Mountain Plains
Minority Supplier
Development Council

3/18/2021

Dear MBE,

Your company has been recommended to participate in a pilot NMSDC Center of Excellence Certificate Program (COECP). Done in partnership with the Mountain Plains Minority Supplier Development Council (MPMSDC), this program was specially designed to facilitate the growth of Class II certified minority owned businesses.

The program is comprised of:

- An Executive Education curriculum developed and instructed by Rutgers University to sharpen the knowledge base and business skills of certified MBEs;
- The expertise of our Corporate Members shared through one-on-one Executive Coaching forums designed to facilitate the practical application of the professional business skills necessary to go to the next level;
- Mastermind sessions consisting of speakers and/or seminars that will build on the key concepts taught throughout the program; and
- Dynamic peer to peer sessions to discuss growth strategies and establish ongoing relationships that could lead to future Tier I/Tier II opportunities.

The following is an overview of the program objectives:

Participants will develop a Strategic Growth Plan (SGP) and implement it with support and guidance from Corporate Member Executive Coaches.

By the end of this program, participants will be able to:

- Apply sharper business management and leadership skills;
- Build the capacity of their business through committed and loyal employees;
- Confidently respond to RFPs and pursue Tier1/Tier 2 Supplier Diversity opportunities;
- Maintain a healthy flow of Working Capital in their business;
- Increase the influence of their Brand in the marketplace in a way that clearly and succinctly communicates the competitive advantages of doing business with their firm;
- Develop and launch new products and/or services that strategically align to the business-critical goals of Corporate Member firms; and
- Streamline work processes through innovation and transformational leadership that optimizes performance and eliminates inefficiencies.

Along with instruction from the Rutgers University Center for Urban Entrepreneurship &

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Economic Development, MBE participants will have the opportunity to work one-on-one with Council corporate members.

The monthly time commitment for participation in this program is approximately 8 hours. This includes classroom, coaching, mentoring, meetings, seminars and assignments.

Below is a list of events you would be required to attend:

| PHASE I: BUSINESS THEORY & BEST PRACTICES (May 11 to July 20, 2021) | | |
|---|---|---|
| **Events** | **Date** | **Leader/Location** |
| **COECP Welcome & Orientation** (Showcase)<br>**RBS CUEED Entrepreneurship Education Kick-Off** | 05/11/21<br>12:00-3:30PM/ET | Rutgers Newark Campus,<br>Virtual Classroom Via WebEx |
| · CUEED: **Principles of Business Enterprise** | 06/08/21<br>12:00-3:30PM/ET | Rutgers Newark Campus,<br>Virtual Classroom Via ZOOM |
| · CUEED: **Advanced Negotiations** | 07/13/21<br>12:00-3:30PM/ET | Rutgers Newark Campus,<br>Virtual Classroom Via ZOOM |
| **PHASE 2: FLAWLESS EXECUTION** (Aug 9—Nov 16, 2021) | | |
| · CUEED: **Managing the Growth Venture I** | 09/14/21<br>12:00-3:30PM/ET | Rutgers Newark Campus,<br>Virtual Classroom Via ZOOM |
| · CUEED: **Leveraging Supplier Diversity Efforts & Managing Your Operations** | 10/12/21<br>12:00-3:30PM/ET | Rutgers Newark Campus,<br>Virtual Classroom Via ZOOM |
| · CUEED: **Entrepreneurial Finance** | 11/16/21<br>12:00-3:30PM/ET | Rutgers Newark Campus,<br>Virtual Classroom Via ZOOM |
| **PHASE 3: RAPID PURSUITS** (Jan ?—April 12, 2022) | | |
| · CUEED: **Managing the Growth Venture II** | 01/11/22<br>12:00-3:30PM/ET | Rutgers Newark Campus,<br>Virtual Classroom Via ZOOM |

| PHASE I: BUSINESS THEORY & BEST PRACTICES (May 11 to July 20, 2021) | | |
|---|---|---|
| **Events** | **Date** | **Leader/Location** |
| · MF: **HR Management Best Practices** | 07/27/21<br>12:00-1:30PM/ET | Cargill and/or Corporate Members<br>Local: Virtual/Link to be emailed |
| **PHASE 2: FLAWLESS EXECUTION** (Aug 9—Nov 16, 2021) | | |
| · MF: **Building a Sales Culture & Engaging in E-Commerce** | 10/19/21<br>12:00-1:30PM/ET | Cargill and/or Corporate Members<br>Local: Virtual/Link to be emailed |
| **PHASE 3: RAPID PURSUITS** (Jan ?—April 12, 2022) | | |
| · MF: **Risk Management & Cyber Security** | 01/25/22<br>12:00-1:30PM/ET | Cargill and/or Corporate Members<br>Local: Virtual/Link to be emailed |
| · MF: **Attracting Capital Investment** | 03/22/22<br>12:00-1:30PM/ET | Cargill and/or Corporate Members<br>Local: Virtual/Link to be emailed |

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If you are seriously interested in participating in this prestigious and innovative business development program, and can commit to the time requirements specified above, please click on the link below to begin the application process:

**Click here for Application**

**Your application must be completed by 03/31/2021 by 11:59 PM MST**. If your qualifications and reasons for wanting to participate in this program align with the program's overall objectives, you will be notified of your acceptance, 4/7/2021

Please note that applying does not guarantee that you will be selected. If you have questions contact April Burdick, Administrative Coordinator MPMSDC at (303) 623-3037 or email april@mpmsdc.org

Sincerely,

April

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