

## Patron Summary

How your partnerships  
have supported the growth and  
resilience of the local business  
economy during 2022.

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Kingston Chamber of Commerce is one of the best chambers not just in London but in the country, if you're members you will already know that. Big businesses should become patrons not just to benefit their own company, but for the good of the whole business community. We are stronger together and demonstrating corporate social responsibility is a small ask to make sure this borough survives these uncertain times so that your business and this community grows

**Sir Ed Davey**

Leader of the Liberal Democrats and MP for Kingston and Surbiton

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We are delighted to continue our Patron membership. Not only does the Chamber make us feel an important part of a very vibrant community, but it has also galvanised us into making the most of all the opportunities that Patron membership bestows. The team at the Chamber has helped us organise events that are contributing to our ongoing success – long may it continue!

**Chris Hirsch**

Holland Hahn & Wills

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We take a great deal of pride in our relationship with the Kingston Chamber of Commerce. Our partnership has afforded us many opportunities - connecting us with powerful and worthwhile initiatives, being embraced as a local business with shared values, and the chance to be introduced to like-minded individuals and businesses within our community. We look forward to our future combined success!

**Elise Sallis**

Wolters Kluwer

# Welcome



Thank you for your Patron membership and your contributions in 2022 to our brilliant business ecosystem across the Royal Borough of Kingston.

For me, one word captures 2022 and that word is leadership. When it is good, leaders can motivate others to achieve something new and aspire to build things better. When leadership works in name only, it is self-serving, selfish and pulls people apart.

Genuine leadership has been hard to find politically but, closer to home, I have seen many examples of true leadership in our local businesses, the voluntary and health sectors, key stakeholders in the Borough and our Patrons. They have all led by example.

Kingston Chamber worked hard to meet and answer the numerous demands during 2022. We successfully delivered on many of our objectives but we should be under no illusion that we can do any of our work by ourselves. Our achievements have been a result of many pulling together.

We are a not-for-profit organisation, and your Patron membership, in particular, has enabled us to maintain cost-effective membership fees and provide additional support to smaller businesses and start-ups.

In representing the business sector, the Chamber should always look ahead to the future but must remember our core purposes; to connect, to support and to influence.

We should be engaged in conversations regarding future skills, sustainability, innovations in technology or regeneration projects, HR issues, education, the broader community and work-life balance. We need to be aware of what is around us, to build our networks and to look after our partnerships.

Our Patrons have been key partners in the growth and resilience of the local business economy. On the following pages, we highlight the areas where your support has made an impact. Thank you.

A handwritten signature in black ink, appearing to read 'Forbes Low'.

**Forbes Low**

CEO

Kingston Chamber of Commerce

# JOINT CHAMBER RESEARCH

## collaboration is the key

In 2022, **Kingston and Merton Chamber of Commerce** worked with Kingston and Roehampton University on a South London Partnership /BIG project, exploring sustainable steps that Chambers can develop for growth.

This was a unique project and pulled together local Chambers of Commerce, local authorities and local BIDs to review best models for Chamber business engagement. The results of this research provided practical recommendations that we can integrate into our future objectives. One key initiative was to create a South London Chambers MOU which will provide a unity of purpose for future funding, bids or investment agreements.



In 2022, we continued hosting and working with Kingston Council on the **THINK GREEN** webinars. This programme talks to business owners who are looking at sustainable processes in their work. We have explored areas such as groceries, green marketing, transport and accreditations. They have been fascinating to facilitate.

The Chamber also worked with the Council to create the new **Kingston Green Business Community**. This is a free-to-join community of Kingston-based businesses of all sizes, sectors, from well-established to start ups. The main aim to share knowledge, skills and bring together people driven to make a stronger environmental impact. It has been encouraging to see so many Chamber members actively contributing and being keen advocates for the green agenda.

# 133

THINK GREEN webinar attendees

# 50

businesses have already signed up to the Kingston Green Business Community



**KINGSTON  
GREEN BUSINESS  
COMMUNITY**

# NETWORKING MATTERS **WHAT'S NEW**

# 496

attendees at  
networking events

The most familiar element to Kingston Chamber has always been the networking.

In 2023, we will be rebranding our networking offering and making each event a little more distinctive. **Business Breakfasts** is our monthly and well attended networking breakfast; **Coffee+Connect** is for start-ups, freelancers and micro businesses; **Netwalking**, started at the end of last year, provides a mix exercise, scenic walks and networking.

**@Work** will be a new, monthly series of events. They will be sector specific and be the place where businesses can learn from fellow practitioners share trends. Our **Women in Business** lunches are well attended and speakers address relevant issues that women face in business.

Our membership set the tone and make these events welcoming, productive and enjoyable.

# NEW MALDEN BUSINESS FORUM

# 127

attendees in the past year

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Kingston Chamber, with the Rotary Club and one of our Patrons, **Pearson Hards Solicitors**, launched the New Malden Business Forum back in 2021. We have hosted four Forums in 2022 and they are gaining traction and finding their own identity. Sir Ed Davey MP attended and has given his support to this Forum.

In 2022, Kingston Council and the Chamber, with the provider DigiKind, delivered a new online Malden Business Directory, one part of a digital programme to promote the high street and businesses working in the area.

It is important that we continue building the Forum so it can play a part in New Malden being more connected within itself, and with the borough business ecosystem.

There is plenty of work to do but behind the scenes, there are many people working hard to make New Malden a better place to do work and live.



Our inaugural Kingston Borough Business Awards, back in March 2022, was a tremendous success. The enthusiasm and number of entries for 2023 has been impressive.

The KBBA provides a unique snapshot of the diversity, creative and resilience of our business community. Our immense gratitude goes out to our Headline sponsor, Kingston University and Gold sponsors Kingston College and Kingston Council.

Our category sponsors for 2023 are: DoubleTree by Hilton Kingston, LeBoo Media, Holland Hahn & Wills, Unilever, IQ in IT, Kingston First, Pearson Hards Solicitors, Wolters Kluwer, Rotary Club and Russell-Cooke Solicitors. The backing of all the KBBA sponsors and Patrons endorse the belief that we have a diverse and successful business community worth celebrating.

# 380

entries to the  
Kingston Borough Business  
Awards in 2021 and 2022





# 693

attendees from Kingston  
and Chessington Business  
Expos in 2022

# exp



In a challenging year, the attendances grew at the 2022 **Kingston and Chessington Expos**, with the exhibitor stands sold out.

The Expos provided advice from our expert exhibitors, a range of business seminars on subjects such as how to manage cashflow, how to problem solve, develop resilience and how to utilise LinkedIn and Instagram for business growth. The Expos also had the popular speed networking and a new Green Zone which provided sustainable advice and consultants.

The sponsorship from Kingston University, HSBC, Kingston Council and our Patrons plays an essential role in our hosting of these Expos. They provide us the opportunity to tap into broader resources and speakers, such as from the University Business School.

Free to attend, these Expos are a unique day for businesses to learn, network and be a part of vibrant community. Kingston has led the way with local business Expos and we will continue to adapt and evolve their value.

## Our Patrons



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At Summers Inman we are very happy to be a Patron member of the Kingston Chamber of Commerce and are pleased to provide support to the Chamber. We value the chance it gives us to have direct dialogue with other members as well as MPs and senior leaders within the borough.

**Hannah Grue**  
Business Development  
Coordinator,  
Summers-Inman

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There are a number of key stakeholders in Kingston who really set the scene and the pace of what we are and the development we're going through; the fact that the Chamber is one of those key stakeholders is essential and Patrons and all members can benefit from the influence the Chamber has at all those various tables.

**Robert O'Dowd**  
Chief Executive,  
Rose Theatre

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The intelligence from the business community, and the links, provides us with opportunities to get a new generation of young people ready for the workplace.

The Chamber provides a means for us to tap into those opportunities and be aware of what's coming next.

**Steve Bennett**  
Curriculum Director,  
Kingston College





**If you would like to discuss how we can help you, please contact us at:**

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