



## Mentor-Protege Program for Emerging Businesses

**Mentor (noun):** a wise and trusted guide and advisor

**Protégé (noun):** a person who benefits from the experiences, support and advice of seasoned and influential person(s) with knowledge of key business practices to further his/her business.

**Note:** The dictionary does not define a mentor as a client or a protege as a subcontractor.

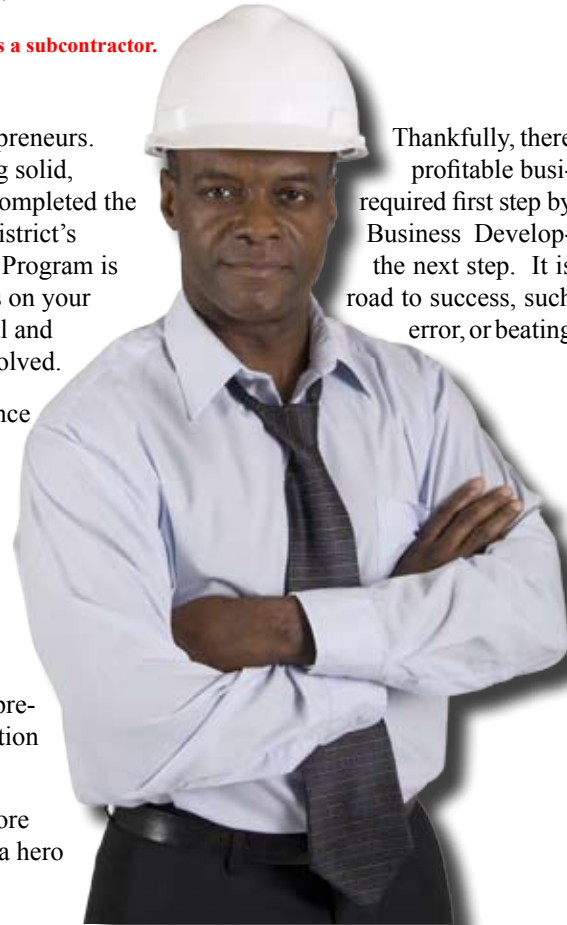
Face it -- very few people are born into a family of entrepreneurs. There are many men and women with a track record of running solid, businesses who want to help you succeed. You've already completed the completing Tier I of the Milwaukee Metropolitan Sewerage District's ment Training Program. Participating in the Mentor - protégé Program is designed to help you avoid costly and time consuming detours on your as, reinventing the wheel, going broke attempting learn by trial and your brains out trying to solve a problem that's already been solved.

Prism Technical Institute has brought together an abundance of talented leaders and resources from the organizations listed below to provide you with insightful mentors, coaches and advisors:

- ▶ The Milwaukee Metropolitan Sewerage District
- ▶ The Association of General Contractors of Greater Milwaukee
- ▶ The Small Business Administration's Service Core of Retired Executives (SCORE)

If you are serious about growing your business, complete the pre-qualification form on the reverse side and provide the information below.

Expanding on your success will allow you to employ many more people and to secure your family's future for generations. Be a hero to your family and your community. Take the next step today.



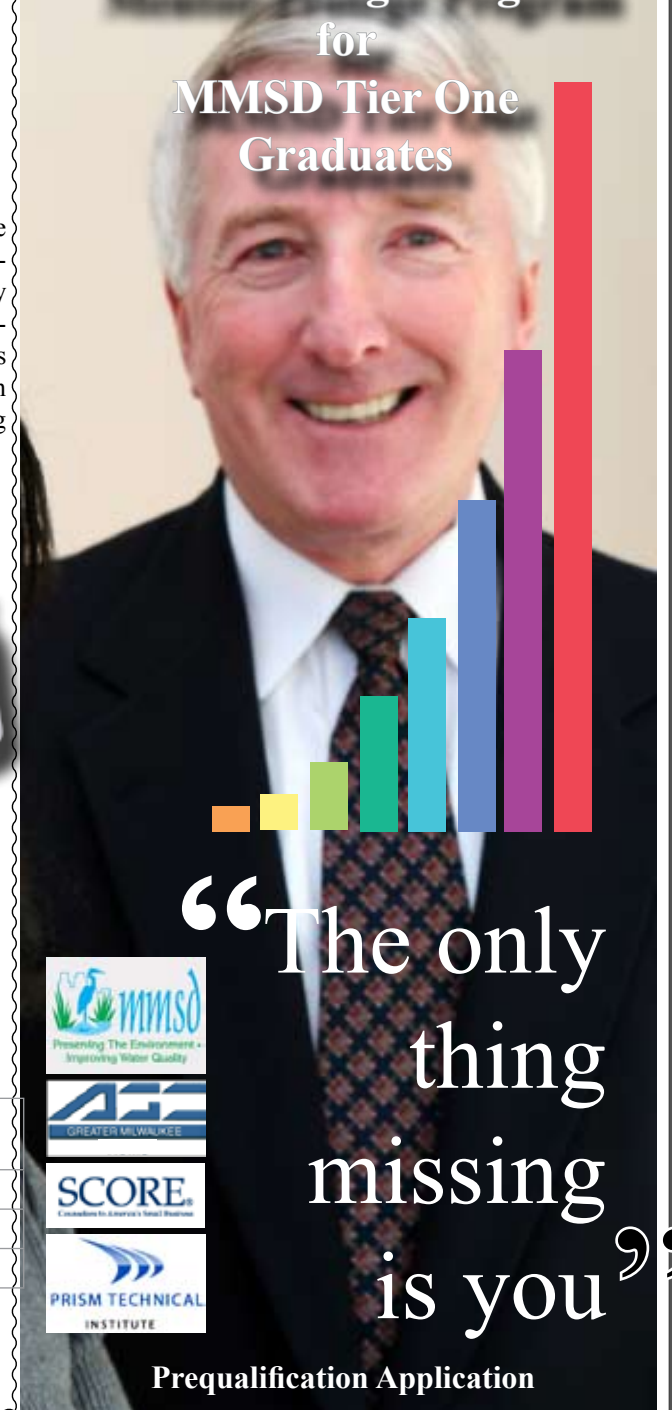
Thankfully, there profitable busi- required first step by Business Develop- the next step. It is road to success, such error, or beating

*Please attach the following documents with the application on the reverse side:*

<b>Business Plan or Narrative of Business Strategy Plan</b>	<b>List of Annual Gross Revenue for past three years (or as many years in operation)</b>
<b>Current Balance Sheet or Income Statement</b>	<b>Copy of Recent Federal Tax Return</b>
<b>Work in Progress list as of this Application date</b>	<b>Company Organization Chart</b>
<b>Copy of your certifications</b>	<b>Resumé of Company Principals</b>

*If you have questions, please contact: Prism Technical Institute (866) 266.7043 - Lafayette Crump*

## Emerging Business Mentor-Protege Program for MMSD Tier One Graduates



“The only thing missing is you”



Prequalification Application

# Emerging Business Mentor-Protégé Program Pre-qualification Form

*The Milwaukee Metropolitan Sewerage District (MMSD), the Associated General Contractors of Greater Milwaukee, the Wisconsin Small Business Administration – Service Corps of Retired Executives (SCORE) and Prism Technical Institute invite you to apply for their Mentor-Protégé Program. As a minimum qualification, your firm must have completed Tier 1 of the MMSD Business Development Training for SWMBE businesses. Please complete the information below to the best of your ability. If you do not have all the information requested below, please complete what you can and send in this pre-qualification form by April 24, 2009. Information provided will be kept in strict confidence and will be used only for purposes of selection into the EBMP Program. Any questions can be directed to: Lafayette Crump, Toll free at (866) 266-7043.*

## Contact Info

Company Name \_\_\_\_\_ Date founded \_\_\_\_\_ Web Address \_\_\_\_\_

President/CEO (Main Contact Person) \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_

Company Location / Street Address \_\_\_\_\_ City \_\_\_\_\_ ST \_\_\_\_\_ Zip \_\_\_\_\_

Email Address \_\_\_\_\_ Fax Number \_\_\_\_\_ Cell Phone \_\_\_\_\_

Number of Current Employees: Office/Support Staff \_\_\_\_\_ Production Staff \_\_\_\_\_

Officers: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Legal Structure:  Corporation  Partnership  LLC  Sole Proprietorship  Other \_\_\_\_\_

Please indicate:  Open Shop  Union Shop

Certifications:  MBE  WBE  MMSD SBE  EBE  DBE  8a  SDB  HUB Zone  Other \_\_\_\_\_

Please indicate your company's primary market(s):

Environmental  Commercial Buildings  Highway/Infrastructure  Residential / Single Family  Residential / Multi-Family

Sewer / Underground  Watercourse / Marine  Other \_\_\_\_\_

Primary Categories of Work

Trade Specific Contractor  General Contractor  Wholesale Supplier  Fabricator/Manufacturer

Limited Design/Engineering  Architecture / Engineering  Design/Build Contractor  Other: \_\_\_\_\_

List all projects completed in the last two years (Attach a list if more than six projects).

Ln	Project Name	Contract Name	Contract *	Category	Contract Value
1					
2					
3					
4					
5					
6					

\*Category - Enter "P" if you were a Prime, "JV" if you were a Joint Venture Partner, "V" for vendor or "S" for subcontractor.

What percentage of your work is: A. Public Bid \_\_\_\_\_% B. Private/Select Bid \_\_\_\_\_% C. Negotiated \_\_\_\_\_%

What associations does your company currently belong to: \_\_\_\_\_  
 \_\_\_\_\_

### Your Service Providers

General Liability Insurance company: \_\_\_\_\_ Agent: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Coverage Limit \$ \_\_\_\_\_ Umbrella Limit \$ \_\_\_\_\_ Comment: \_\_\_\_\_

Bonding company: \_\_\_\_\_ Agent: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Single Limit \$ \_\_\_\_\_ Aggregate coverage \$ \_\_\_\_\_ Comment: \_\_\_\_\_

Is your company affiliated with any other company?  YES  NO If Yes, please list: \_\_\_\_\_

Do you have any pending lawsuits?  YES  NO If Yes, please explain: \_\_\_\_\_

### Please attach the documents noted on the reverse side of this form.

I certify that the information on this application is accurate and complete. I understand this information will be kept confidential and will be used only in the selection process for this mentor-protégé program.

Signed by: \_\_\_\_\_ Title: \_\_\_\_\_

Print Name \_\_\_\_\_ Date: \_\_\_\_\_

Send completed form and attachments by Friday April 24, 2009 to:

Emerging Business Mentor-Protégé Program Committee  
 c/o Lafayette Crump  
 Prism Technical Institute  
 6114 W Capitol Drive – Suite 200  
 Milwaukee, WI 53216