

# CORPORATE CORNER



February 2023

**436 PARTNERS**

# A MESSAGE FROM NGLCC LEADERSHIP

Dear Partners,

Welcome to another edition of Corporate Corner! This digital bulletin serves as a roadmap for National LGBT Chamber of Commerce ([NGLCC](#)) [Corporate Partners](#) to maximize your relationship with NGLCC, and to understand how your partnership makes an impact on the LGBTQ+ and allied business community throughout the year. Whether you're interested in attending [upcoming events](#), [mentoring LGBTQ business owners](#), spreading the word about [inclusive business opportunities and grants](#), or developing your company's knowledge around topics like [diversity, equity, & inclusion \(DEI\)](#), the possibilities are endless.

While we look forward to an exciting year of engagement and opportunities, we acknowledge that our fight for LGBTQ+ equality is far from over. As we face down homophobic and transphobic legislation across the nation, we remind you that your company's commitment to an LGBTQ-inclusive nation & economy is invaluable. Diverse business owners require a safe, strong community and network to be successful, and your partnership is essential in helping us provide exactly that to our [Certified LGBT Business Enterprise® \(Certified LGBTBE®\)](#) suppliers.

So, to our longtime partners, thank you for continuing to learn and grow alongside us for two decades and counting. To our new partners, welcome! We look forward to getting to know you, your goals, and your values in 2023, and to introducing you to our vibrant community of LGBTQ+ entrepreneurs. We commit to showing up for you every day, to create a community where we can lean on one another for strength, and work together for a more equitable future for all.

Our team is always standing by at [corporaterelations@nglcc.org](mailto:corporaterelations@nglcc.org) to answer any questions you might have, or if you'd simply like to get in touch. We look forward to working with you this year!

Yours in solidarity,



Justin G. Nelson  
Co-Founder & President



Chance Mitchell  
Co-Founder & CEO



# NEWS

## \$1.5 Million in New Grants Will Support LGBTQ+-Owned and Allied Restaurants



America's LGBTQ+-owned restaurants and bars serving food will once again find a vital lifeline this year stemming from the ongoing partnership formed by [NGLCC](#) and Corporate Partner [Grubhub](#), a leading U.S. food-ordering and delivery marketplace.

Last month, NGLCC opened applications for the [NGLCC Community Impact Grant Program](#), a program made possible by a grant from the Grubhub Community Fund. The grants are expected to range from \$10,000 to \$25,000 and funds can be used for things like

updating security and security protocols, updating/purchasing new equipment, community involvement, marketing and PR services, updating digital/e-commerce presence, purchasing product, staff training programs, employee pay and/or staff incentivized wages, COVID-19 recovery, and maintenance/updating of current infrastructure.

“We often say at NGLCC that if you can buy it, an LGBTQ+-owned business can supply it,” said NGLCC Co-Founder & President Justin Nelson. “That is especially true of the LGBTQ+-owned restaurants and establishments across America who kept our communities and first responders fed throughout the pandemic and have been so active in the recovery. We’re proud to again partner with Grubhub, with the support from the Grubhub Community Fund, in offering grants to support businesses throughout the nation this round with an even wider scope of opportunities for grant utilization to help them succeed.”

“NGLCC has been an incredible partner to Grubhub, and it was a no-brainer to renew this program which has supported so many LGBTQ+-owned businesses across the country,” said Dave Tovar, Grubhub’s senior vice president of Communications and Government Relations. “We’ve heard so many stories of how independent restaurants have used these grants to do amazing things for their business and in their communities, and I’m excited to see what new and exciting things come out of the next group of grant recipients.”

For more information on the Community Impact Grant Program, visit [nglcc.org/ghgrant](https://nglcc.org/ghgrant). Contact [corporaterelations@nglcc.org](mailto:corporaterelations@nglcc.org) to find out how your company can support LGBTQ+-owned business in 2023!

[Learn More](#)



# UPCOMING EVENTS & OPPORTUNITIES

## NGLCC LGBT Sip & Pitch Fridays: Black History Month Edition



Join us for the second NGLCC LGBT Sip & Pitch Friday of 2023 on February 24 at 3:30pm ET! This special Black History Month program will feature Black LGBTQ+ entrepreneurs as they pitch their businesses to a panel of experts and fellow business owners for positive, constructive notes and new ideas. Sip & Pitch Fridays are a great way for Corporate Partners to hear from suppliers interested in upcoming procurement & contracting opportunities, and to provide valuable pitch feedback to participants as official Sip & Pitch judges. [Click here](#) to apply to judge an upcoming Sip & Pitch event. [Stay tuned for upcoming programs here!](#)

[Register Now](#)

## A Seat at the Table: Celebrating Black Resistance & Resilience in the LGBTQ+ Business Community



You're invited! Join the [NGLCC Communities of Color Initiative \(CoCi\)](#) for [A Seat at the Table: Celebrating Black Resistance & Resilience](#) in the LGBTQ+ Business Community. As we celebrate Black History Month, NGLCC Corporate Partners are invited to attend this virtual event on Tuesday, February 21, 2023 from 2:00PM - 3:30PM ET. Attendees will hear from Black LGBTQ+ business owners, supplier diversity thought leaders, and members of the NGLCC team on salient topics related to Black History Month.

CoCi's mission is to support the growth and success of minority LGBT-owned businesses through certification and business development by creating equal opportunities for the economic advancement & the empowerment of the minority LGBT business community. Contact [coci@nglcc.org](mailto:coci@nglcc.org) to learn more about how your company can support this initiative!

[Register Now](#)



## 2023 NGLCC International Business & Leadership Conference



The 2023 International Business & Leadership Conference is the largest LGBT business event on the planet, convening this year on August 14 - 18, 2023 at the Hyatt Regency Denver in Denver, CO. The NGLCC Conference delivers innovative leadership programming as well as networking and engagement opportunities for more than 2,000 LGBT and allied business leaders. Cutting-edge educational programs include inspiring keynote speakers, the annual B2B Boot Camp for certified LGBT Business Enterprises (LGBTBEs), Marketplace Expo, one-on-one Matchmaker meetings, and more. [The 2023 Conference Sponsorship Prospectus is now available!](#) Please contact [corporaterelations@nglcc.org](mailto:corporaterelations@nglcc.org) with sponsorship inquiries.

If you would like to be notified when registration for the 2023 Conference opens, or if your company is interested in submitting a proposal for a break-out session, [click here for details](#).

[Learn More](#)

## 2023 NGLCC Procurement Council & Corporate Advisory Council Sessions

Your company is invited to attend NGLCC's quarterly Procurement Council and Corporate Advisory Council meetings in 2023! The Corporate Advisory Council (CAC) functions as a forum for the exchange of information on the intersection of LGBT and business outside of procurement. The CAC serves as a collaborative forum where marketing, human resources, employee resource group leaders and government affairs professionals can discuss emerging trends in diversity and inclusion. Agenda items often touch on topics in LGBT consumer engagement, federal and state LGBT policy issues, human resources trends and hurdles such as self-id and ERG support. Click each event below to register.

[Corporate Advisory Council Q1 Meeting](#): Wednesday, February 22 | 12:00 PM ET - 1:30 PM ET

[Corporate Advisory Council Q2 Meeting](#): Thursday, May 25 | 12:00 PM ET - 1:30 PM ET

The Procurement Council connects supplier diversity leaders from across the NGLCC network and meets to discuss LGBT-inclusive supplier diversity, share the latest research and reporting on supplier trends, benchmark against peers and promote new opportunities with colleagues across all industry sectors. Click each event below to register.

[Procurement Council Q1 Meeting](#): Tuesday, February 28 | 1:00 PM ET - 2:30 PM ET

[Procurement Council Q2 Meeting](#): Wednesday, May 31 | 1:00 PM ET - 2:30 PM ET



# HERE WE GROW AGAIN!

**Meet Brennan McNell | Senior Director, Corporate Relations**



Brennan McNell (he/him/his) is the Senior Director of Corporate Relations at NGLCC and is responsible for overseeing the development and management of corporate partnerships.

He has a wealth of experience in the banking and hospitality industries. Throughout his career, he has held several key positions where he has demonstrated his ability to manage important relationships, create new programs and initiatives, and lead collaboration across different teams and levels of organizations. He is dedicated to diversity, equity, and inclusion initiatives and has been actively involved in various business resource group roles as a Diversity Council lead, LGBT Network Chair, and DEI Ambassador. In addition to his professional accomplishments, Brennan

is a well-rounded individual who values making a positive impact in both his personal and professional life.

When Brennan isn't at work, he loves to hit the road and explore new destinations, whether it's a scenic hike, a camping trip, or a far-flung adventure. He is always eager to immerse himself in new cultures and experiences.

Ready to get in touch with Brennan? Contact [corporaterelations@nglcc.org](mailto:corporaterelations@nglcc.org)!



# FROM THE BLOG

## 5 Ways to Maximize Your NGLCC Corporate Partnership



As 2023 begins, NGLCC is here to assist our corporate partners in achieving their goals, whether it is to utilize top LGBT suppliers, develop new clients, or bring parity to existing diversity, equity, & inclusion (DEI) practices.

With nearly 450 companies investing in the LGBTQ+ business community as a corporate partner, there are many ways to take advantage of opportunities and resources available to partners. Whether you aim to benchmark with other corporate partners and top firms, influence essential inclusive public policy, recruit top LGBTQ+ talent, and more, the NGLCC offers many ways to maximize your corporate membership.

Here are five simple but effective ways that NGLCC Corporate Partners and their internal stakeholders can maximize NGLCC membership:

[Read More](#)

## 14 Gift Ideas for Valentine's Day from LGBTQ-Owned Businesses



Valentine's Day will be here before you know it, and so many of our Certified LGBTBE® suppliers offer quality, unique products that can make great gifts for the loves in your life. Every purchase you make has an impact, and even small purchases make a huge difference in the success of diverse-owned businesses. Each gift idea highlighted here is offered by a Certified LGBTBE® supplier through NGLCC. Make sure to place your orders early for products shipping nationwide so they arrive in time for Valentine's Day, or take advantage of virtual offerings while they remain available!

[Read More](#)