

Enrollment Application

LPCiminelli Emerging Contractor Mentoring Program

Please complete all sections of the Application and include any requested attachments. Use additional sheets as necessary.

Minimum Qualifications for Emerging Contractors who wish to be considered for participation in the Emerging Contractor Mentoring Program (ECMP):

- Must have been in continuous operation for at least 3 years and have grown out of the “start up” phase.
- Must be located in Western New York.
- Must be a general contractor or subcontractor engaged in the business of constructing or renovating buildings and associated sitework.
- Firms that self-perform work or otherwise add substantial value to the building process will be given preference over firms that act primarily as a broker.
- Must be committed to becoming a profitable and sustainable contractor who is not solely dependent on “set aside” work.
- Must be willing to share all information about your firm with the Mentors assigned to work with you, and be willing to commit to the ECMP for at least 12 months.

Application:

- 1) Business name and address: _____

- 2) Primary business activity or specialty: _____

- 3) Primary geographical area of operations: _____

- 4) Who will be the primary participant from your firm?

(Name)	(Title)	
(Email)	(Address)	(Phone)
- 5) Annual gross revenues for your firm for:

	2006	\$	
	2007	\$	
	2008	\$	
	2009 (est.)	\$	

6) Please attach a copy of your most recent financial statement, including a balance sheet and income statement.

7) Do you have a written and current Business Plan in place? Yes No

For the next three questions, please attach additional sheets for your answers.

8) Please give a brief history of your business.

9) What would you like your business to look like in 3 years?

10) In a brief essay, please address the Minimum Qualifications noted above, and explain why you would like to participate in the ECMP and why you feel you are a qualified candidate.

11) Check the categories where you feel you could use assistance:

- | | |
|--|--|
| <input type="checkbox"/> Business Planning | <input type="checkbox"/> Prompt payment procedures |
| <input type="checkbox"/> Implementation and Action Plans | <input type="checkbox"/> Records and contract management |
| <input type="checkbox"/> Organizational structure | <input type="checkbox"/> Personnel management |
| <input type="checkbox"/> Market analysis | <input type="checkbox"/> Accounting |
| <input type="checkbox"/> Operations assessment | <input type="checkbox"/> Bonding and insurance |
| <input type="checkbox"/> Bid preparation | <input type="checkbox"/> Banking services |
| <input type="checkbox"/> Scheduling | <input type="checkbox"/> Job cost systems |
| <input type="checkbox"/> Purchasing | <input type="checkbox"/> Payroll management |
| <input type="checkbox"/> Equipment and materials | <input type="checkbox"/> Overhead management |
| <input type="checkbox"/> Soliciting and writing subcontracts | <input type="checkbox"/> Profitability assessment |
| <input type="checkbox"/> Negotiating and preparing change orders | <input type="checkbox"/> Others _____ |

Application submitted by: _____
(Name and title)

(Date)

Please mail or deliver completed applications by **4pm on Thursday, January 7, 2010** to:

Mr. Lew Markle
Sr. Vice President
LPCiminelli Inc.
2421 Main Street
Buffalo, NY 14214