



BUSINESS DEVELOPMENT SCHOLARSHIP FOR LGBTBEs

The National Gay & Lesbian Chamber of Commerce® (NGLCC) is pleased to award certified LGBT Business Enterprise (LGBTBE) owners scholarships to attend Executive Education Programs at the Dartmouth College Amos Tuck School of Business. These scholarships are designed to strengthen the management skills of a LGBTBE owner whose success could be enhanced by attending educational seminars, to expand public awareness of LGBTBE certification through the NGLCC Supplier Diversity Initiative with the hope of increasing opportunities for LGBT-owned businesses, as well as to reward active participation of certified LGBTBEs. To learn more about the Executive Education Programs and the Building A High-Performing Minority Business course in particular, please visit http://www.tuck.dartmouth.edu/exec/targeted_audiences/mbeq.html.

It is important to note that the number of scholarships each term is limited, covering tuition, books, materials, most meals, and accommodations in the amount of \$4,500. Travel expenses are not included. Recipients will be chosen in accordance with the Selection Criteria as described below. Additionally, the names of scholarship recipients will be announced at the 2010 NGLCC National Business and Leadership Conference: *Out for Business!* and National Dinner: *An Evening of Courage!*, recognized in NGLCC's biweekly webzine BIZ and possibly included in press releases.

Application Process: Applications are available on the NGLCC website at http://www.nglcc.org/programs/supplierdiversity/tuck_scholarship and by calling (202) 234-9181 or emailing supplierdiversity@nglcc.org. *To be considered for the November 14-19th, 2010 Building A High-Performing Minority Business program, completed applications must be received at the NGLCC office by September 1st, 2010. Applications may be sent via fax, e-mail or mail. Scholarship award recipients will be notified by October 1st, 2010.*

Selection Criteria: Applications will be reviewed by the NGLCC Procurement Council Scholarship Subcommittee based on (1) completing at least one year of certification as an LGBTBE and fulfilling all recertification requirements, (2) applicant's potential for improvement from programming, (3) commitment of the candidate to actively attend all courses. Preference is given to applicants who are to demonstrate efforts to support the development of other LGBTBEs and have not received past scholarships from the NGLCC.

NGLCC Scholarship Eligibility

- 1) Applicant must complete the scholarship application and fulfill all requirements.
- 2) Applicant must be the owner or principal of a currently certified LGBT-owned business.
- 3) Applicant's firm must be active in NGLCC and, where applicable, affiliate activities including the NGLCC National Business and Leadership Conference, NGLCC National Dinner, regional supplier diversity events or trade shows, affiliate meeting and/or networking events.
- 4) Applicant's firm must have been established for at least three years from educational program's start date.
- 5) Applicant's firm must have earned more than \$300,000 in revenue during its most recent fiscal year.
- 6) Committee will review each application with equal emphasis on the commitment of the candidate to attend the course and potential for business improvement that most closely matches the business need.
- 7) Applicants must be willing to answer follow up questions from the Scholarship Subcommittee in addition to the application form as determined by Subcommittee during review process.
- 8) Upon completion of the Executive Education Program, scholarship recipients must report back to the NGLCC on the program content and describe what he/she gained through participation in this program.
- 9) Applicant must attend the Executive Education Program as approved in advance by the Scholarship Subcommittee. The scholarship is not transferable and may not be sold to or used by anyone other than the applicant. If the winner cannot attend the course(s), the NGLCC must be notified within 5 business days.



NGLCC SCHOLARSHIP APPLICATION FORM

Applicant Information

Name: _____ Title: _____

Company: _____ Telephone: _____

Address: _____

City: _____ State: _____ Zip: _____

Education (Institution/Degree/Date): _____

Attendance at Professional Seminars/Conferences: _____

Participation in NGLCC: _____

Memberships in Professional Organizations (With Offices Held): _____

Company Information

Year Business Established: _____ Number of Employees: _____ Year Certified as LGBTBE: _____

Volume of Company Sales for the Past Three (3) Years

YEAR	COMPANY REVENUE
_____	_____
_____	_____
_____	_____

Geographic Market Capability (Check all that apply)

____ Local ____ Regional ____ National ____ International

Principal Products or Services: _____

Business References (List company, contact person, sales volume & telephone number): _____



Narrative (Please do not exceed two typed pages to answer these questions)

1. How will you and your company benefit from your attendance?

2. In what areas of business have you had the most experience? (Accounting, finance, marketing, personnel, etc.)

3. In what areas do you feel you need the most assistance?

4. What are you doing to support the development of other LGBTBEs?

I hereby affirm that the above information is correct, agree to allocate sufficient time to prepare for and attend the Executive Education Program at the Amos Tuck School of Business should I be selected, and agree to report on my attendance to the National Gay & Lesbian Chamber of Commerce.

Applicant's Signature: _____ Date: _____