

# WELCOME TO YOUR CHAMBER OF COMMERCE

We look forward to having you as part of the Richmond LGBTQ Chamber! This guide is meant to provide information to help you get off to a great and productive start. We support LGBTQ-owned and allied businesses and professionals by increasing visibility, offering networking opportunities and educational programs, and promoting economic success. As a local affiliate to the National LGBT Chamber of Commerce (NGLCC), we connect the business community to Richmond's LGBTQ population.



## OUR MISSION & VISION

We are the Chamber of Commerce that enriches, uplifts, and connects all members of the LGBTQ+ community and its allies in Central Virginia. We envision a time when all business communities are rich with diversity.

### FAQS

**Q: Do you have to be LGBTQ to be a member of the Chamber?**

A: Allied business and professionals are welcome and an integral part of our organization.

**Q: Do I have to own a business to join?**

A: Professionals, budding entrepreneurs, community partners at nonprofits are all welcome.

**Q: What are the benefits of an affiliation to NGLCC?**

A. LGBTQ-owned businesses receive waived fee to use towards NGLCC's supplier diversity program. Additional savings are offered through the national website including airline travel, shipping, car rentals, and accommodations.

**Get to know the board.** All board meetings are the first Wednesday of each month and are open to the public. Go to [RichmondLGBTQChamber.org](http://RichmondLGBTQChamber.org) to see the full schedule.



## MEMBER LEVELS

### CORPORATE MEMBERSHIP

**\$1000** - This membership is for larger organizations with over 50 employees. These businesses are champions of the LGBTQ community. All benefits of business membership are included plus:

- Visual recognition with logo as a corporate partner on our Chamber website.
- Ten member accounts for your team including listings in our directory and discounted admission with a guest to Chamber events.
- First right of refusal for partnership opportunities and hosting events.

### BUSINESS MEMBERSHIP

**\$350** - This package includes perks catered towards small business owners. Organizations with 501(c) status receive a \$100 discount. All benefits of professional membership are included plus:

- Waived exhibitor fee at our LGBTQ Career Fair
- Eligible for partnership opportunities and hosting events.
- Three member accounts for your team including listings in our directory and discounted admission with a guest to Chamber events.
- LGBTBE Certification waiver for LGBTQ-owned businesses (a \$400 value)

### PROFESSIONAL MEMBERSHIP

**\$85** - This membership is for independent agents and practitioners or LGBTQ and allied professionals of larger organizations looking to connect with a supportive business community.

Benefits include:

- Listing in our LGBTQ-Owned & Allied Business Directory
- Membership sticker to display at your place of business with pride.
- Member-only events and discounted tickets to our public events.

**MEMBER PERK:** Offer a member-to-member discount as part of your directory listing.

# GET STARTED

## CHECKLIST

### 30 DAYS

- If you haven't completed your registration, visit [richmondlgbtqchamber.org/join](http://richmondlgbtqchamber.org/join).
- Review and update your company and staff directory listing on the website
- Like and follow us on Facebook, Instagram, LinkedIn, and Twitter
- Register for our upcoming event and start networking with our business community
- You'll be mailed a membership sticker. Display at your place of business with pride

### 60 DAYS

- Join one of our committees. Our committees assist in growing the organization and event planning to increase benefits to our members. Serving on a committee is also an excellent way to provide professional development opportunities to your employees
- Email your current company logo (.png or .jpeg hi-res) to [info@richmondlgbtqchamber.org](mailto:info@richmondlgbtqchamber.org)
- Provide a Member-to-Member Discount by updating your profile in your account dashboard.

### 90 DAYS

- Share your Chamber experience with someone that would benefit from membership.
- E-mail business news to [info@richmondlgbtqchamber.org](mailto:info@richmondlgbtqchamber.org) to be included in our monthly newsletter or on social media.
- Become a membership ambassador. Contact [natasha@richmondlgbtqchamber.org](mailto:natasha@richmondlgbtqchamber.org).
- Look for additional engagement opportunities with your Chamber (ex: additional marketing and available targeted sponsorships).

**MEMBER PERK:** Certification through the NGLCC's LGBTBE program gives your business the opportunity to compete in sourcing contracts with the NGLCC's Corporate Supplier Diversity Partners. These Corporate Partners are committed to creating a diverse supply chain that is inclusive of LGBT businesses. Getting your business certified is a necessary element of gaining access to these millions of corporate dollars, and also includes these additional benefits:

- National recognition by America's top corporations as a certified LGBT Business Enterprise with inclusion in the NGLCC's online searchable database of certified businesses.
- Eligibility to exhibit at the annual NGLCC Business and Leadership Conference, as well as at regional events
- Use of the NGLCC Certified Business logo on your marketing materials, which identifies your business as a certified LGBT Business Enterprise through the NGLCC to the NGLCC's national network



## SOCIAL EVENTS

To promote connection between our members and the greater community, the Richmond LGBTQ Chamber hosts events where all are welcome and able to network while learning about LGBTQ-owned and allied businesses in the region. This is a sampling of our programming through 2019. Dates are subject to change.

### MAY 18

9 p.m. - 12 a.m.

#### **Sports Diversity Jubilee After Party**

*Kabana Rooftop, 700 E Main St.*

Richmond hosts this first-ever national LGBTQ sports competition. Meet LGBTQ athletes from across the United States as we host this fundraiser for OutRVA.

### JUNE 13

6 p.m. - 8 p.m.

#### **Career Week Appreciation Night**

*Capital Ale House, 623 E Main St.*

Wrap up Career Week with the LGBTQ Chamber as we thank our sponsors, volunteers, and community partners. Networking with refreshments to be provided.

### JULY 11

6 p.m. - 8 p.m.

#### **Ice Cream Social**

*Charm School Social Club, 311 W Broad St.*

Enjoy some of Richmond's most unique ice cream flavors at this family-friendly event. Bring your kids or learn about fostering one from Embrace Treatment Foster Care.

### SEPTEMBER 21

12 p.m. - 5 p.m.

#### **2019 Pride Crawl & Market**

*Blue Bee Cider, 1300 Summit Ave.*

This year, we're supporting the second annual beverage crawl with a Pride Market featuring LGBTQ Makers. Shop locally made arts, crafts, food, and more.

### NOVEMBER 7

7 p.m. - 9 p.m.

#### **Mongrel Private Shopping Party**

*Mongrel, 2924 W Cary St.*

Get an early start on your holiday shopping at Richmond's "uncommon card and gift store." Mongrel will be open exclusively for our members to shop after hours.

### DECEMBER 12

6 p.m. - 8 p.m.

#### **Holiday Reception & LGBTQ Business Awards**

We wrap up our year with holiday festivities as our members recognize outstanding workplaces, small businesses, and professionals for their contributions to the Richmond community and its LGBTQ population. Location to be announced.

## LGBTQ CAREER WEEK

Working with community partners, LGBTQ Career Week includes workshops and programming about navigating identity issues in the job search and workplace. Career Week is a great opportunity to promote your business and find employees to help you grow. Member businesses are eligible to have their exhibitor fee waived at the career fair as a benefit of membership.

### JUNE 10 - 11

6 p.m. - 9 p.m.

#### **Express Yourself: Professional Styling for Business**

*Diversity Thrift, 1407 Sherwood Ave.*

Personal shoppers help you feel confident dressing professionally to express your gender identity in the workplace. This service is open to all in need of business clothing with special attention to the needs of gender non-binary and trans people. Participants receive a \$40 voucher for their outfit, alterations from a professional tailor and complimentary binders if needed. By appointment only.

#### **Resume Workshop & Interview Practice Sessions**

*Classroom at Diversity Richmond, 1407 Sherwood Ave.*

Receive a one-on-one 30-minute session from a career coach to help you polish up your resume and provide valuable interview skills to get you ready for our career fair. Bring your resume and be ready to turn on the charm. By appointment only.

#### **Being LGBTQ In The Workplace**

*Classroom at Diversity Richmond, 1407 Sherwood Ave.*

Local advocate Ted Heck will help navigate job searching and careers as an LGBTQ person, with a specific focus on trans issues.

### JUNE 12

10 a.m. - 2 p.m.

#### **LGBTQ Career Fair**

*Event Hall at Diversity Richmond, 1407 Sherwood Ave.*

This is the only Richmond region career fair focusing exclusively on LGBTQ-owned and allied employers. All employers sign a statement of affirmation and are provided resources to ensure their non-discrimination policies are inclusive of sexual orientation and gender identity.

**MEMBER PERK: Members receive a waived exhibitor fee at our career expo.**

### JUNE 13

6 p.m. - 8 p.m.

#### **Career Week Appreciation Night**

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Wrap up Career Week with the LGBTQ Chamber as we thank our sponsors, volunteers, and community partners. Networking with refreshments to be provided.



## PROFESSIONAL DEVELOPMENT

University of Richmond Downtown hosts our bimonthly educational programs to help promote professional growth and business development.

### **MAY 9**

11:30 a.m. - 1 p.m.

#### **Financial Planning 101**

*Gallery at University of Richmond Downtown, 626 E Broad St.*

Crystal Suber of Crystal Clear Financial teaches the basics of navigating retirement, insurance, and investments to get the most out of your buck.

### **JULY 11**

11:30 a.m. - 1 p.m.

#### **LGBTQ International Travel Safety**

*Gallery at University of Richmond Downtown, 626 E Broad St.*

LGBTQ travelers can face unique challenges when traveling abroad to places where culture and laws can put you in dangerous situations. Lucas Baker of AAA Mid-Atlantic teaches you the dos and don'ts and the places to avoid to make your travel experience safer.

### **SEPTEMBER 12**

11:30 a.m. - 1 p.m.

#### **Effective Sales Strategies**

*Gallery at University of Richmond Downtown, 626 E Broad St.*

Patrick Carroll of Sandler Training by Focus Business will lead an interactive session on how to speak more languages to better communicate and close more sales.

**MEMBER PERK: Members receive free or discounted admission to all events.**



## PLATINUM

**\$10,000** - Platinum Partners receive a corporate membership for one year and sponsorship recognition at all Chamber events. Platinum Partners are also the title sponsor of our Richmond LGBTQ Business Awards in October with the opportunity to make welcoming remarks to event attendees. Partners receive additional year-round recognition including prime logo placement on our website and monthly email newsletters, and a two-page advertisement in our LGBTQ Career Week and the Richmond LGBTQ Business Awards printed programs.

## DIAMOND

**\$5,000** - Diamond Partners receive a corporate membership for one year and are included as featured sponsors for our two signature events, LGBTQ Career Week and the Richmond LGBTQ Business Awards. Diamond Partners receive year-round placement on our website, a featured listing in our business directory plus visual and verbal recognition at all Chamber events, and a full page ad in our printed programs for LGBTQ Career Week and the Richmond LGBTQ Business Awards.

## GOLD

**\$2,500** - Gold Partners receive recognition as a sponsor for all LGBTQ Chamber events and receive recognition as the presenting sponsor of one of the Chamber's social events or our education series. Gold Partners receive a half-page advertisement in our printed programs for LGBTQ Career Week and the Richmond LGBTQ Business Awards.

## SILVER

**\$1,000** - Silver partners are recognized as sponsors of a specific social event. At the event, your company receives an information table at the event, visual recognition on all collateral and signage, and an opportunity to make remarks.

## PREMIERE

**\$500** - Premiere Partners allow our Chamber to offer higher quality programming to our membership at a reduced fee. Your business receives visual and verbal recognition on all collateral and event signage.