

LGBTBE CERTIFICATION BENEFITS

- ✓ Registration in NGLCC's exclusive database that is searched by corporations and other LGBTBEs for product and service needs
- ✓ Meet face-to-face with potential clients and suppliers at matchmaking events
- ✓ Use the NGLCC LGBTBE certified business logo in your branding materials to identify yourself as an LGBTBE to a national network of corporations, business owners, government agencies and affiliate chambers

CORPORATE PARTNERS

Corporate partners demonstrate their commitment to inclusion by completing the circle of diversity, which includes purchasing from certified LGBT Business Enterprises.

LGBT supplier diversity ensures that a company's diversity practices are uniform across segments. Partnering with NGLCC and GSBA on LGBT supplier diversity confirms that a corporation's supply chain mirrors the diverse customer and employee base that the company has or is trying to attract.

CONTACT INFORMATION

For Small Business

Ilona Lohrey
Membership, Outreach & Engagement Manager
ilonal@theGSBA.org
206-363-9188

For Corporate Partners

Amy Burdick
Business Development Manager
amyb@theGSBA.org
206-363-9188

theGSBA.org



SUPPLIER DIVERSITY INITIATIVE

LGBT BUSINESS ENTERPRISE CERTIFICATION



WHO IS GSBA?



Greater Seattle Business Association (GSBA) is the largest LGBT Chamber of Commerce in North America with over

1,200 members. Advancing equality through business, GSBA is a leader in its advocacy for small business and civil rights, promoting LGBT tourism and investing in the next generation of leaders through its Scholarship Fund.

OUR MISSION

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

OUR VISION

A vibrant global community strengthened through the full participation of diverse local communities.

OUR VALUES

- Exchange Ideas
- Increase Visibility
- Work Collaboratively
- Celebrate Diversity
- Promote Inclusiveness
- Invest in Future Leaders

WHO IS NGLCC?



The National Gay & Lesbian Chamber of Commerce (NGLCC) is the exclusive certifying body of LGBT-owned businesses.

LGBT BUSINESS ENTERPRISE CERTIFICATION

NGLCC offers certification to LGBT-owned business enterprises (LGBTBEs), as well as a host of opportunities to enhance their visibility to corporations seeking to do business with LGBT suppliers. Corporations can search for certified LGBTBEs through the NGLCC exclusive LGBT supplier database, as well as meet face-to-face with potential suppliers at matchmaking events. Certified LGBTBEs may also be eligible for scholarship programs, mentorship, leadership training, and other business development tools.

WHAT WE DO

GSBA and NGLCC work together with companies to develop and expand their commitment to supplier diversity while assuring the equality of opportunities for small, local, and diverse businesses.

WHY WE DO IT

By becoming a certified LGBTBE, businesses are able to build relationships with leading corporations, generate prospective business and clients, and collectively team with each other for contracting opportunities. As corporate America becomes more inclusive and further diversifies its supply chain, certification offers the opportunity for LGBT-owned businesses to differentiate themselves from their competitors.

SUPPLIER DIVERSITY

Identifying your LGBT-, woman-, and/or minority-owned business through national diversity supplier certification adds value to your business by providing another channel through which to market your products or services, and differentiates your business from competitors.

IS THERE A FEE?

NGLCC certification fees of \$400 are waived for GSBA members.

NOT A GSBA MEMBER?

Visit theGSBA.org or call (206) 363-9188 for more information.

In 2015, certified LGBT Businesses contributed to **over \$1.15 billion** to the U.S. Economy. If all LGBT business owners are considered, the figure is over \$1 trillion.

—NGLCC

The total buying power of the U.S. gay, lesbian, bisexual, and transgender adult population is estimated at **\$917 billion.**

—Witeck Communications & Packaged Facts, 2016