

# LGBTBE CERTIFICATION?

## WHY SHOULD I GET CERTIFIED?

You work hard for your business, and NGLCC's exclusive LGBT Business Enterprise (LGBTBE) certification works hard for you, giving you a competitive advantage to succeed.

**Our Network Is Ready To Do Business** – As an LGBTBE, you'll have access to the full network of NGLCC, the National LGBT Chamber of Commerce, which features more than 200 corporate and government partners expressly looking to do business with certified LGBTBEs. Plus, our 1000+ LGBTBEs cut across all industries, from construction to apparel to technology to professional services, and are seeking B2B opportunities and strategic partnerships with other LGBTBEs like you!

**LGBTBEs Stay In Business Longer** - Thanks to increased resources and opportunities, certified LGBTBEs stay in business longer than the average American small business – over twice as long, according to NGLCC's "America's LGBT Economy" Report.

**LGBTBE Certification Scales With Your Business** - Certification can benefit your business at any size. Our LGBTBEs range from sole proprietors to multinational LGBT-owned corporations, with revenues in the hundreds of millions!

**The LGBT Consumer Is Looking for You** – The LGBT community spends more than \$917 billion every year on goods and services, and they are more than 75% likely to change brands when they know they are LGBT inclusive. Stand out as a go-to supplier in your community by advertising your LGBTBE certification.

# LGBTBE CERTIFICATION?

## WHAT CAN IT DO FOR YOUR BUSINESS?



### What Else Can I Do With An LGBTBE Certification?

- Take advantage of mentorship and education opportunities with business experts and corporate representatives to grow your business, make connections, and develop additional skills for scaling your company
- Receive opportunity alerts about upcoming contracting and educational opportunities with corporate partners
- Attend the NGLCC International Business & Leadership Conference to meet face-to-face with potential new business partners and take advantage of matchmaking opportunities exclusive to certified businesses. Visit [nglcc.org/events](http://nglcc.org/events) to learn more.



## Ready to Grow? HERE'S HOW!

- 1 Visit My.NGLCC.org to start your business profile**  
(Tell us more about you & your business)
- 2 Submit supporting documents**  
(Once you begin your business profile, an NGLCC team member will reach out to help you through this step)
- 3 Complete a site visit with an NGLCC trained site visitor**  
(The site visitor will corroborate the information in your application and learn more about your business in the process)
- 4 National Certification Committee review**  
(Our National Certification Committee meets monthly & will review your application to certify your business as an LGBTBE)

## WHO IS ELIGIBLE FOR LGBTBE CERTIFICATION?

Be at least 51% owned and operated by an LGBT person or persons who are U.S. citizens or lawful permanent residents

Exercise independence from any non-LGBT business enterprise

Have its principal place of business (or headquarters) in the United States

Be formed as a legal for-profit entity in the United States



## CERTIFICATION IS NATIONAL MEMBERSHIP IS LOCAL

NGLCC often waives its certification fees if you're a member of your local chamber. Check with your local chamber or NGLCC representative for details.

## DON'T FORGET ABOUT THE NGLCC SUPPLIER DIVERSITY TEAM

They are a great resource to help you through the certification process, and once certified, they are more than happy to work with you to help grow your business.

**Phone:** 202.234.9181

**Email:** [supplierdiversity@nglcc.org](mailto:supplierdiversity@nglcc.org)

**Web:** [nglcc.org/get-certified](http://nglcc.org/get-certified)