

GREATER

HOUSTON GAY & LESBIAN CHAMBER OF COMMERCE

May 96 Newsletter

MISSION STATEMENT

The Greater Houston Gay & Lesbian Chamber of Commerce (GHGLCC) fosters and promotes the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The chamber facilitates the exchange of ideas, resources, information and networking opportunities for its members. Promoting a positive image of the diversity of gay and lesbian citizens, and to further strengthen our position in society, the chamber provides opportunities for the personal, professional and social growth of its members. Membership in this organization in no way infers sexual orientation.

COMMITTEE CHAIRPERSONS

Program Development	Judith Meyer
Social	Helen Rouse
Membership	Mark Chupik
Media Relations	Rick Barnes
Internet	Kevin Cureton
Benefits	Ron Shelby
Ethics & Legal	Bill Smith
Corporate Policy	Rick Schroder
Business Development	Larry Harrison
Newsletter/Directory	Matt Pennington

Annual Membership Dues

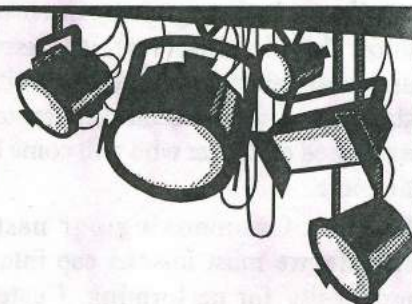
Individual...\$100 Corporate...\$175
For membership information call
(713) 523-7576

**GREATER HOUSTON
GAY & LESBIAN
CHAMBER OF COMMERCE**
1109 Hyde Park, Suite 178
Houston, Texas 77006
(713) 523-7576

CHAMBER MONTHLY MEETING MAY 6TH AT OVATIONS!

GHGLCC members and guests are in for a treat! On Monday evening, May 6th, our monthly Chamber meeting will be held at "Ovations", 2536-B Times Blvd., in the Village, where The Group Theatre Workshop will present an exclusive performance of **TEN PERCENT REVIEW**, the quintessential gay musical review, for the GHGLCC. The meeting begins at 6:15 p.m., with one hour of networking, hot/cold hors d'oeuvres and cash bar. At 7:15 p.m. the performance begins. You won't want to miss this one! Theatre seating capacity is 100, so **R.S.V.P. IMMEDIATELY** to assure your confirmed seat(s). Cost is \$17 for members, \$20 for non-members, and includes the performance and food.

*CALL THE CHAMBER HOTLINE
AT 523-7576 TO RSVP YOUR
ATTENDANCE!*



Here's what they're saying about
TEN PERCENT REVIEW...

*"...lilting songs and wry,
affecting lyrics..."*
TIME MAGAZINE

*"...a funny, riveting show
for gays and straights!"*
BOSTON GLOBE

*"..Entertaining, exciting, uplifting
evening. Totally captivating."*
BAY AREA REPORTER

*"...a SUPERB MUSICAL.
Do yourself a favor and SEE IT!"*
PROVINCETOWN MAGAZINE



FUTURE NETWORKING MIXERS CALENDAR

MAY NETWORKING MIXER:
Thursday, May 23, 1996
Dr. Norri J. Collier, Chiropractor
Located at
5433 Westheimer, Suite 1111
Tel: (713) 623-6305
FAX: (713) 840-7909

JUNE NETWORKING MIXER:
Thursday, June 13, 1996
Co-Hosted by
**The Lovett Inn
& Houston Gourmet**
at 501 Lovett Blvd.
Tel: (713) 522-5224

BUSINESS SAAVY

"Possessing attitude has long been an acknowledged attribute of our community. In fact, in many instances, the demonstration of excessive attitude allows one to reign supreme as a Queen Diva. Such behavior might be charming and funny among one's peers or family, but it is by no means appropriate when interacting with one's customers.

Granted, there are some customers who bring out the worst in the best of us. Yet, even in circumstances where we'd love to tell somebody to go jump in a lake (or throw them in ourselves), it's wiser for us to maintain control over our attitude, striving to make each and every customer a satisfied customer who will come back for more.

Instead of summoning our nastiest attitude, we must instead cap into our propensity for performing. Customer service is about perceptions, not reality. It's more important to give the impression that you understand that customer's complaints than to try to argue. Even though you're only pretending to value customer service, they'll perceive that you do indeed care about their problems. Even if you can't solve their problems, they'll perceive that you would have liked to be able to solve them. That way, they might come back again. At the very least, they won't think bad thoughts or say bad things to others about your business.

By anyone's estimation the national gay business network is now in cultural formation. How unfortunate it will be for our community if the stereotype we perpetuate to ourselves and our customers is that doing business in the gay community means being equipped to deal with attitude. There's simply no excuse ever to attack one's customers. Not only is it bad business, but it's bad politics, and it hurts us all. As long as we represent ourselves as gay businesspeople and members of a larger diverse, dynamic community, we shoulder the responsibility of representing one another to every single customer. Think image.

And remember: Respect each other!"

- Reproduced courtesy of the Jan/Feb. '95 edition of *Victory! Magazine*, published by MJ McKean-Reich.



"Corporate America is in the throes of a major upheaval more radical than reengineering, more powerful and pervasive than reorganization. The issue is gay and lesbian rights, and its effects extend to every area of modern-day business, including corporate marketing, advertising, hiring, promotion, benefits and political and charitable giving. The New York Times called gay issues in corporate environments 'the workplace issue of the '90's'"

- Cracking the Corporate Closet, by Daniel B. Baker

Corporate Policy Resource Committee Earns Special Recognition for Exceptional Performance!

The Corporate Policy Resource Committee is not walking, nor running, but RACING toward rapid achievement of their goal to bring about vital changes in corporate policy at Houston's major corporations, and have these companies become proud members of the Greater Houston Gay & Lesbian Chamber of Commerce. Under the leadership of Committee Chair, Rick Schroder (*Shell Corporation*), bright and dedicated committee members Harold Shultz (*Texas Commerce Bank*), Richard Wiederholt (*Basic Brothers*) and Richard Dodd, have met several times and established and published their goals and mission for this committee.

Using the accomplishments engineered by Harold Shultz at Texas Commerce Bank the past four years, this committee will approach corporations with workable guidelines to implement significant changes in their employment policies, which will benefit their gay and lesbian employees. The road traveled by Texas Commerce began when their Human Resources Dept. asked Harold Schultz to gather other gay employees and begin a task force to change TCB policies. Achieving remarkable results, TCB now has a model non-discrimination policy, and has made it corporate policy to require diversity training for all existing and new TCB employees. Texas Commerce Bank now officially sanctions the PRIDE Team (People Recognizing Individual Differences Equally), its gay and lesbian focus group, as an existing branch of the Diversity Council at the bank.

At present, the CPR Committee is collecting the established policies of major Houston corporations, and identifying those U.S. corporations who now have in place Domestic Partner benefit programs, as well as recognized gay and lesbian employee groups.

If you'd like to participate in this dynamic committee, or if you have information or suggestions about your own company, contact any of the committee members mentioned above. The GHGLCC membership at large applauds the outstanding efforts of this committee and the important role it's playing in our professional lives.

MEMBER PROFILE



DEBERA J. PHINNEY, *President* *MORTGAGE CREDIT REPORTS INC.*

Thirty-one year old Debbie Phinney was born in Kansas City, Missouri, and moved to Houston in 1979 where she started her professional career as a store detective for several major department stores. In 1984 she started working as a sales representative for Chilton Credit Bureau, and shortly thereafter became Regional Sales Manager for Credit Bureau Reports. By 1987 Debbie knew the ropes of the credit reporting business and realized the growth potential of this specialized industry, as credit card use by Americans started exploding.

Debbie had specialized in the mortgage credit areas for both Chilton and CBR, and with this experience and knowledge started her own company, MORTGAGE CREDIT REPORTS, INC. This woman owned and operated company has grown steadily since it began in 1987, and now averages \$500,000 in gross sales, processing in excess of 12,000 credit reports per year.

Debbie is a perfect example of how networking with fellow members can dramatically increase GHGLCC member's company sales and contacts. A Charter Member since January, she has added other Chamber members, RefCheck, Mortgage Associates of Texas, and Suzanne Anderson Properties to her client base, with Debbie's company providing to these members a variety of credit reporting services.

A fee based business, Mortgage Credit Reports charges its customers on a per report/per type of report basis, and the overall fees are calculated by volume of client requests. Debbie's company is able to assist individuals and businesses in the areas of employment screening, talent screening, potential home buyer screening, tenant screening, background investigation and public record searches.

When asked how being a member of the Greater Houston Gay & Lesbian Chamber of Commerce has helped her professionally, Debbie replies, "it's enabled me to add valuable new accounts to my client base, is increasing my annual gross sales, and is exposing me to greater opportunities within Houston's mainstream business community as well." An avid supporter of the GHGLCC, Debbie has also sponsored 7 additional Chamber members. Hats off to Debbie Phinney and Mortgage Credit Reports Inc.

Contact Debbie Phinney at (713) 460-9003,
fax (713) 460-9010, and Internet Address MCR@cent.com
(To have your company or professional service profiled in
future newsletters, contact Sandra Wilkins at 526-4471.)

Big Business Going After the Gay Dollar

"...indeed mainstream advertisers have sharply increased their activities aimed at this market...now making sales pitches at homosexuals are AT&T, Anheuser-Busch, Apple Computer, Benetton, Seagrams and Sony..."

- *New York Times, June '94*

GET INVOLVED! MEMBER HOSTED NETWORKING MIXERS

The membership of GHGLCC is invited to host a monthly networking mixer at their place of business. This is an ideal opportunity to showcase your business or service and to provide a location for fellow members to network. The host has complete control of the mixer - when, where, what time, etc. - and it is the hosting member's responsibility to provide refreshments to those attending. To sponsor a monthly mixer, call Helen Rouse at *Mortgage Associates of Texas* (713) 524-1850.



GET WEB WISE

Connect to the GHGLCC Web Page on the Internet, courtesy of John Freeman at Echo Communications and Kevin Cureton, our Chamber Internet specialist. Address is <http://www.echonet.com/ghglcc>. For any questions you may contact John Freeman at (713) 444-8264 or Kevin Cureton at (713) 737-5656

MARKETING FACTS

According to research company Yankelovich Partners, gay men and lesbians are a market department's dream, with such demographic desirables as:

- homosexuals are twice as likely as heterosexuals to have attended graduate school.
- they are highly concentrated in the top 25 metropolitan markets.
- they are self-employed at a rate almost two-thirds higher than that of heterosexuals.
- they are the most likely consumers of high tech products.



Operation Membership!

We are eager to keep our membership growing steadily as we begin preparation for the 1st Official Directory of GHGLCC members. Your Chamber needs each member to become responsible for increasing membership within the gay and lesbian community, and among the many gay friendly and gay supportive businesses throughout the Greater Houston area. We would

like to have 300 members before we produce our slick, attractive, Official Directory.

With this in mind, the Membership Committee is producing a "sales kit" to highlight the GHGLCC. This kit will summarize membership criteria, membership benefits, membership profile, and long range goals of the GHGLCC.

We are asking each member to take time during one business day per month to make a personal "sales call" on potential new members, go over the details of our Chamber in person and come away with a completed application and payment for membership. On our application is an area to designate "sponsored by". Each member who sponsors and gets potential individuals and businesses to join the Chamber will receive \$10 off of 1997 dues for EACH NEW APPLICATION PROCESSED AND PAID IN FULL. Sign up 5 new members and get \$50 off next year; sign up 10 and get \$100 off your '97 dues, and so on!

Contact Membership Committee Members, Laura Hudman at 520-7237 or Cheryl Conner at 644-5213 for how to get started.

We need
members to
contribute to
the newsletter!



Our newsletter is growing in scope and size, and we are adding new columns of interest with each monthly issue. The Newsletter Committee actively encourages members to submit ideas, and newsworthy information and announcements for inclusion.

Starting a new company? Expanding your service or product? Received a promotion or switched jobs? Moving business address, or expanding your current location? Contributed significantly or sponsoring a community service project?

Let us know and we'll spotlight this information in the newsletter, arrange for ribbon cuttings, and provide additional support and exposure for GHGLCC members. Submit any information or idea in writing, by fax to Sandra Wilkins at fax (713) 524-4733, by the 10th of the month for inclusion in that month's newsletter.

DON'T BE A "NO SHOW"!!

If you RSVP for yourself and/or guests, then you are responsible for the fee. Remember, if you "no show," you will be billed!



GHGLCC

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BOARD OF DIRECTORS

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Treasurer	Tom Fricke
Secretary	Jacqueline Doval
	Greg Jeu, Cheryl Conner,
	Patrick McKee, Michael Thompson,
	Suzanne Anderson, Stacy Williams

COMMITTEE CHAIRPERSONS

Benefits	Ron Shelby
Corporate Policy	Rick Schroder
Ethics & Legal	Bill Smith
Internet	Kevin Cureton
Media Relations	Rick Barnes
Membership	Laura Hudman
Newsletter/Directory	Matt Pennington
Programs	Laura Villagr'an
Social	Helen Rouse

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CHAMBER JULY MEETING

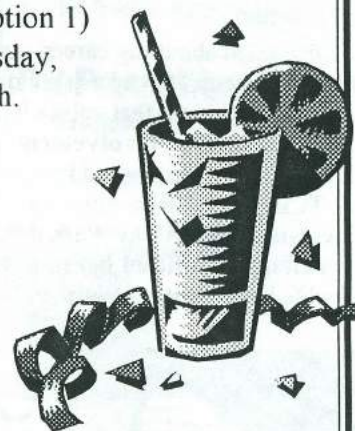
SCHEDULED FOR SUNDAY, JUNE 30!

To accommodate the 4th of July holiday week, we're doing our monthly chamber membership meeting on Sunday, June 30th, starting at 5:00pm! In celebration of the end of Pride Week, Uncle Sam and the Rainbow Flag, and the good progress our chamber is achieving.

Hosted by Plaza 9200 (The Ranch), we can enjoy indoor or outdoor fun, have our business meeting on the fabulous new covered patio, eat, drink and play. We'll provide bar-b-que, fajitas or steaks, for a modest \$10! Invite your friends, family and staff to

join you and other Chamber members for our July meeting in June!

Please RSVP with you and your guests' names to the Hotline, 523-7576, (press option 1) by Thursday, June 27th.



PRIDE PARADE and FESTIVAL, Sunday, June 23rd. Come Ride with us...

We're renting a flat bed truck, skirting it with member logo signs, and GHGLCC members are invited to ride with us during the parade on the truck. We have room for 35 members to ride, wearing GHGLCC T-shirts. We're decorating our "float" with logo signs of our various members who wish to participate. If you want your business or service represented on our "float", then you must call and reserve your space, and have a sign reproduced with dimensions no greater than 14 inches by 30 inches. We gather at 2:30pm on Sunday at Westheimer and Woodhead,

and the parade starts at 5:00pm.

To confirm your space, call Sandra Wilkins by June 20th at 526-4471 for details. Also, members are asked to volunteer to work at our booth space at the festival, following the parade to distribute GHGLCC literature and sign up new members.



*Hats off and sincere thanks
to GHGLCC members*

*David Arpin of First Health,
and Paul Sumrall of The Teacher Store,
for their generous cash contributions to
defray our costs for our "float"!*



Member Spotlight

Harold Shultz with Texas Commerce Bank Man with a Mission!!

Recognizing his tireless efforts to promote equality and non-discrimination in the workplace, we asked Harold to report on his rewarding journey. Here's his summary of these impressive efforts....

I am a native Pennsylvanian who made the trek to Austin, Texas, in 1979. After attending several colleges and universities—focusing on business management at the University of Texas—I began my professional career at Texas Commerce Bank (TCB) in Houston in 1987. Today, I manage a technology area where my group is working on a project to convert existing procedures into a paperless, cutting-edge work environment. This will result in greater customer and employee satisfaction.

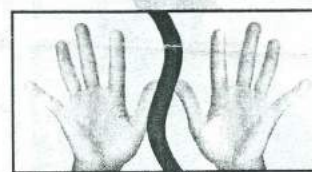
I am excited about my career—and the steps that I have seen TCB take in building a diverse work environment that values its employees' differences. My involvement with AIDS awareness and the gay and lesbian community at TCB started five years ago when I got involved in the AIDS Walk. I wanted to do something significant because AIDS has hit my life hard. I lost my first partner of six years

in the summer of 1986. I lost my second partner in 1990. My brother and his partner passed away in 1992. Over 200 friends have completed this life journey.

When I asked the bank to consider supporting the AIDS Walk/AIDS Foundation of Houston, TCB's Community Relations area asked me to make a presentation before its Community Partners Volunteer Council. Following my presentation, TCB became a corporate sponsor of the AIDS Walk. The following year, I joined the bank's volunteer council, where I continue to serve.

In 1994, TCB's Employee Relations division formed a committee—which I was asked to join—to review our Equal Employment Policy. That committee suggested that TCB formalize its commitment to the fair employment of gays and lesbians by stating in its Equal Employment Policy that TCB does not discriminate against any person on the basis of sexual orientation. I am especially proud that TCB has adopted this stance when so many other companies have not.

1995 was a year to remember at TCB. I was a campaign coordinator for the Spirit of Texas food drive, March of Dimes WalkAmerica, TCB's School Supply Drive, a bank-sponsored Volunteer Fair and TCB's United Way campaign. Other projects included the Names Project and the Bering Thanksgiving Dinner. A year later I was named chairman of the "From All Walks of Life" AIDS Walk fund-raiser. Our results have been impressive and they



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HOUSTON, TEXAS 77027

713.627.WELL(9355)

continue to grow. At the 1996 AIDS Walk, 200 TCB participants so far have raised over \$23,000, making the bank the largest corporate team in Houston in numbers of walkers.

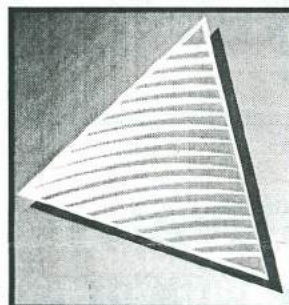
In addition, I am involved in the following organizations:

- 1998 AIDS Walk, citywide chairperson
- Museum of Fine Arts, corp. committee member
- GHGLCC, corporate committee member
- AIDS Walk, corporate team chairperson
- AIDS/HIV Resource Center, board of directors and chair of public relations committee
- Unity Church Information Desk volunteer and facilitator of "Living with HIV" group

Good things are continuing to happen. When TCB started its Diversity Program in 1995, I was asked to put together a focus group for gay and lesbian employees. The group was formalized into a standing committee in 1996. This group, P.R.I.D.E., (People Recognizing Individual Differences Equally), has a positive outlook and a plan to work together to address workplace issues. Our Career Resource Library is being expanded to include gay and lesbian reference materials. And, gay and lesbian issues are covered in a number of our Diversity programs.

In 1996, TCB will advertise in the Gay and Lesbian Yellow Pages. We will be the first major corporation to advertise in Houston's Out Smart magazine.

The management team at TCB understands the importance of diversity in the work place. I am proud to be a TCB employee and even prouder of the accomplishments we have made as an institution.



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GET INVOLVED! MEMBER HOSTED NETWORKING MIXERS

The membership of GHGLCC is invited to host a monthly networking mixer at their place of business. This is an ideal opportunity to showcase your business or service and to provide a location for fellow members to network. The beauty of sponsoring the monthly networking mixers is that they are completely controlled by the host member. They can be as casual and simple or as elaborate as you like. Cokes and cookies? Champagne and caviar? It's up to the host member to decide when, where and how to organize their mixer event. The day of the week is also entirely up to the host, so pick a date, provide the refreshments of your choice, and call Helene Rouse at

Mortgage Associates of Texas • (713) 524-1850

to get on the Networking Mixer Calendar!

MEMBER BUSINESS PROFILE



Principal Financial Securities

**BETH ELDRIDGE and
RON SHELBY**

Beth Eldridge is a First Vice President and Portfolio Manager with *Principal Financial Securities* in Houston. She's spent the past 12 years in the Financial Service Industry, managing over \$28 million in assets for individuals and corporations who do not have the time nor the interest to follow their investments daily. The first 10 years were spent at Merrill Lynch. Prior to that, Beth was CEO of a Houston-based broadcasting company. She holds a BJ from the University of Texas at Austin.

Ron Shelby is a Registered Investment Advisor and Investment Consultant with Principal. Prior to coming to The Principal, he spent 3+ years as a Floor Broker trading Futures and Options at the Chicago Board of Trade. He holds a BA in Economics from Stanford University, with additional coursework towards a MS in Financial Markets and Trading from the Stuart School of Business in Chicago. Ron is currently the Chair of the GHGLCC Benefits Committee.

Both partners specialize in utilizing computer models to allocate assets across various asset classes to help minimize client risk and increase overall returns. They work hard to be on the "cutting edge" of investing, using new tools and concepts to help their clients make money.

Their latest project is a community oriented portfolio program called a "Pride Account." These confidential, custom designed Investment Accounts are a new twist on Socially-Conscious investing. They are designed using publicly traded companies which have NON-DISCRIMINATION POLICIES IN PLACE SPECIFICALLY ADDRESSING ISSUES OF SEXUAL ORIENTATION. Clients are surprised at the quality and size of the companies they include. Clients don't have to pass up strong financial returns to be socially conscious investors! We can make ourselves heard, and make money too!!! As the investment dollars become more substantial, the accounts have the potential to become a "barometer" to companies that don't address our issues. Beth and Ron are the only two advisors in the country to currently offer this type of account. To affect change, a Pride Account needs to be part of every gay and lesbian investor's portfolio.

To learn more about this innovative way to put your gay dollars to work that earns both money and clout, contact these hardworking members at 268-5300, (800) 336-1624, or Internet: Beld@postoffice.worldnet.att.net

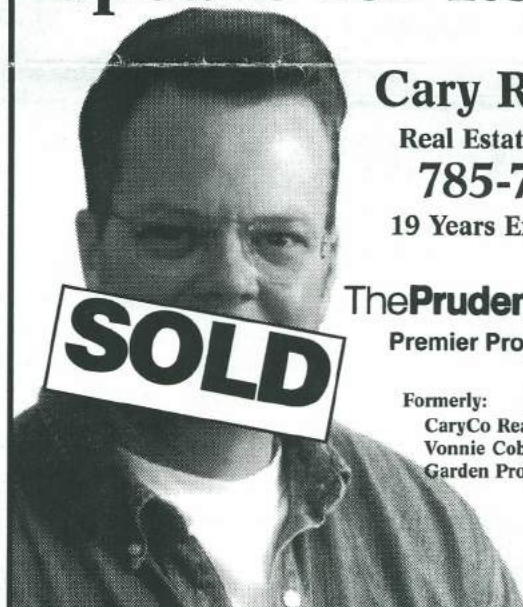
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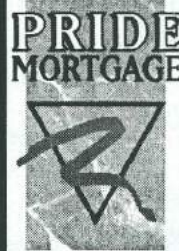
Formerly:

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Garden Properties

Actions Speak Louder than Words...



Dale Roggenbuck
Sr. Lending Officer
Charter Member/GHGLCC



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Future Networking Mixers, Breakfasts and Ribbon Cuttings.. MARK YOUR CALENDARS!

All members are urged to attend these events to network with one another and to support fellow member businesses...



RIBBON CUTTING CEREMONY PostNet,

Tuesday, July 9th, 12 noon
at new location 2620 S.
Shepherd, (across from Randall's
at Westheimer and Shepherd.)

NETWORKING MIXER

Thursday, July 18th, 6pm at
The Teacher Store
1001 S. Allen Genoa
(I-45 South to Edgebrook, turn left

Edgebrook, go to S. Shaver, turn
left, go to Allen Genoa, turn left,
Teacher Store 1 blk on right big
blue building!) Tel: 944-2306
hosted by Owner Paul Sumrall.



RIBBON CUTTING CEREMONY LOBO Book Shop

Thursday, August 1st, 12
noon. New location at
3939-S Montrose Blvd., in the
Montrose Commons.
Tel: 522-5156. Celebrate their

new location. Special treat:
Refreshments and DOOR PRIZE!

NETWORKING MIXER

Thursday, August 15th, 6pm at
4200 Montrose, Lobby Area.
Contact Dale Roggenbuck at
529-4488.

Co-hosted by
Pride Mortgage,
Preferred Graphics
and **Gay/Lesbian Yellow Pages.**



GHGLCC

1109 Hyde Park, Suite 178
Houston, TX 77006



77066-3942 25

Address Correction Requested

BULLETIN BOARD

DON'T BE A "NO SHOW"!!

If you RSVP for yourself and/or
guests, then you are responsible
for the fee. Credit cards are only
used for the purpose of holding a
reservation. Please pay with cash
or check. Remember, if you "no
show," you will be billed!

IMPORTANT NOTE TO MEMBERSHIP

The Board of Directors is always available to listen to your ideas,
suggestions, or concerns about our growing organization. If you would like
to address the Board at a Board Meeting, call the hotline at 523-7576,
and ask to be put on the agenda to speak at a Board Meeting, which are held
the 3rd Monday of each month.

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Communications and Kevin Cureton, our Chamber Internet specialist.

Address is <http://www.echonet.com/ghglcc>. For any questions you may
contact Kevin Cureton at (713) 737-5656. or E-mail at Cureton@rice.edu



CHAMBER *News*

Greater Houston Gay & Lesbian Chamber of Commerce

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CORPORATE POLICY

Rick Schroder

ETHICS & LEGAL

Bill Smith

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MEDIA RELATIONS

Rick Barnes

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Laura Hudman

NEWSLETTER

Matthew Pennington

PROGRAM

Bill Green

Dan DiDonato

SOCIAL

Helene Rouse

ANNUAL MEMBERSHIP DUES

Individual...\$100 Business...\$175

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Board Elections

Steve Black Speaks on

"Ten Characteristics of Top Producers"

Monday, November 4, 1996

DoubleTree Hotel, 6:00 PM Social, 7:00 PM Dinner

Our November Dinner meeting is set for November 4 at the Doubletree Hotel (Downtown) at 400 Dallas St. from 6 to 9 PM. Steve Black will speak on the topic, *"Ten Characteristics of Top Producers."* Nominees for the 1997 GHGLCC Board of Directors will be introduced, followed by the Annual Board Elections.

Steve Black will highlight the evening with a speech focusing on *"Ten Characteristics of Top Producers"*. Steve Black is Pinnacle Performance Group's most sought after trainer. He has been helping salespeople throughout the U.S. and Canada to overachieve their goals and earn incomes for over six years. People love to listen to him, as he shares real life experiences to them. Having been in the trenches for over eleven years, his message appeals to both the "green pea" and the "seasoned professional." Managers look forward to having him speak to their staff, because of his "outside authority", he can reinforce key messages that the manager may be trying to communicate to his/her staff. People will be fired up, with a little more bounce in their step as his enthusiasm is contagious.

We will also be conducting the very popular mini-business expo during the 6:00 PM reception/social hour. If your company is interested in displaying your products and/or services, please RSVP a display table by calling Program Co-Chair Dan DiDonato at (713) 528-7654.

The cost for dinner, speaker program, and election night is \$20 for members and \$25 for guests. Call the hotline at (713) 523-7576 by Thursday, October 31 (Halloween) ***It is required to RSVP for all who attend this meeting.*** Please Note: If you make reservations for guests that do not show for dinner, you are responsible for payment on those dinners. Guests who join the Chamber that night will enjoy the discounted member fee of \$20 for this meeting. The menu for the evening is listed below. If you need a special entree (vegetarian, vegan, low fat, etc.), please indicate so when making your RSVP.

RSVP by Halloween
(713) 523-7576

Menu

Dijonnaise Salad
Chicken Marsala (Sautced) with
Marsala Mushroom Wine Sauce
Walnut Cream Cake
Rolls, Butter, Iced Tea, Coffee, Decaf

MISSION STATEMENT

The Greater Houston Gay & Lesbian Chamber of Commerce (GHGLCC) fosters and promotes the economic development and vitality of gay, lesbian and supportive businesses and professional organizations in the greater Houston area. The chamber facilitates the exchange of ideas, resources, information and networking opportunities for its members. Promoting a positive image of the diversity of gay and lesbian citizens, and to further strengthen our position in society, the chamber provides opportunities for the personal, professional and social growth of its members. Membership in this organization in no way infers sexual orientation, preference, or gender identity.

Committee Reports

Social

Over 200 people attended the mixer hosted by Uniglobe First Travel (Coy Tow) on Friday October 18. Guest Jon Gundry won the grand prize - airfare and hotel in San Francisco for two! Chris Evers won Hotel space in Aruba. Congratulations!

We have some very exciting event coming up for the Holiday Season. John Frels & Helene Rouse of *Mortgage Associates of Texas* are having their Holiday Open House on November 21. Suzanne Anderson of *Suzanne Anderson Properties* is hosting a Holiday Gala at her office at 239 Westheimer on December 12 from 6 to 8 PM. **Mark Your Calendars!**

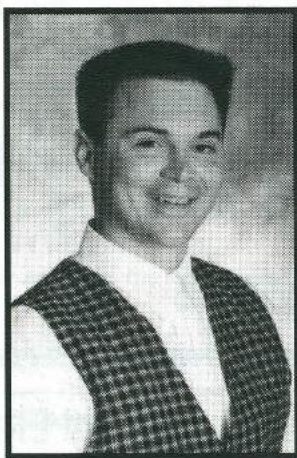
Remember, we are always looking for members to host our monthly mixers/socials. The event format is totally up to the hosts. This is a great opportunity for members to meet other members and community leaders. If interested, please contact Helene Rouse at (713) 524-1850.

Internet

Connect to the Chamber Web Page on the World Wide Web, courtesy of John Freeman at Echo Communications and Amy Looper at 7-Seventeen Group, Inc. The URL address is <http://www.echonet.com/ghglcc>. Contact Amy Looper at 7-Seventeen for information regarding the Web Site.

Newsletter

The Newsletter Committee will meet on Thursday, November 21 to discuss improvements with the layout and design of our monthly publication. We will continue to meet every 3rd Thursday of the month. If you'd like more information or have any questions or comments, please contact Matthew Pennington at The Houston Voice 529-8490 or Dan DiDonato at Preferred Graphics 528-7654. **The deadline for committee reports, newsletter articles, and chamber announcements is the night of the Chamber board meeting (3rd Monday of each month).**



President's Message

By Coy Tow

November is the month that one year ago the chamber of Commerce began to receive charter memberships! This November is the time that we must all consider our renewal as we focus on the Chamber goals and our personal goals for 1997.

The future looks extremely bright for the Chamber to become the leading community organization for the City of Houston in providing resources and information, in allowing local businesses to grow by networking and facilitating opportunities for joint advertising, promotions, and furthering education, and for providing opportunities for all gay and lesbian organizations in Houston to better communicate and act as a true community.

November is election month for the new Chamber Board and I hope that each and every Chamber member will be present at the November election meeting to assure the organization has strong leadership as we move into 1997!



MEMBER PROFILE

Clauzelle Daily

Straight, but definitely not Narrow!

Born in Hollywood, California in 1947, Clauzelle was destined to be a star. Her mom had the same doctor as Judy Garland! She returned to Texas when her dad was discharged from the Army after WW II, and grew up in Bryan. This bright, warm, and outgoing woman graduated from barber school in 1969, and has been cutting the hair of Houston's movers and shakers ever since. Back when Norris of Houston on Post Oak was the scene for doctors, lawyers, politicians and socialites to have their hair cut, Clauzelle started making a name for herself, clipping the best of them.

In 1980 she opened her own salon on Montrose Boulevard, catering to a mixed clientele of men and women, gays and lesbians. Eight years later, with a business partner, she bought the salon at the Downtown Y, and made a great success of working with Y members, and the corporate clients from the downtown area. In 1989 she married Steve Daily and four months ago, Clauzelle and Steve adopted a precious baby boy, Samuel Brock.

Balancing new motherhood with her career, she has returned to a downtown location, where she spends two days a week in the salon at 2016 Main. Clauzelle has adopted an holistic approach to her work, and is now promoting a campaign of beauty within and beauty without. This involves skin care, makeovers, nutritional supplements, and hair styling.

When she learned about the progressive professionals in GHGLCC, she asked, "can straight folks join? I've had gay and lesbian friends and clients for over 20 years, and I would love to be part of this dynamic new organization."

Clauzelle recognizes the value of networking, and knows that our community is very loyal to its fellow businesses and supporters. It is a genuine pleasure to spend time with this wonderful woman, and she does the best haircuts for men and women you'll find anywhere, for a reasonable \$25 for Chamber members.

Nominees' Messages

Our 1996 Board of Director Elections are Monday, November 4, during our monthly meeting. This year we are fortunate to have thirteen (13) highly capable nominees, some of whom are represented below. Each nominee was given three opportunities to present themselves to our membership through: introduction at our October Dinner Meeting; in this Newsletter; and each one shall have a couple minutes in advance of our elections to speak at the November Meeting. While we encourage every member to vote in person at our meeting, you are also welcomed to cast an absentee vote. Absentee ballots were mailed to each member on October 22, 1996. Please be mindful that while our bylaws allow absentee voting, they do not allow voting by proxy and each member shall have one vote. Please do not hesitate to leave a message on the Chamber telephone message center at (713) 523-7576 should you have questions, comments, or concerns. Someone from our committee will call you back shortly

Dan DiDonato



Entrepreneurial Business Owner and Artistic Director of Preferred Graphics. My goals are to facilitate, promote, and maintain a healthy exchange of information and support for our community's businesses. I will work towards an open environment of communication by being a "true representative" to our membership. As Program Co-Chair and Newsletter Editor, I've worked diligently to bring our group to the professional level represented by our membership. I wish to continue to serve in that capacity.

Dr. Jacqueline Doval



I have been board secretary and a founding member of GHGLCC, and am a Chiropractor and sole proprietor of the Alternative Health and Wellness Center. As a Lesbiana Latina, I have been an officer of AVES (Amigo Volunteers in Education and Services), President of LHI (Lesbian Health Initiative), Board of Directors of Team Houston, Lesbian Health Fair, and Houston's Black Tie Advisory Board, I look forward to serving GHGLCC and you. Vote for me!

Dale Englefield

Agent, Farmers Insurance Group of Companies, specializing in personal insurance, business continuation, estate planning. Used to be: writer (corporate training programs, operating systems for mid-sized franchise companies); school teacher (University of Houston-Central Campus, University of Texas-Austin, University of Montpellier-South of France). Simply, a professional tells the truth, keeps promises, knows when to dress, and gets paid for it. A Chamber goal: help members discover these are as easy as they sound.

Insert Picture
of
really cute
gymnast
with great hair

Committee Reports

Membership

Congratulations to each chamber member who actively participated in bringing new guests to October's chamber dinner. Thanks to you, we had the highest attendance of any chamber dinner with an incredible show of 58 new guests. All guests will receive the next two newsletters by mail, and be individually contacted by phone by a membership committee member to thank them for their attendance and invite them to the next chamber event. When you have a minute, you might want to call any guest that you invited and ask them to join you at future chamber functions.

Thanks to our administrator, Kevin Davidson for adding these prospective members to our database and for all the work he has done to assist our membership committee. As 1996 comes to a close, it will be time for many chamber members to renew their memberships. Remember membership fees are for a 12 month period beginning the month your payment is due.

Please note there will not be an increase in membership fees for individuals or business membership renewals paid before January 1, 1997. If you have any questions regarding membership please feel free to call Laura Hudman at 713/520-7237.

Program

We are continuously working to improve our programs, striving to meet the needs of our membership. We are looking for a few good people to join our committee to help facilitate these new ideas/changes. Please come by our next Program Committee meeting which will be held on the first Wednesday following the dinner meeting at 4200 Montrose, Suite 540, 6:00 P.M.

December will start the Holiday Season right with a casual, but festive Holiday Dinner/Party at the Downtown Doubletree Hotel with lots of song & Holiday cheer. Bring a small present for the **Red Ribbon Toy Drive** for Children with AIDS (Sponsored by AIDS Foundation Houston). Hope to see *everyone* there!

(continued on Page 4)

Nominees' Messages

Dr. Joyce M. Gayles



Joyce M. Gayles is a clinical psychologist and a professional and small business coach. She has a successful 12 year psychotherapy practice. Dr. Gayles is known for her workshops on prosperity consciousness and full potential development and is a speaker for regional professional groups. If elected, Dr. Gayles will bring to the Board expertise in the area of organizational development and innovation. Dr. Gayles is a multidimensional person whose interests, involvement and influence extend into diverse communities.

William L. (Bill) Green



I am a Certified Financial Planner with Green/White Advisors, A Registered Investment Advisor. I've been in business in Houston since 1966 and have a lot of business knowledge and organization skills to share with our Chamber and members. I also serve on the Board of Directors of the Montrose Counseling Center, and am a member of EPAH and of PFLAG. I want to see our Chamber grow and benefit all of us in business.

Laura Hudman



My belief is that every board member be truly active in our second year of development as it is vital to the success and continued growth of our Chamber. Since June, I have enjoyed chairing the membership committee and proudly welcome diversity within our membership with an "inclusive" attitude. If elected, I will work to promote increased member participation ultimately leading to increased business for each member. Thank you in advance for your thoughtful consideration.

Ron Shelby

Ron is Chair of the GHGLCC Benefits Committee, spending the past year reviewing Health Insurance policies for the membership. A graduate of Stanford with a degree in Economics, he brings to the board a strong background in finance and insurance, holding various licenses. Currently the Sales Manager for Environmentally Safe Insulators he also volunteers at Omega House. Ron sees the GHGLCC as a working resource for small businesses to get information, find support and grow.

Harold Shultz



I would like to represent you and our community on the board. The Gay Community for some time has been overlooked in its importance to the economical growth of Houston. I would like to bring forward my experience of 16 years in corporate America and my experiences of corporate boards. This is an excellent organization with great potential - this is evident by looking at its members and the current board.

Anita Renteria



Anita Renteria, a graduate of Texas A&M University, has been a professional in the high technology industry for the past twelve years. She recently became an entrepreneur when she and her partner founded the Computer Factory in July. Anita has been a Charter Member of the Chamber since its inception. She possesses excellent leadership and communication skills and would be an outstanding contributor to the Greater Houston Gay & Lesbian Chamber of Commerce Board of Directors.

Additional Candidates

Tony Carroll, Richard Hill, Marion Coleman, Tim Gibson

CNG Corporation Network Group Celebration and Mixer

When: Friday, November 8, 1996

Where: Baba Yega's (Upstairs)
2607 Grant St.

Time: 8:00 PM

Suggested \$5.00 donation at the door
Guests Welcome


Hosts:

Harold Shultz - Texas Commerce Bank - P.R.I.D.E.

Kerry Gosler & Stacy Tzapares - Amoco

Rick Schroder & Robert Bliss - Shell-SEA Shell

Sheila Jackson-Lee accepts a Honorary Membership
from Vice-President Sandra Wilkins after her speech
at the GHGLCC October Dinner Meeting



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November, 1996


Sun.	Mon.	Tue.	Wed.	Thu.	Fri.	Sat.
				<i>RSVP Deadline for Dinner 523-7576</i>	1	2 Business Dev Committee 11:30am Barnaby's.
3	4 <i>Dinner Meeting DoubleTree Downtown 6 PM</i>	5	6 <i>Program Committee, Noon Baba Yegas</i>	7 <i>Membership Committee, Noon Baba Yegas</i>	8 Corporate Network Group Mixer 8pm, Baba Yega Party Room	9 Business Dev Committee 11:30am Barnaby's.
10	11	12	13	14	15	16 Business Dev Committee 11:30am Barnaby's.
17	18 <i>Board Meeting Lovett Inn 6 PM</i>	19	20	21 <i>Newsletter Committee 6 PM, 528-7654</i>	22	23 Business Dev Committee 11:30am Barnaby's.
24	25	26	27	28	29	30 Business Dev Committee 11:30am Barnaby's.

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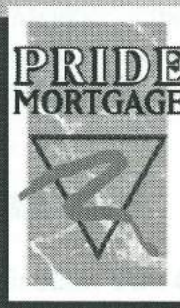
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Dale Roggenbuck
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529-4488

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Community News

Montrose Counseling Center Receives Grant

Montrose Counseling Center has received a grant from the Criminal Justice Division of the Office of the Governor for the State of Texas to provide counseling and case management services to survivors of hate crimes. The initial steps include building a referral base with other social service agencies in Houston and providing education regarding the services which we provide. We will then proceed with trauma counseling, case management, assistance with filing for Crime Victim Compensation and assistance with legal procedures when individuals are referred to us.

The Federal Bureau of Investigation defines a hate crimes as, "a crime motivated by racial, religious, ethnic or sexual orientation bias" (FBI, Uniform Crime Reports, 1994). Hate crimes are acts of violence toward a targeted individual, group or property. Hate crimes have, historically, targeted people who are perceived to be African American, Hispanic, Asian, lesbian/gay/bisexual or of a different religious group.


Hate crimes can be described as physically or verbally harming or intimidating an individual or group. A hate crime can also be destroying or altering property motivated by prejudice. Derogatory written statements aimed at a specific person or group is also a hate crime.

People who experience a hate crime may experience emotions such as fear, shame, anger, isolation and withdrawal. People may also experience behavioral changes such as moving to a new home or town, family and relationship problems or difficulties at work.

Many people feel the number of reported hate crimes is lower than the actual number which occur. There are a number of reasons why people may not report a hate crime. One reason is that people may feel they will be targeted repeatedly if they make their case public. Another reason is that people may feel that revealing personal information about their lives will make their situation worse. Lastly, methods of reporting hate crimes can be inconsistent and can vary from one individual to another.

Survivors of hate crimes need a safe place to discuss their feelings regarding hate crimes. We provide complete confidentiality and dignity for the survivor. It is not illegal to think hate, but it is illegal to act based on that thinking.

For more information on this new program or to refer a person for these services, please contact Gary Norman at (713) 529-0037.

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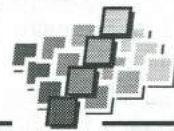
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ANNOUNCEMENTS

Note From the Board

The board of directors is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the Board at a Board meeting, call the hotline at 523-7576, and ask to be put on the agenda to speak at a Board meeting, which are held the 3rd Monday of each month.

Mini Business Expo

Due to the overwhelming response from the September Dinner Meeting, the Program Committee has decided to have the Mini Business Expo during the Cocktail Reception at every Dinner Meeting. We will accept up to ten reservation per meeting for businesses to display company information and/or products. To RSVP your space, please call the Chamber hotline at 523-7576 prior to the Thursday before the dinner meeting. We will confirm your reservation.

Welcome New Members!

Jeffrey Walker, Ph.D.	Clinical Psychologist
Mark Greinert	Midtowne Spa
Mark Cox	Software Source Inc.
Harold Wolpert	Alley Theatre
Brenda Daugherty	Diverse Office Solutions

Birthday Celebration This Month

Todd Partridge	11/2	Jeffrey Walker Ph.D.	11/18
Lin Fuller	11/5	Richard Hill	11/18
Robin Duncan	11/5	Greg Jeu	11/19
Clauzelle Daily	11/8	Kathy Griffin	11/20
Lea Bogle	11/12	Jackie Doval	11/21
Dan DiDonato	11/12	Coy Tow	11/23

Volunteers Needed!

The **Greater Houston Gay & Lesbian Chamber of Commerce** needs YOU! We are looking for individuals to get more involved with our committee system. If you would like to see improvements or change within our organization, we invite you to participant. Programs, social events, and Chamber policies are all decided at either the committee level or at the Board level. Your participation is what makes us a viable, growing, and ever changing entity!

GHGLCC

1109 Hyde Park, Suite 178
Houston, TX 77006

Address Correction Requested

CHAMBER *News*

Greater Houston Gay & Lesbian Chamber of Commerce

BOARD OF DIRECTORS**PRESIDENT***Coy Tow***VICE PRESIDENT***Sandra Wilkins***TREASURER***Tom Fricke***SECRETARY***Jacqueline Doval*

Greg Jeu

Cheryl Conner

Patrick McKee

Suzanne Anderson

Stacy Williams

COMMITTEE CHAIRS**BENEFITS**

Ron Shelby

CORPORATE POLICY

Rick Schroder

ETHICS & LEGAL

Bill Smith

INTERNET

Amy Looper

MEDIA RELATIONS

Rick Barnes

MEMBERSHIP

Laura Hudman

NEWSLETTER

Matthew Pennington

PROGRAM

Bill Green

Dan DiDonato

SOCIAL

Helene Rouse

ANNUAL MEMBERSHIP DUES

Individual...\$100 Business...\$175

For membership information,
call (713) 523-7576**GHGLCC**1109 Hyde Park, Suite 178
Houston, Texas 77006**Holiday Season Begins with a Festive Dinner****Singer Marsha Carlton / Clay Howell Entertain**

Monday, December 2, 1996

DoubleTree Hotel, Festivities begin at 6:00 PM

**Marcia & Clay**

The Chamber's December Dinner meeting is scheduled for Monday, December 2 at the Doubletree Hotel (Downtown) at 400 Dallas St. from 6 to 9 PM. The evening contains something for everyone. Come, and join us for great excitement, and festive happenings! If you have any suggestions on how to bring more fun to the evening, please contact Program Co-Chairs Bill Green at 869-1144 or Dan DiDonato at 528-7654. We may just add a few surprises for the evening! Expect the following...

Entertainment. Singer/Actress Marsha Carlton and pianist Clay Howell will perform a spectacular Holiday show. (Groups may gather to sing Holiday Songs.)

Art Exhibit. We will hold an Art Exhibit in lieu of the Business Expo. Nine area artists have accepted our invitation to display their works of art. Included in this event are: **Kermit Eisenhut** (mixed media), **Liz Zambrano** (Mixed Media), **Robert**

Ramos (Wood & Mixed Media), **Sculptor Rick Carpenter**, **Photographer Morris Goen**, **Eric Slough** (Oils), and **Heather Adams** (Watercolors). All artwork will be available for sale.

Toy Drive. We are planing to collect toys for the AIDS Foundation **Red Ribbon Toy Drive**. Please bring an unwrapped (child safe) toy to donate. Paul Sumerall of **The Teacher's Store** will be "on site" to sell toys at wholesale prices for individuals who would prefer to purchase a toy that evening. The AIDS Foundation will also accept check donations in lieu of a toy. Please make the check out to "The AIDS Foundation of Houston."

Dinner. Caesar Salad, London Broil with Sherry Mushroom Wine Sauce, Double Chocolate Cake, Rolls, Butter, Iced Tea, Coffee, Decaf.

The cost for dinner and program is \$20 for members; \$25 for guests. Call the hotline at (713) 523-7576 by Thursday, November 28 (Thanksgiving). **It is required to RSVP for all who attend this meeting.** Please Note: If you make reservations for guests that do not show for dinner, you are responsible for payment on those dinners. Guests who join the Chamber that night will enjoy the discounted member fee of \$20 for this meeting. If you need a special entree (vegetarian, vegan, low fat, etc.), please indicate so when making your RSVP. **Remember to RSVP by Thanksgiving Eve!**

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Benefits

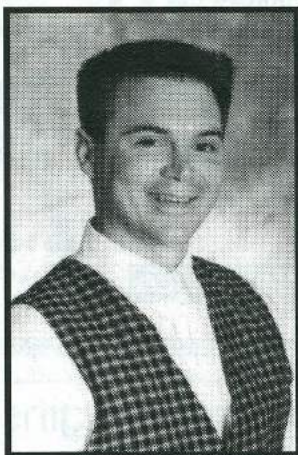
The Benefits committee is now compiling a list of businesses willing to offer discounts to members. If you fall into that category, or want to help on this committee, please call Ron Shelby at 350-4731.

Internet

Connect to the Chamber Web Page on the World Wide Web, courtesy of John Freeman at Echo Communications and Amy Looper at 7-Seventeen Group, Inc. The URL address is <http://www.echonet.com/ghglcc>. Contact Amy Looper at 7-Seventeen for information regarding the Web Site.

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President's Message

By Coy Tow

As we wrap up 1996 we all should be very proud of what the Chamber membership has accomplished in the first year. We certainly have had some challenges, and we also have so much more we can do to improve, promote and provide! We have only just begun to build the foundation of great things to come.

Leading the community through economic strength, increased communication, celebrating diversity, education and self development, assuming city wide leadership roles, increased benefits to both small and large businesses, all continue to be the

driving motivation and the reason why The Greater Houston Gay and Lesbian Chamber of Commerce will continue to thrive.

A very special congratulations to our newly elected Board Members and a heartfelt thank you to the Board Members who will rotate off! It was and is very reassuring to see so many talented and professional candidates step forward to consider a Board position. I hope that everyone who sought election will continue a active role in the Chamber in 1997. With all the dedication, leadership, and professionalism in demonstrated during the nomination and election process the Chamber is certain to sky rocket in the coming year!



MEMBER PROFILE

Bill Green, CPA, CFP, Partner, Green/White Advisors

Fifty four year young Bill Green was born in Tulsa, Oklahoma. Bill's dad is a petroleum engineer and moved the family frequently during his childhood, during the "boom days" of the oil fields. They settled in Pasadena when Bill was 12, and he's been a Houstonian ever since. After graduating from high school, Bill joined the U.S. Army for three years, and served in the accounting department in Korea. He's quick to add "this was long before 'don't ask/don't tell' and I have an honorable discharge!" Returning to Houston, Bill attended and graduated from The University of Houston with a BBA in accounting. He also married, and remained in "the perfect marriage" for seventeen years before realizing he was gay. Bill met his first lover on a flight to Corpus Christi and shortly thereafter came out to his wife, left the marriage, and settled into a twelve year relationship with Randell. Bill has been single for the past three years, but confesses, "I'm a better person in a relationship, and I am hopeful of spending at least 25 years with the same partner in my future."

A couple of years ago his business partner, Sandy White, encouraged him to become active in the gay community and to target the gay and lesbian community for their financial planning services. Needless to say, he's been on quite a roll since then, being an active member of EPAH, and serving on the Board of Directors of the Montrose Counseling Center, where is now is outgoing treasurer. Bill is proud to have been elected to the 1997 Board of Directors of GHGLCC, where he now serves as Program Co-Chair.

Bill's professional accomplishments and activities are impressive. He was recently selected as one of the Top 200 Financial Consultants in the country by *Worth Magazine*. With his business partner Sandy, Bill has taught courses in financial and retirement planning through the Houston Community College System, U of H, and Wharton County Jr. College. They also had a radio talk show called "The Money Show" on KPRC radio, which dealt with investments and financial planning.

When asked to describe his work, Bill says, "I help people focus on their financial goals, implement their financial plans, make investments and manage individual portfolios. My clients range in size from making a \$50 per month investment to a portfolio of several million dollars and everything in between. It's a thrill when young gay people come to see me to get started with their financial planning. I take pride in advising them about their financial futures, and look forward to being an active part of the GHGLCC mentoring program, where experienced professionals can guide and assist younger members with their professional growth and development. You can contact Bill at (713) 869-1144.

Congratulations New Board Members!


Welcome and congratulations to GHGLCC's 1997 new board members, elected at our November 4th meeting. The six new members are Marion Coleman, Bill Green, Dan DiDonato, Laura Hudman, Joyce Gayles and Tony Carroll. To complete the board, the following five members will return to serve in 1997: Coy Tow, Sandra Wilkins, Cheryl Conner, Patrick McKee, and Suzanne Anderson. New board members were asked the following questions, and four responded. Here are the questions and their answers: *Why do you think it's important for Houston to have a Gay & Lesbian Chamber of Commerce? What do you think the number one priority of our Chamber should be for 1997? What contribution(s) do you hope to make to the continued growth and development of GHGLCC?* The answers are as follows:

Marion Coleman

Our Chamber is important because before its existence, we lacked an effective way for the community as a whole to truly network with one another. Houston's gay community likes to support each other's businesses. The Chamber is the perfect vehicle for allowing all of us to get to know one another in this supportive manner.

The first priority for 1997 is membership, and I think the 2nd priority is continued improvement of the newsletter. If we have a snappy newsletter, it will entice non-members to join. Since I've stated these two priorities, let me say these are the areas where I pledge to make major contributions in time, effort and energy.

Dan DiDonato




It is of extreme importance to maintain a force which promotes our community's businesses and fosters an environment for new business start-ups. Through our common threads, businesses support our community in so many different ways. As a result of this strong support, we evolve society to accept diversity on the social realm.

My priorities for the coming year are membership growth and creating a strong committee structure with member participation.

I wish to truly represent every member. I will maintain an "open door" policy to welcome any suggestion or comment that would improve our Chamber for the benefit of all our members. I look forward to serving as your representative.


Bill Green



One of the ways to create **social and political power** in our city is by creating **economic power**. We can do that by promoting our G/L owned businesses and encouraging our members to use these businesses whenever possible. That should be a primary goal of the GHGLCC.

The number one priority of our Chamber is growth and stability of the organization. We can do this by looking at what we promise our membership and providing it. I will use my business and organizational skills to provide the kind of Chamber our members want, thereby helping to generate new members.

Laura Hudman



It's important to have a Gay & Lesbian Chamber not only for our community, but also to the City of Houston. Our individual businesses now have an organization where we openly come together in support of one another's professional successes, without negative judgments regarding personal lifestyles. To welcome all people into our Chamber is to demonstrate our acceptance of diversity, which may lead to more respect throughout the City for doing business with people because they provide quality products and services, not making those choices out of prejudice.

Our first priority is to provide quality programs and benefits to encourage membership growth and involvement, leading to a stronger, larger and more respected organization.

I plan to continue my commitment to promoting member involvement and membership growth. This goal is of utmost importance to me, and can be accomplished through my personal efforts as well as the efforts of a strong board working together.

Committee Reports

Membership

Over the past six months, it has been an honor to serve as the chair of the membership committee. We've grown into a team that cares about where the chamber is going. My sincere thanks to the active participation of our committee members: Scott Garrison of Merrill Lynch, Casey Holtzman of Banc One Securities Corporation, Cheryl Lamb of American Trust Mortgage, Patrick McKee of Advantage Capital Corporation and Todd Partridge of Gary Greene Realtors. Their belief and commitment strengthens our committee as well as the chamber itself.

Don't delay! Remember to renew your membership before the end of the year! You may do so via mail or at the December 2 holiday party.

A great way to market the chamber is to participate in a "Community Outreach" day. This is an opportunity for you to visit area businesses with another chamber member and introduce the owner or manager to an upcoming event. This will also be a chance for you to expand your business. If you are interested please call me at 713.520.7237. Thanks! Laura Hudman of OutSmart magazine.

Program

We are continuously working to improve our programs, striving to meet the needs of our membership. We are looking for a few good people to join our committee to help facilitate these new ideas/changes. Please come by our next Program Committee meeting which will be held on the first Wednesday following the dinner meeting at Baba Yega's at Noon (December 4, 1996).

The program committee is working to provide a very interesting program/dinner meeting for January. This program will consist of a panel/discussion group focusing on Gay Travel and will be presented by the travel/vacation businesses in our Chamber. More details will follow. To be a participant, please contact the Program Chairs Dan DiDonato or Bill Green.

Note: Please watch for a meeting location change in the very near future as we are negotiating new contracts for 1997.

December, 1996


Sun.	Mon.	Tue.	Wed.	Thu.	Fri.	Sat.
1	2 <i>Dinner Meeting DoubleTree Downtown 6 PM</i>	3	4 <i>Program Committee Noon Baba Yegas</i>	5	6	7 Business Dev Committee 11:30am Barnaby's.
8	9	10	11	12 <i>Membership Committee, Noon Baba Yegas</i>	13	14 Business Dev Committee 11:30am Barnaby's.
15	16 <i>Board Meeting Lovett Inn 6 PM</i>	17	18	19 <i>Newsletter Committee 6 PM, 528-7654</i>	20	21 <i>Suzanne Anderson Holiday Gala 239 Westhiemer 6 to 8 PM.</i>
22	23	24	25 <i>Christmas Day</i>	26	27	28 Business Dev Committee 11:30am Barnaby's.
29	30	31				

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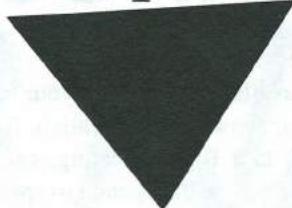
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ANNOUNCEMENTS

Notes From the Board

The Board of Trustees is always available to listen to your ideas, suggestions, or concerns about our growing organization. If you would like to address the Board at a Board meeting, call the hotline at 523-7576, and ask to be put on the agenda to speak at a Board meeting, which are held the 3rd Monday of each month.

The Board is currently looking for members interested in becoming more involved in our Chamber. If you are interested in participating, or you know of anyone who is, please contact President Coy Tow at Uniglobe First Choice Travel at (713) 667-0580. Positions available include committee chairs, committee members, and/or any other assistance a member would be willing to provide to the Chamber.

Welcome New Members!

Tammy Manning	Attorney-at-Law
A. Stacy Tzaperas	Intranet Marketing Group
Kerry L. Gosler	Intranet Marketing Group
Alice Costello	Attorney-at-Law
Poofter, Inc.	
Phil Huval	Financial Guardian

Birthday Celebration This Month

Rebecca Mize	12/4
Julie Shievener	12/7
Kermit Eisenhut	12/11
Dale Roggenbuck	12/13
Scott Garrison	12/21
Bob Gallop	12/22
Leslie Sutton	12/23
Esther Houser	12/24
Christopher Milam	12/25
David Blomstrom	12/30
Norman Salvato	12/30
Sandra Wilkins	12/31

Volunteers Needed!

The **Greater Houston Gay & Lesbian Chamber of Commerce** needs YOU! We are looking for individuals to get more involved with our committee system. If you would like to see improvements or change within our organization, we invite you to participate. Programs, social events, and Chamber policies are all decided at either the committee level or at the Board level. Your participation is what makes us a viable, growing, and ever changing entity!

GHGLCC

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Address Correction Requested