

CORPORATE CORNER



September 2022

415 PARTNERS



UPCOMING EVENTS & OPPORTUNITIES

2022 NGLCC LGBT Sip & Pitch: BRG Special Edition | Presented by EY



Business Resource Groups (BRGs) activate employees and team members to engage in the business of our companies by leveraging their diversity. The [2022 NGLCC LGBT Sip & Pitch: BRG Special Edition](#) process allows LGBTQ+ BRGs to submit for recognition of their efforts to engage with Supplier Diversity to make a difference in their organization and in the marketplace. This event on Tuesday, December 6, 2022 from 3:30-5pm ET will recognize the top three finalists as they pitch their BRG before our panel of esteemed

judges. Applications are due by Thursday, September 15, 2022 at 11:59PM (PT). [Click here to apply today!](#) Reminder: you do not have to present a pitch to join us at this event. Register to attend below.

[REGISTER NOW](#)

NGLCC Communities of Color Initiative B2B & B2C Matchmaker



Save the date! Join us on Monday, September 26 from 11am-1pm and 3pm-5pm ET for the NGLCC Communities of Color Initiative (CoCi) B2B & B2C Matchmaker. Matchmakers are prescheduled, 15-minute meetings between Certified LGBTBE® companies and NGLCC Corporate Partner procurement professionals.

In our work to support the minority Certified LGBTBE® community, [CoCi](#) brings together business leaders from a range of industries to work together, share best practices, and foster success through events like Matchmakers.



#NGLCC22 RECAP: IT'S A VIBE!

Matchmakers



Recently, NGLCC hosted Matchmakers at the [NGLCC 2022 International Business & Leadership Conference](#), which had **1,000 meetings take place!** Matchmakers are prescheduled, 15-minute meetings between Certified LGBTBE® companies and NGLCC Corporate Partner procurement professionals. These meetings are a unique opportunity for suppliers to get one-on-one advice on how their business can gain access to procurement opportunities with NGLCC Corporate Partners. Our goal is for suppliers and corporate procurement professionals to delve into how each business can leverage the opportunities our corporate partners have.



Walk & Talks



Many #NGLCC22 attendees got a healthy start to their morning and made fresh business connections with Supplier Diversity representatives and fellow entrepreneurs through NGLCC Walk & Talks!

Attendees participated in early-morning networking walks along a scenic course on the Bellagio Las Vegas property. Designed to connect LGBTBEs with each other and corporate buyers, participants chatted about potential business opportunities and got to know fellow attendees. **With 215 meetings taking place, a new #LGBTBiz record was set!**

[Click here to view more photos from Conference.](#)



#NGLCC22 Council Meetings



One of the highlights of the 2022 NGLCC International Business & Leadership Conference was the **NGLCC Corporate Advisory Council Meeting**, at which Jayzen Patria delivered a dynamic keynote. Attendees were introduced to Jayzen's process to evolve ERG leadership and create a mindset shift that helps groups establish themselves, reboot & re-energize through finding passion for diversity & their work. Jayzen also helped close out Conference Friday morning with his signature Lead With Your Brand!™ session that helped attendees build winning personal brands.

Jayzen Patria is a Certified LGBTBE® owner, personal branding expert, diversity advocate, and keynote speaker helping transform organizations through the power of their people finding their true brand voice & bringing their best authentic selves to work.

[Click here to view the presentation materials.](#)



Connecting supplier diversity leaders from across the NGLCC network, the NGLCC Procurement Council discusses LGBT-inclusive supplier diversity, shares research and reporting on supplier trends, benchmark against peers and promotes opportunities across all industry sectors. The Procurement Council meeting was kicked off with a special icebreaker from our very own Jennifer Brown, who helped us to deliver a dynamic session and kickstart conversations at Conference. See below for important follow-up materials & preview the upcoming second edition of Jennifer's book, "How to Be an Inclusive Leader."

Jennifer Brown is the Founder and CEO of Jennifer Brown Consulting, Speaker, and Author of How to be an Inclusive Leader: Your Role in Creating Cultures of Belonging Where Everyone Can Thrive and Co-Author (with Rohit Barghava) of Beyond Diversity

[Preview: How to Be an Inclusive Leader](#)
[Inclusive Leader Handout + Inclusive Leader Self-Assessment](#)



FROM THE BLOG

Partner in the Spotlight: UPS

[NGLCC Corporate Partners](#) are dedicated to upholding the standard of diversity, equity, & inclusion (DEI) and ensuring that LGBT entrepreneurs have access to equal opportunities. This September, we're proud to highlight [UPS](#) as a trailblazer in corporate supplier diversity, with a comprehensive supplier diversity initiative dating back thirty years. We spoke to Kris Oswald (she/her/hers), Vice President of Global Supplier Diversity at UPS, for more insights on UPS' commitment to the LGBTQ+ business community and supplier diversity overall. Read the full Q&A below:

[READ MORE](#)

NGLCC Conference 2022: Celebrating 20 Years of NGLCC

During the first week of August, LGBTQ+ entrepreneurs & allies, corporate supplier diversity leaders, and business experts gathered at the [Bellagio Hotel & Casino](#) in sunny Las Vegas for the [2022 International Business & Leadership Conference](#). Convening for the first time since 2019, #NGLCC22 remains the largest LGBT business event on the planet! Nearly 1,500 attendees participated in a wide variety of panels, workshops, and plenaries geared at developing, empowering, and amplifying LGBT businesses across the world. Click below to read the full recap!

[READ MORE](#)

Highlighting Black LGBTQ+ Businesses Year-Round

As National Black Business Month came to a close in August, we assert that it is necessary to shine a continuous light on the significant, positive impact that Black-owned businesses have on our country. Through CoCi, NGLCC supports the growth & success of minority LGBT-owned businesses through business development & by creating equal opportunities for the economic advancement and empowerment of the minority LGBT business community. [Click here to learn more about CoCi was borne out of the need to advocate for increased focus and attention to intersectionality in the LGBT business community](#). Click below to read our Black History Month feature on Black LGBTQ+ entrepreneurs that are paving the way in their respective fields:

[READ MORE](#)



HERE WE GROW AGAIN!

Maxine Turner Promoted to Senior Manager, Corporate Relations



We're proud to announce that NGLCC Team Member Maxine Turner has been promoted to Senior Manager of Corporate Relations! As the Senior Manager, Maxine works with organizations to advocate on behalf of inclusive procurement to further expand economic opportunities for the LGBT business community. Maxine was previously on the Supplier Diversity Team where she worked first hand with our certified business owners and continues to do so through her involvement with NGLCC Matchmakers.

[LEARN MORE](#)

Aurelio Hurtado de Mendoza Promoted to Senior Vice President, Corporate Relations and Stakeholder Engagement



We're proud to announce that NGLCC Team Member Aurelio Hurtado de Mendoza now serves as NGLCC's Senior Vice President of Corporate Relations and Stakeholder Engagement! In his role, Aurelio is responsible for leading strategy for several of the organization's key initiatives, including corporate recruitment and retention, the NGLCC Stakeholder Engagement Center, and NGLCC's meetings and events. In addition, Aurelio works to grow NGLCC's Industry Councils and their related initiatives, as well as the expansion of the organization's Partnership+ Program.

[LEARN MORE](#)

Have questions? Want to connect with Maxine or Aurelio?
Contact corporaterelations@nglcc.org!



MORE OPPORTUNITIES

Partner with NGLCC



Whether your company's goals are to utilize top LGBT suppliers, develop new clients, bring parity to your diversity practices, benchmark with other corporate partners and top firms,

influence essential inclusive public policy, recruit top LGBT talent, or all of the above, a partnership with NGLCC is the key. Partnering with the NGLCC to expand your existing supplier diversity program to include Certified LGBT Business Enterprise® companies would not only create true parity for LGBT-owned businesses, but ensures your company is following a Fortune 500 recognized best practice and achieves the highest possible score on the HRC Corporate Equality Index & potential inclusion in The Billion Dollar Roundtable.

[LEARN MORE](#)