaged and connected to each other.

Business Luncheons: Business leaders throughout the Seattle region gather for networking and professional development featuring industry experts and special guest speakers over lunch. 2013 topics included brand identity, tourism, the Affordable Care Act, the Port of Seattle and a panel on small business issues featuring past recipients of GSBA’s Business of the Year Award.

2013 luncheon speakers:
• Lynn Parker, Parker LePlay (now with Green Rubino)
• Barbara Grant, Barbara Grant Consulting Group
• BJ Dufi, Herban Feast, SODO Park and Fresh Bistro
• Gladys Gillis, Starline Luxury Coaches
• Jody Hall, Cupcake Royale
• Greg Serum, Your Man Friday
• Rick Steves
• Kara Craig, Archbright
• Mayor Mike McGinn, Senator Ed Murray
• Port Commissioner Courtney Gregoire

Thank you 2013 Luncheon Sponsors:
Eagle Home Mortgage | US Bank | NW Vox | Genworth | Seattle Waterfront Marriott

OUTLead Groups provide a forum to increase your business through the leads and tips offered by other participants. In 2013, we had 60 participants in 5 groups for a total of 120 meetings.

Prime Time: An after-hours Mixer designed to foster networking with other professionals in a social setting. Prime Time Mixers are held in Seattle, on the eastside and north of Seattle. 2013 locations included Sheraton Seattle Hotel, Honda of Seattle, Argosy Cruises & the Grand Hyatt.
programs and events

**Prime Time East:** Taking our signature mixer event across the water to the Eastside. Venues included Let’s Do Lunch and 1st Security Bank, Bellevue and Overlake branches.

**Women on Top Quarterly Cocktail Hour:** An opportunity for professional women to connect and strengthen professional relationships. 2013 “top” locations included Russell Investments, Safeco Field, Terra Plata and the Space Needle. Each Women on Top highlighted a partner non-profit to emphasize the importance of incorporating philanthropy into your business. Women on Top guests learned about Reel Grrls, Beyond the Bridge, Woodland Park Zoo and YWCA Women’s Health Outreach. Thank you 2013 Women on Top sponsor: Moss Adams Wealth Advisors

**Young Professionals with Pride (YPP) Mixers:** This fun, after-hours mixer brings young professionals together to share ideas, make connections and grow their professional networks. 2013 venues included Lobby Bar, Panevino, Bainbridge Graduate Institute (BGI) and Tutta Bella Columbia City. Organizations featured at YPP included Out & Equal, Youthcare, Out4Sustainability, and Proud! Out! Wonderful!

**Tech Tuesdays:** A small group roundtable designed to give you a hands-on opportunity to learn about the latest trends and solutions to help you grow your business. Topics discussed included social media channels.

**Candidate Reception:** Meet candidates one on one at this unique and popular after hours Mixer held before the Primary election. 32 candidates attended in 2013.

**Candidate Forum:** The only LGBT candidate forum in the region offering an opportunity to find out where candidates stand on issues important to the LGBT and business community. 2013 featured races: Seattle Mayor, Seattle City Council

**GSBA TASTE of SVEDKA Cocktail Contest:** Your chance to judge the mixology skills of GSBA member bars and help select the featured cocktail at the annual TASTE of GSBA. 2013’s winner was The Lobby Bar with the Bad Idea Bar, based on the musical Avenue Q.

Participating bars and restaurants: BOKA restaurant + bar, Hook & Plow, Julia’s, The Lobby Bar, Poco Wine + Spirits, R View at the Renaissance Hotel, Sazerac, Terra Plata, Tommy Gun, Tutta Bella

Sponsors: SVEDKA and Seattle Theatre Group
2012 - 2013
EXPENSE REPORT

Income Statement
2013 Revenue $1,085,184
2013 Expenses $1,041,398
Net Gain $ 43,786

Sources of Revenue
(as a percentage of total revenues)
- Programs & Events 24.71%
- Guide Advertising 19.42%
- Membership Dues 34.71%
- Sponsorship 9.54%
- Tourism Program 3.54%
- Misc. & Interest 8.07%

Balance Sheet
Account: 12/31/2013 12/31/2012
Balances: $517,398 $501,962

Expense Breakdown
(as a percentage of total expenses)
- Programs and Events 53.77%
- Guide & Directory 19.40%
- Membership 3.62%
- Sponsorship 6.58%
- Tourism Program 3.33%
- Operating Expenses 13.30%

INCOME
- Membership Dues
- Misc. & Interest
- Tourism
- Sponsorship
- Programs & Events
- Guide Ads

EXPENSES
- Membership
- Sponsorship
- Tourism
- Operating Expenses
- Programs & Events
- Guide
Scholarship Awards Dinner:

Meet the Scholars, hear their stories and celebrate the next generation of LGBTQ leaders. On this incredibly inspiring night, $230,000 was awarded to 43 Scholars and an additional $95,000 was raised to support the Fund. Sponsors: Carter Subaru, Microsoft, Seattle Goodwill and Union Bank.

TASTE of GSBA:

So much more than a dinner, the TASTE is our signature annual celebration featuring restaurants and caterers, celebrity chefs, top-notch entertainment and an auction of travel, fine cuisine, outstanding wine and unique experiences. The entire night's proceeds benefit the GSBA Scholarship Fund and allows us to further invest in the next generation of LGBTQ and allied leaders. The 2013 TASTE raised a record $570,000 to support the GSBA Scholarship Fund.

Presenting Partner: 1st Security Bank

Marquee Sponsors: JPMorgan Chase; Outerwall, SVEDKA Vodka, Vulcan

TASTE Premier Sponsors: Alaska Airlines, Holland America, Hogue Cellars, Inspire Youth Project, KeyBank Broadway at the Paramount, New Chapter Weddings & Events, Seattle Storm

Supporters: Aria Style, Choice Linens, Fun Frames Photo Booth, Girlie Press, InterChange Media, Ketcham Design, Pedersen's, Prop Gallery, Red Balloon Co., Reliable Movers, Team Photogenic

Celebrity Chefs: Maria Hines, Tinth; Golden Beetle; John Sarich, Ste Michelle Wineries; Tamara Murphy, Terra Plata; Jerry Traunfeld, Poppy

Caterers: Cameron Catering, Dahlia Lounge, City Catering, Herban Feast, Taylor Shellfish, Lisa Dupar Catering, Tuxedos and Tennis Shoes, Two Tarts Café and Catering, Urbane

Wineries: Bartholomew, Elsom Cellars, Laurelhurst Cellars, Fidelitas, ‘Nota Bene Cellars, Patterson Cellars, Robert Ramsay Cellars, Ross Andrew
Thank You to Our 2013 Sponsors, Members, and Community Partners

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Liberty Mutual
Safeco Insurance

Gold Partners

American Family Insurance
Avanade
Microsoft
Pacific Medical Centers

Silver Sponsors

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Travel & Tourism Partners

1ST Security Bank

App Sponsors

Microsoft
US Bank

ShopOUT Sponsor

Regence

2013-14 GSBA Guide & Directory Sponsor

Visit Seattle

GSBA Sponsored and participated in these Arts, Business & Community Events

Capitol Hill Pride
Out & Equal Pinknic
Out For Sustainability Panel: “There Goes the Gayborhood”
Over the Rainbow Conference for LGBT seniors
Seattle AIDS Walk
Seattle International Film Festival
Seattle Lesbian and Gay Film Festival
Seattle PrideFest
Seattle Pride Parade
Snowball Celebration for Ingersoll Gender Center
Tacoma Pride
World AIDS Day Breakfast
Seattle Public Schools Family Dinner

Other Community Partners

Big Brothers Big Sisters
Camp Ten Trees
CityClub
City Year
Downtown Seattle Association
Entre Hermanos
ERW
Fighting for the Majority
Gay City

Seattle Metropolitan Chamber of Commerce
HRC
Lambda Legal
Legal Voice
Mary’s Place
NARAL
National Center for Lesbian Rights
National Gay and Lesbian Chamber of Commerce
National Gay and Lesbian Task Force
Northwest Immigrant Rights Project
Northwest Network
Pride Foundation
PSK5
DLaw
Residence XII
Rise n Shine
Rosehedge/Multifaith
Seattle Counseling Service
Seattle Girls School
Seattle Goodwill
Seattle LGBT Commission
Seattle Men’s Chorus
Seattle Women’s Chorus
SOAP
Technology Access Foundation

Three Dollar Bill Cinema
Victory Fund
Visit Seattle
Washington CAN
Washington United for Marriage
Women’s Funding Alliance
YouthCare
Youth Suicide Prevention Program

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