1. Louisiana GO Team Warms Up Food Company

With BCL help, Louisiana CCL members have started a Grasstops Outreach “GO Team”. GO Teams organize and empower chapter and state grasstops outreach, with a focus on local businesses. After identifying high priority companies, they used Cool Call email template to open the door for a meeting. Their email to an up-and-coming on-demand food services technology company got an immediate response. Within a month, they had a meeting with a senior executive, who ended the meeting with, “We want to help. What are our options?” Using BCL’s list of Top Ten Asks, they are now exploring those options with the company. Through their organized, persistent efforts, the Louisiana GO Team is establishing a network for climate action in a community already hit hard by climate change. Looking to reach out to businesses in your area? Learn more about GO Team campaigning at the GO Teams page of BCL’s Resources website.
2. Role-Playing at Tornadoes Regional Meeting

CCL Regional Conferences are a great way to introduce high-powered business outreach to your volunteers. This year BCL took its workshop, *Meeting With a Business Leader*, to CCL's 2019 Tornadoes Regional Conference in Fort Smith, Arkansas. The workshop is designed to demystify the process of meeting with a local business leader by planning and practicing the components of effective meetings. At the Tornadoes conference, workshop participants were grouped into teams of five and were given a business scenario with assigned roles, then planned and conducted a meeting, discussed follow-up after the meeting and subsequent plausible outcomes. The goal of the workshop is to equip participants with the confidence and outreach tools to go home and reach out to businesses in their own communities.

If you are interested in learning more about this workshop or having something like it at your next regional conference, see this [guide](#) or contact [bruceh@businessclimateleaders.org](mailto:bruceh@businessclimateleaders.org).

3. Winemakers and Growers Face the Impacts of a Changing Climate: Webinar on July 17th:

*(L to R) Jim Bernau of Willamette Valley Vineyards; Jay Raffaldi and Chris Nelson of Raffaldi Vineyards.*
Join us for a live discussion with three wine industry veterans about the effects of a changing climate on winemakers and growers. Speakers include Jim Bernau, the founder and winegrower at Willamette Valley Vineyards in Oregon, Jay Raffaldini and Chris Nelson, the owner and winemaker at Raffaldini Vineyards in North Carolina. The 30-minute webinar is scheduled for 5:00 p.m. PST (8:00 p.m. EST) on **Wednesday, July 17th**. You can register for the session [here](#). You can also support BCL/CCL’s Winemakers Climate and Carbon Pricing Declaration [here](#).

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You can join BCL by clicking the Join Now button of the [BCL Action Team](#) page on CCL Community.

Send story suggestions to [info@businessclimateleaders.org](mailto:info@businessclimateleaders.org).

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