



Canada's 1st LGBTQ Trade Mission to Vienna

March 20, 2023



About CGLCC

CGLCC is Canada's national advocate and voice for the 2SLGBTQI+ business community, and the certifying organization for LGBTQ business enterprises.

In collaboration with our corporate members, industry and government partners, and regional affiliates, we work to elevate the opportunities and successes of Canada's 2SLGBTQI+ business community.

Canadian 2SLGBTQ+ Business Ecosystem

8%

Of businesses are owned operated and controlled by a member of the 2SLGBTQ+ community



100,000 2SLGBTQ+ businesses in Canada.



\$22 billion in gross corporate revenue - or 1% of Canada's total.



435,000 employees.

Business Challenges

1 in 5

Experienced challenges in starting or scaling their business due to being part of the 2SLGBTQI+ community

1 in 5

Found an inability to access mentorship and coaching

1 in 4

Faced difficulties acquiring funding

1 in 5

Faced challenges succeeding abroad as a result of being part of the 2SLGBTQI+ community

Ongoing Barriers

1 in 3

2SLGBTQI+ business owners have purposely hidden the fact that their company has 2SLGBTQI+ ownership

1 in 4

2SLGBTQI+ business owners have faced discrimination in the past because of 2SLGBTQI+ ownership

1 in 4

2SLGBTQI+ business owners believe they have lost sales after identifying as 2SLGBTQI+

Opening Doors
Creating Access
Facilitating Opportunities...

Driving Economic Empowerment



Supplier Diversity

CGLCC certifies Canadian businesses that are 51% owned, operated and controlled by the LGBTQ community and then **connects** these LGBTQ certified suppliers with corporate and government members who are actively looking to **diversify** their supply chains.

CGLCC's Supplier Diversity Program was developed in collaboration with other globally recognized Supplier Diversity Councils, ensuring consistency and alignment across Programs.



Global Program

CGLCC's Global Program connects Canada's 2SLGBTQI+ enterprises with international business opportunities.

With a **global network** of LGBT Chambers of Commerce, the program:

- Builds network of international suppliers
- Creates strategic partnerships
- Facilitates international trade and procurement opportunities
- Builds capacity of global 2SLGBTQI+ businesses



Thank you

Questions? Email us!

Cass Elliott – Global Program Manager
cass@cglcc.ca

Darrell Schuurman – Co-Founder and CEO
darrell@cglcc.ca

