



APS Academy for the Advancement of
Small, Minority and Women Owned Enterprises

AAAME 2009 Application Form

*AAAME Application to be filled out by principle business owner(s).
All application information is kept confidential.*

Name of Owner % of ownership		Business Name					
Street Address		City		State	AZ	Zip	
Mailing Address		City		State		Zip	
Home Phone (w/area code)		Cell Phone (w/area code)					
Business Phone (w/area code)		Fax Number (w/area code)					
E-Mail Address		Web site					

Name of Owner % of ownership		Business Name					
Street Address		City		State	AZ	Zip	
Mailing Address		City		State		Zip	
Home Phone (w/area code)		Cell Phone (w/area code)					
Business Phone (w/area code)		Fax Number (w/area code)					
E-Mail Address		Web site					

Attach additional pages as needed.

Provide a description of your business, be as specific as possible.

Do you own and/or participate in any other businesses? If yes, please describe your involvement.

Why do you want to be a participant in AAAME?

What business goals do you want to achieve? How do you believe AAAME can help you achieve these goals?

Where do you see your business in 2 to 5 years?

Do you currently outsource any work? Examples could include accounting, legal or other services that do not require a full-time employee. If so, please describe.

What skills / expertise / training do you have that benefits your business? Please describe.

Please indicate the quantity of full-time, part-time and temporary employees by category in the chart below and your business' average wage.

Category	Full-Time	Part-Time	Temporary	Average Wage
Administrative				
Technical				
Non-technical				
Management				
Sales				
Other				
Total				

How many employees do you have (excluding owners)? _____

What was your gross annual revenue for 2008? \$	How many years have you owned this business? yrs.
What was your 2008 net profit margin? %	How many years have you been in this industry? yrs.

Please describe your marketing strategy.

What is your business structure?

"S" Corporation
 "C" Corporation
 LLC
 Partnership
 SP
 Other

Is your company classified as "small business"? Yes No

Is your business woman-owned? Yes No

Is your business minority-owned? Yes No

If yes, please mark ethnic classification:

African American
 Asian Indian
 Asian Pacific
 Native American
 Hispanic American

Other (specify):

If certified as a minority-owned company, please attach a copy of your certification.*

***(Please note, certification is NOT required for admission to AAAME.)**

AAAME process:

AAAME begins a new class once each year. Applications for the upcoming session are due June 26, 2009. After the initial review of the applications, interviews will be conducted. The selected companies will begin Boot Camp following formal notification and acceptance into the program. The new class will meet weekly for the first 14 weeks and then twice a month for the balance of their two years in AAAME. After Boot Camp, each company will also meet at least once a month with their AAAME Advisors. It is estimated that a commitment of at least 16 hours each month is required to participate in AAAME. It is also required that the company owner(s) be the AAAME CEO/participant. AAAME celebrates the graduation of a completing class each September.

- There is no fee for participation in AAAME, however, we do require a commitment of time by the participants.

The next AAAME session and timeline is:

- June 26, 2009 Applications are due
- July 2009 Interviews for the AAAME class will be conducted
- Sept. 2009 Boot Camp will begin - they will meet weekly for 14 weeks
Classes are held from 3 to 6 pm at the AAAME office, 400 N 5th Street, 16th floor
- Jan 2010 AAAME CEO meetings will begin and meet twice-a-month for the balance of the 2 years
- Jan 2010 AAAME Advisor meetings begin and meet at least monthly for balance of the 2 years.

Please attach and submit the following documents with your application:

- Copy of your business plan. If you don't have one, please tell us how you plan to make your business successful.
- Business financial statement which should include your profit and loss, income statement and/or balance sheet — current YTD, (or through 1st quarter 2009) and 2008 year-end.
- Brochures and/or other marketing materials.
- Resume demonstrating the education and experience of owner(s).

APPLICATION DEADLINE: June 26, 2009

If you have any questions, call Rena Huber at (602) 250-4712, e-mail Rena.Huber@aps.com or visit our Web site at www.pinnaclewest.com/AAAME

Mail application and required documents to:

AAAME – Attention: Rena Huber
PO Box 53999, MS/9685
Phoenix, AZ 85072-3999

Or hand-deliver to: APS / AAAME

400 N. 5th St – 16th Flr, Phoenix, AZ 85004

I, the undersigned, certify that (a) the information I have provided is true/accurate; and; (b) my business is in compliance with all laws, regulations and orders of regulatory authorities that apply to its operations and activities. False certifications may disqualify me from consideration or participation in AAAME. While this program is offered free of charge to selected participants, I understand that this program will require a time commitment of at least 16 hours a month. I acknowledge that I am willing to do this.

Applicant's Name (print please)

Applicant's Signature

Date

Applicant's Name (print please)

Applicant's Signature

Date

To learn more about the AAAME program or to access our application on-line, please visit www.pinnaclewest.com/AAAME.