

Illinois Utilities Business Diversity Council /  
Kellogg Executive Program at Northwestern University

# SCHOLARSHIP APPLICATION FORM

Summer Session



## REQUIREMENTS FOR PARTICIPANTS

- Must be certified National Minority Supplier Development Council (NMSDC) with a minimum of 3 years in business.
- Sales of more than \$5 million for manufacturing and distribution firms and at least \$3 million for service firms
- Applications must be received by April 5 and emailed to [contactIUBDC@gmail.com](mailto:contactIUBDC@gmail.com)

## APPLICANT DATA

Name \_\_\_\_\_

Title \_\_\_\_\_

Race/Ethnicity \_\_\_\_\_

Company Name \_\_\_\_\_

Company Website \_\_\_\_\_

DUNS Number \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Registered Company Address \_\_\_\_\_

Registered Address Line 2 \_\_\_\_\_

City, State, Zip \_\_\_\_\_

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## BUSINESS DATA

Business Start Date \_\_\_\_\_

Business Structure

*Please check ONE circle that identifies your business structure:*

Sole Proprietorship

Partnership

Corporation

Joint venture

Limited Liability Company

Limited Liability Partnership

*Please check certification class:*

Minority-Owned Business

Women-Owned Business

Veteran/Service Disable Veteran Own

Small Business

List all individuals or entities that own 10% or more equity or ownership interest in your company.

Year Established \_\_\_\_\_

Number of Full-Time Employees \_\_\_\_\_

Number of Part-Time Employees \_\_\_\_\_

Annual Gross Revenue (previous fiscal year) \_\_\_\_\_

Next Year's Projected Sales \$ \_\_\_\_\_

Industry Business Type \_\_\_\_\_

Business Description \_\_\_\_\_

## ASSESSMENT

What are your company's sales goals/objectives for growth? (i.e. % increase over last fiscal year)

Does your company have any liens or pending lawsuits?

Yes    No

Please describe your company's goal(s) in participating in the Supplier Business Development Program.

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What are your company's capabilities?

Please list sales by capabilities listed above (incremental statements)

What are the areas of your company that requires some improvement?

What have been your company's total sales for the last three years?

2017 \_\_\_\_\_

2016 \_\_\_\_\_

2015 \_\_\_\_\_

Is there a written business development plan that defines your company's goals?

Yes No

Is there routine, regular follow up and review on progress in attaining goals, objectives and strategies?

Yes No

Please indicate the areas of which performance measures have been set and whether they are consistently met.

Have you had any formal training regarding your business or ways to improve it?

Yes No

Does your company maintain an up-to-date accounting policies and procedures manual that covers accounting for fixed assets, the budget process, accounts payable process, procurement, payroll, etc.?

Yes No

Is there sufficient coordination between the accounting/finance and IT departments, resulting in timely reports and closing?

Yes No

Are key operating positions adequately staffed, thereby avoiding constant crisis?

Yes No

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## ESSAY QUESTION

In no longer than 500 words, please tell us why you should be selected for the IUBDC/Kellogg Executive Program at Northwestern University? How will you use the training you receive from the program? What impact will this training have on your business & the communities you serve?