



2012/13 TAG Approved® Accommodations Program

**Reach LGBT consumers, meeting planners and travel agents in the United States.
A full year of marketing and educational support benefits for only \$179 US.**

TAG Approved® Accommodations is the largest program supporting LGBT-welcoming hotels, resorts and B&Bs in the world. With over 2,000 participating hotels meeting six LGBT-welcoming qualifications, we are the largest because we offer the most benefits for the dollar. Being TAG Approved® is more than a membership. TAG provides practical benefits to help your hotel cost-effectively reach gay and lesbian consumers throughout the United States, Canada and beyond.

TAG is operated by Community Marketing, Inc. and is based in San Francisco. Since 1992, CMI has provided a comprehensive portfolio of LGBT travel marketing and promotional products. Visit www.CommunityMarketingInc.com for a full list of services. For more information, contact Glen Fishman at glen@CommunityMarketingInc.com.

Practical Benefits for TAG Approved Members

Membership includes practical benefits that make the \$179 annual fee very cost-effective. Accommodations registering now will receive benefits through June 30, 2013.

TAG Approved Accommodations Web Directory: Your hotel is listed, searchable and linked on the worldwide internet directory, www.tagapproved.com, along with a hyperlink so consumers can go directly to your website.

Gay & Lesbian Travel Directory: Your hotel is listed in the Gay & Lesbian Travel Directory. This attractive resource book is distributed by direct mail to top LGBT travelers, travel agents, meeting planners and press. 20,000 copies of the directory are published in March.

TAG Approved Hotel Directory: Your hotel is listed in the TAG Approved® hotel directory. This publication includes a list of all 2,000 TAG properties and is distributed by CMI staff at LGBT events and conferences worldwide. 10,000 copies of the directory are published in September.

Travelocity Partnership: TAG is the official partner of Travelocity, which provides TAG hotels exclusive listings on Travelocity's microsite - www.GayTravelocity.com. This benefit is only available for accommodations that are Travelocity merchants.

TAG Approved Logo Usage: Your hotel is authorized to use the TAG Approved® logo on all promotional materials.

Monthly E-newsletter: TAG distributes a monthly member e-newsletter to keep you updated on TAG activities and benefits.

Education: TAG invites you to participate in twelve live webinars every year. Four of the webinars focus on how to provide diversity training in your hotel. Additional sessions are sales and marketing trainings to help you reach the LGBT community.

Research: CMI produces an annual LGBT tourism research report and provides it to TAG members at no charge.

TAG Help Desk: The TAG Help Desk allows you to call or email our marketing professionals to answer your questions on how to reach the LGBT market (some reasonable time limitations do apply).

TAG Approved is a registered certification mark owned by Community Marketing, Inc. All member benefits are subject to change.



2012/13 TAG Approved® Accommodations Program Qualifications

LGBT-welcoming “Best Practices” Qualification

In order to participate in the TAG-Approved® Accommodations program, your hotel must meet the following six gay-welcoming qualifications. If you have questions about the qualifications please call 415/437-3800.

1) Non-discrimination Policy

TAG members must have a non-discrimination policy that includes sexual orientation and gender identity. TAG recognizes that for some hotels, sexual orientation and/or gender orientation/identity non-discrimination is required by law by their country, state, or region. If this is the case for your hotel, it is acceptable to join TAG, even if your hotel does not have a formal nondiscrimination personnel policy. This recognizes the HR trend of defining your non-discrimination policy, in relation to the changing laws of your region. TAG recognizes that some of our hotels have sexual orientation policies in place, but have not yet developed gender identity policies. TAG expects hotels to start making this important policy change and to have this policy in place by 2013.

2) Equal Administration of Personnel Benefits

TAG members must treat heterosexual married couples and same sex marriages, domestic partners and/or civil unions equally in their personnel policies. This is often referred to as Domestic Partner Benefits. TAG recognizes that for some hotels, same-sex marriage is legal in their region and these hotels are not required to have domestic partner personnel policies separate from their standard married couple policies. TAG recognizes that many small properties have little to no employee benefits. This policy enforces the equality of the benefits, not the extent of the benefits.

3) Diversity Training

All TAG members must provide LGBT-specific diversity training to their employees. This training can be part of the diversity training offered by the hotel, or hotels can develop classes specific to LGBT concerns. TAG provides regular webinars on how to develop diversity training in your hotel. It is acceptable to register for TAG if you agree to take TAG's diversity webinar and implement diversity training in your hotel within six months of registering. This training is also available at no additional charge on disk.

4) TAG as a Watchdog

By becoming a TAG Approved® Accommodation, property management acknowledges that both their customers and employees may become “watchdogs” of their business practices. TAG encourages both hotel employees and customers to contact TAG to report if the property does not follow required policies. It is the policy for TAG to follow up on all complaints, and we expect the property to adequately address and resolve the issues presented. If TAG determines that the complaint is not being adequately addressed, or that the property does not meet TAG's Best Practices qualifications, the property will be terminated as a TAG member and the company must agree to immediately cease using TAG Approved® identification on promotional materials.

5) Community Support Policy

TAG Approved® hotels must support their local communities through cash, gift certificate or in-kind support to local non-profits. TAG strongly recommends that you include organizations that support the LGBT, AIDS/HIV or women's communities.

6) Significant Harm Policy

TAG recognizes that no hotel or hotel brand can police every owner, investor, manager, and employee. Unfortunately, situations can occur where a hotel meets the above qualifications, but an individual connected to the hotel does significant harm to LGBT equality. TAG reserves the right to terminate membership should these situations occur and if the hotel does not adequately address the concern.

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TAG Approved® Accommodation Registration Form Effective: Membership through June 30, 2013



Membership Contact Information

Hotel Name _____ Sabre # for Travelocity _____

Address / City / State or Province / Postal / Country _____

Contact Name _____

email _____

Business Phone _____ Fax _____

Please note: The hotel information above will be published in a consumer print directory and internet directory (we do not publish staff contact information). The staff indicated above will receive enewsletters about TAG benefits distributed through our StreamSend automated email system. By registering, you agree to being added to this list. Please make sure you open this email every month to take full benefit of your membership.

Please submit the following information for the on-line and print directory via email to TAGchanges@communitymarketinginc.com.

Then fax or mail your application. Once we receive your application with payment, we will retrieve the information from the system.

Date information was emailed: _____ From which email address: _____

1. Internet property description: We suggest including some gay specific information like distance to gay neighborhood or bars, community support or any other information you think is important. Each property has a maximum of 160 words for the internet listing.
2. Consumer reservations telephone number and consumer website
3. Number of rooms in property
4. Neighborhood: Maximum of 16 characters (examples, downtown, Castro, North of I-95, Midtown)
5. Type of property: Maximum of 12 characters (examples, boutique, luxury, all-gay resort, motor lodge)
6. 10 words that will be used in the print directory. This will already include your hotel name, telephone and website, so there is no need to repeat that information.
7. Website Image: The website will allow you to display one large image that is used as a header for your listing. Submit the image as a 552 px wide x 236 px high res JPEG (smaller OK), RGB color, 72 dpi. Note, using Photoshop, feel free to submit an image that contains multiple pictures/logos within the context of the maximum size. If you are totally lost on how to construct a composite image, email Glen.

GAY-WELCOMING QUALIFICATION

In order to participate in the TAG-Approved® Accommodations Program, your hotel must meet the six LGBT-welcoming qualifications on page 2 of this application. Please initial that you have read and qualify based on each requirement. Please call 415/437-3800 if you have questions about the qualifications.

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|---|--|---|
| 1) Non-discrimination Policy: Initial _____ | 2) Equal Administration of Personnel Benefits: Initial _____ | 3) Diversity Training: Initial _____ |
| 4) TAG as a Watchdog: Initial _____ | 5) Community Support Policy: Initial _____ | 6) Significant Harm Policy: Initial _____ |

Based on the above qualifications, our hotel meets the TAG gay-welcoming qualification.

Authorized Signature _____ Print Name _____ Date _____

PAYMENT: 2012/13 REGISTRATION FEE OF \$179.00 IS PAYABLE IN US FUNDS.

Pricing notes: If you represent a collection of five or more properties, group pricing is available. Please call Glen Fishman at 415/437-3800. Small B&B's and inns under twenty rooms receive a discount membership at \$99 annually.

Please make check payable to: Community Marketing, Inc., 584 Castro Street #834, San Francisco, CA 94114 - or - Please approve \$179 US to be charged to the credit card number below and return by fax to (+1) 415/552-5104.

Visa/MC/Amex # _____ Exp. ___/___ CVV _____ Signature _____