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Hellen: Ladies and gentlemen, welcome and thank you for joining today's live SBA web conference. Before we begin, please ensure you've open WebEx participants in chat panels, by using your associated icons located at the bottom of the screen. Please know that all audio connections are muted at this time. You're welcome to submit written questions during the presentation and these will be addressed during Q&A. To submit a question, please select all panelists from the drop-down menu in the chat panel, enter your question in the message book and press send. If you require technical assistance, please send a chat to the event participant. With that, I turn the conference over to Chris Eischeen. Chris, please go ahead.

Chris: Thank you Helen. Hello everyone and welcome to the 11th session of SBA's first Wednesday webinar series for fiscal year 2019. For today's session, we'll be focusing on the all small mentor protégé program. By the end of the program you should have a better understanding of this topic as well as the resources available to you. If you are a new to our event, this is a webinar series that focuses on getting subject matter experts on specific small business topics such as the all small MPP and having them provide you with valuable information you can use in the performance of your job. We appreciate you taking the time to participate in this FY19 program, and we hope that you benefit from today's session. Now for a little background on the first Wednesday program, the program was initially created for contracting staff, which is why the training is called 1102 first Wednesday. 1102 designated government series for contracting personnel was later dropped to be more inclusive of other GS series as federal agencies increase the requirements for non 1102s to obtain **[00:01:44 inaudible]** certifications. Additionally, other federal buying activities, SBA staff, P-Tax and SBDC personnel who after hearing about the training requested access and were added to the list of participants. That is why SBA's first Wednesday program is aimed at federal government employees and our resource partners like P-Tax and SBDCs. Thank you to those of you who are repeat attendees and welcome to those of you who are new to the program.

Slide three. As Helen mentioned, I am Chris Eischen and I work as a procurement center representative or PCR in Kansas City, Missouri. Additionally, Miss Gwen Davis who is the PCR in Minneapolis, Minnesota, will be reading your questions submitted during the program for our speaker to address at the end of today's session. We both work in government contracting area four and slide three includes our information. On to slide four, please note that all lines are on mute. However, you may submit questions or technical issues in the chat box on your screen. Your questions may be submitted any time during today's session by entering them into the chat box. These questions will be addressed at the end of our speakers' presentation. To make sure your question doesn't get overlooked, please ensure it is addressed to all panelists on the drop down and not just to one individual. As most of you know, we have transitioned a WebEx and I've been informed that some users may experience issues such as a blocked website or other error messages when attempting to access the

conference log in from their computer. If you are affected by this issue, please make sure you dial in and follow along with the slides provided in this email. We will ensure the page numbers are clearly stated so you can follow along. We're hopeful this issue will be resolved, and we apologize for any inconvenience. Now, if you are having any other technical issues, please call the AT&T support desk at the following number 1-888-796-6118 this telephone number is also included in the email invitation for today's program and on slide four of the PowerPoint presentation. Just keep listening in and follow along with the PowerPoint presentation. For more SBA Maul business program training and additional resources, please visit the SBA learning center@www.sba.gov

On to slide five. Did you know that the Association of Procurement Technical Assistance Centers or App Tech hosts a website where they post the first Wednesday programs? Since these sessions are being recorded, you can re listen to this program as well as previous sessions by visiting their website which is provided here on slide five. Additionally, procurement technical assistance centers or P-Techs are a great resource. Partnering with your local P-Tech for an industry day, sharing RFI notices or a source of solder announcement or referring small business concerns to a P-Tech are just a few reasons why they are such a useful resource for acquisition personnel. Please contact your local P-Tech for additional information.

Slide six is the program schedule for fiscal year 2019. Today's session on the all small mentor protégé program is the 11th and final topic in the series for this fiscal year. Some of you have inquired as to why we don't offer a session in September. The reason is that we understand that most of you are occupied with your under requirements and do not have time for the training. In order to use everyone's time more efficiently, we forego the training in September. Now regarding next year schedule, we plan to cover a couple of new topics as well as provide new guidance on other areas that have been presented in the past. You definitely don't want to miss that. Please keep an eye out for FY20 program schedule, which will begin on October 2nd of 2019. The email invitation for this session will be sent out in a couple of weeks or a couple of weeks before that session.

On to slide seven. I'm sure many of you will want to receive credit for today's training, so you'll be glad to know that today's session is worth one CLP. On the following slide, which is slide eight, you'll find the training certificate and I will go over the instructions at that time. Several of you may have received this information for the training from a friend or colleague, but if you want to receive an email directly from us notifying you of the upcoming first Wednesday webinar events, please send us an email at SBA learning. That's SBAlearning@sba.gov. In the subject line, please enter the words add to list and will ensure you're added to the distribution list. Onto slide eight, you'll see the certificate. Now this is where we typically have you fill in your name for the training certificate.

However, due to the size of the file for the training that we sent out, it was a pdf. This is a PowerPoint. First, you'll need to access the separate PowerPoint slide that was attached to the SBA email invitation you received for today's session. Once you open the certificate, you will manually fill in your name where it states, insert your name here, and next you will either print or save that certificate. Once this is done, you can coordinate the CLP achievement through your training program. Please note that SBA does not track your CLPs or communicate with your training program coordinator regarding your CLP achievements.

On to slide nine. Today's training has been assembled to address the all small mentor protégé program as well as provide you with additional resources available for your use. Our speaker has graciously accepted our invitation and she'll be directing me to... can you on to the next slide. As mentioned earlier, if you are unable to access WebEx, please follow along with the PowerPoint presentation that was included in the email for today's training. We will identify the page number so you can follow along. Also, please note that some viewers may experience a delay as a slight changes on your screen. Now I am pleased to introduce today's speaker to you, Ms. Lori Gillen, who is the director of SBAs all small mentor protégé program. We appreciate that you can meet with us today, Lori and I'll turn the program over to you now.

Lori:

Great, thank you. Thank you so much Chris for that introduction and for including us again in your first Wednesday line up. We know that even though we're last, we're definitely not least, so we appreciate the sentiment. I'm delighted to be here today with our small but mighty all small mentor protégé program team. They will be delivering parts of this presentation as we go along, and I will introduce them as they step up. We have a lot to cover and for some of the folks who are already familiar with the all small mentor protégé program. Some of it may feel a little redundant, but we appreciate your patience as we want to make sure that we're communicating information that everyone... allows to be on the same page with respect to the program. We're going to tag team on the presentation so that you can hear from everyone on our team who is here today.

We have three primary components of the presentation as you can see from... we're now going to move to slide 11, I believe it is. Yes. We have three primary components of the presentation, a little bit about a background on the program. Then we have some information about eligibility and the application and continuing eligibility process. Then finally we're going to talk about some resources and as part of that we're really going to touch on a little bit about JVs because we know how important that is for folks to understand. As we move on to slide 12 as part of the background, we will represent a quick history of the program and then we'll also focus on the benefits of the program, benefits for both protégé, for protégés, mentors, and for federal agencies. Slide 13. I'm actually move right on to the next slide 14. As many of you are aware, the concept of mentor protégé programs is not new to the federal government or to SBA. A handful of federal agencies had established mentor protégé programs in

the past. The most visible of which is probably the best known probably would be DOD. In 1998, the 8(a) program initiated a mentor protégé program to help boost the experience of 8(a) firms in competing for federal contracts and the 8(a) mentor protégé program currently has more than 340 mentor protégé agreements in place.

Next slide. Number 15. Following the success of the 8(a) mentor protégé program, SBA with presented with a challenge to expand the 8(a) mentor protégé program to include all small businesses. Two acts of Congress, the Jobs Act of 2010 and the NDAA of 2013 provided the opportunity and the authority for SBA to create a mentor protégé program that included all small businesses. These laws also required SBA to oversee and help consolidate the other mentor protégé program across the Federal Gov landscape in an effort to reduce duplication of effort and customer confusion.

Next slide, 16. A working group was established to define the parameters of the new program and in 2016 the all mentor protégé program was officially launched and accepted its first application. ASMPP also required any federal agency with a mentor protégé program in place excluding DOD to request continuation of their program or voluntarily retire their program. Six agencies have been approved to continue their mentor protégé program. Move along, we'll touch on that a little bit later in the presentation. Next slide, 17. The overarching mission of the all small mentor protégé program is to help firms gain experience accessing and winning federal contracts by allowing them to establish formal partnership with experienced firms and bid on contracts through JVs, they can form together that are offered in exclusion from affiliation. Sounds like a mouthful and we'll break it down a little as we move along in the presentation. What's important to know is that we're helping small firms to crack the proverbial chicken and egg dilemma that they face in doing business with the federal government, which is, how can a small firm gain experience working on a federal contract when contracting officials require firms to demonstrate prior experience working on a federal contract before they will give them serious consideration?

By partnering with experienced mentors, protégés not only learn the ropes of government contracting, but they're able to gain experience working on a federal contract. Therefore, we measure the success of the program by examining the amount and number of contracts that protégé firms win independently of their mentor. I'm going to turn... if we can move onto the next slide, 18. I'm going to turn this part over to Derek Brown who's one of our senior business analysts. He's been with the program since its inception in 2016 and he is going to walk through who benefits from the program. Derek.

Derek:

Good afternoon. Next slide. All right. As you can see from this, this slide, there are three primary beneficiaries of the all small mentor protégé program, mentors, protégés and federal agencies. The benefits to mentors include strengthening their supply chain. It is a smart business strategy to develop relationships with firms that compliment or support your mission. This program

encourages mentors to enter into a more formal partnership with smaller, less experienced enterprise and in an effort to build a long term and lasting relationship. Mentors also benefit by being able to form a joint venture with their protégé and bid on contracts that are set aside or reserved for small businesses without tripping all the affiliation issues that would normally prevent a joint venture from qualifying full of be set aside. More on the topic of JVs and exclusion from affiliation will come later.

Next slide. ASMPPP helps agencies to meet their scorecard goals by providing a larger pool of capable small businesses. Agencies may be more likely to designate even a large contract for small businesses knowing that there are multiple mentor protégé joint ventures that could compete for the award. Bringing the HEF of an experienced mentor to the table helps to negate concerns that contracting offices have with awarding contracts to less experienced small businesses. The partnerships with the experience mentors usually means that the protégé is better prepared for the contract, which makes the transition smoother. For example, a mentor might have already helped a protégé develop the proper accounting system and obtain the security clearance, which allows the JV to hit the ground running. Next slide, last but not least of course are the benefits, the protégés who gain business development assistance, which is critical to their success and government contract. In addition, protégés also benefit by receiving subcontracts from their mentor. Finally, performance on joint ventured means that the protégé family has the experience working on a federal contract that will allow them to win awards independent of their mentor. Next slide. The protégé benefit, we would like to give you a greater sense of the benefits that accrued to protégé firms. Next slide.

Chris: Slide 23?

Derek: Yes. As we mentioned earlier, the protégés receive guidance from their mentor. Next slide. There are six areas of business development support that protégés may receive from their mentor. Support is provided almost evenly across five of the six areas with international trade assistance being the least popular area of assistance. Examples of assistance that we regularly see include establishing stronger accounting system and internal controls, recruiting and retaining personnel, developing HR systems, sponsoring security clearances, learning how to write proposals and look for opportunities, equity infusions and loans to provide working capital. Next slide. The second area of support for protégés is sub-contracting opportunities that are provided by the mentor. Next slide. Finally, mentors help protégés to create joint ventures and bid on government contracts together.

Next slide. So, what is the result of all of this assistance? Next slide. Protégés expand their capacity to bid and win contracts independent of their mentor. The next slide.

Chris: We are on slide 29?

Derek: Yes. As you can see it appears to be working. Our most recent outcome data show that protégés have won 55% of independent bids, which is up from 33% in fiscal year '18. Next slide.

Lori: We are on slide 30 and we're going to pass the phone over to Latrice Andrews who is also a senior business analyst here in the all small mentor protégée program who has been with us from the beginning of the program. Latrice, we want you to talk about the eligibility and application process.

Latrice: Good evening everyone Latrice Andrews. Who qualifies to participate in the program? To be eligible, you must be agricultural cooperative, both the mentor and the protégé must be for profit with no findings of affiliation between the two. In other words, the protégé firm does not have a formal relationship with the mentor or vice versa. What are areas of affiliation that will raise concerns? Protégé is really an employee of the mentor, is the mentor controlling ownership interest in the protégé? Family relationships may be another trigger to SBA that some form affiliation exists.

The protégé must be small for their next code, they cannot have more than two mentors in a lifetime. I'm going to backtrack, when applying for the program, you must be small within the NYX code. The NYX code also must be your primary NYX code. If you're not applying in your primary NYX Code and you opt to apply in your secondary NYX code, you must provide proof that you've done work in that area of business. A protégé may not have no more than two mentors in a lifetime. We encourage you to shop wisely for your mentor because once you're in the program and you have to approve, be it 8(a) or be it all small. At this time the protégé is no longer able to apply with another mentor. Mentor is on the other hand, can have three at any one time. The mentor also may not own more than 40% equity in the protégés firm.

Next slide. If the mentor and protégé meet those basic qualifications, they are now ready to start the application process. Next slide.

Chris: Slide 34?

Latrice: Yes sir. Okay. The all small mentor protégé program will not select a mentor for you. Your first step is to select your mentor. Once you select your mentor, both you and the mentor must be registered in SAM. Both you and your mentor must take an online tutorial which will generate a certificate for you. Once you've done all that, you will go into certified.gov and start the application process. You will upload your signed NPA agreement. The protégé must submit a required business plan. If you or your mentor have other additional approved NPA agreements, whether it's with SBA or any other agency that has a formal NPA agreement or program, you must provide a copy of those. As I've mentioned earlier, you must provide proof of experience in a secondary NYX if that's how you... if that's the NYX code that you're applying under. How long does it take for us to make a determination? Once we receive a completed case, our

turnaround times are less than 90 days, but we do suggest that firms plan for a 90-day turnaround because we do have ebbs and flows in our application.

Next slide. If you are an 8(a) participant and you have an approved 8(a) NPA agreement you are eligible to transfer that agreement into the all small protégé program if you choose to. Here are the steps that you must follow, 8(a) firms can apply... they must fill out the addendum. We provide you with an addendum to fill out transferring your 8(a) NPA into the all small NPA, the 8(a) NPA are governed under 124520. This addendum will state that you are now governed under 125.9, which is the all small mentor protégé program. We will also ask for you to upload the existing approved 8(a) NPA agreement also the approval letter and your most recent annual review letter. Once that's done, you can upload that also into certify.gov. You do not have to do this through your local district office. You can do it straight through certify. As an 8(a) participant, you can either apply for the 8(a) NPA relationship or you can apply for the all small mentor protégé program.

Next slide. Since the all small project, all small mentor protégé program began in 2016, currently we have 935 approved NPA agreements, which makes all small, the single largest mentor protégé program in the federal government at this time. Next slide. What are the characteristics of these 935 protégés? These are three charts to provide a quick snapshot. The chart on the left illustrates the major NYX codes with construction and engineering leading the way, but as you can see, the program is gaining traction among other industries areas as well. The chart on the top right list, the top ten SBA district offices for NPAs. No surprise, the DC corridor for Baltimore through which will make up the majority of NPAs. However, it is good to see the program growing in other areas with a strong federal government presence. The chart on the bottom right demonstrates that our protégés represent a wide cross section of social economic categories with 8(a) and SDVOSB firms leading the pack. Next slide.

Female Speaker: Thanks, Latrice. We're now going to turn the phone over to... the presentation over to Tracy Ed Murphy, who will discuss the requirements for protégés to maintain eligibility in the program.

Tracy: Good afternoon. Let's walk through slide number 39. Protégés must submit annual reports, demonstrate material developmental benefits, and submit quarterly financial reports and certificates of compliance for joint ventures. Mentors must provide meaningful assistance as described in the NPA agreement. Next slide, please. SBA reserves the right to terminate the agreement for noncompliance if the mentor hasn't provided proper assistance, or if they have not renewed the agreement for an additional three year upon expiration after the initial three years. Next slide please. There are a few short resources that we want to bring to your attention that may be of assistance to you. Next slide. First, we will explore some information about joint ventures and then provide a list of our guiding regulations. Next slide please.

Joint ventures, ASMPP joint ventures are eligible to join venture as a small business and assume the identity of the protégé for any federal government prime contract or subcontract. ASMPP joint ventures are granted exclusion, excuse me, from affiliation. The curing activities must consider work done independently by each partner to the joint venture as well as any work done by the joint venture itself. MPA approval required prior to joint venture bid on award. ASMPP does not review or approve joint ventures. SBA district offices review and approve all JVs for 8(A) contracts regardless of whether the NPA was approved via the 8(a) or ASMPP programs. The ability to form joint ventures with exclusion from affiliation is an aspect of our program, but we were considered the cherry on the Sundae. However, protégés must follow the rules and regulations regarding joint venture in order to be compliant.

Let's walk through this slide together. Next slide please. This slide is for your reference to events to identify the regulations that govern these various topics. The all small mentor protégé program, the Regulations of 13 CFR 125.9, SBA size regulations, 13 CFR 121, the HUBZone program, 13 CFR 126.6, SBA certificate of competency, 13 CFR 125.5, SBA prime contracting, 13 CFR 125.2, non-manufacturer rule, 13 CFR 121.406 B, service disabled veterans, 13 CFR 125.15 B, 8(A) in STB regulations, 13 CFR 124.5, small disadvantage business, 13 CFR 124.1002 F, [00:30:49 inaudible] B program, 13 CFR 127, SBA subcontracting 13 CFR 125.3, limitations on subcontracting, 13 CFR 125.6. Next slide please.

As we mentioned earlier, there are six other federal mentor protégé programs listed on the next slide. Next slide please. These mentor protégé programs have unique features that differentiate them from the all small mentor protégé program, but mostly they all focus on strengthening the sub-contracting relationships between mentors and protégés. Those programs of the Department of Defense, the Federal Aviation Administration, NASA, Department of Transportation, US Department of Homeland Security, Department of Energy. Next slide please. ASMPP relies on our district offices and our resource partners to inform and assist protégé firms. Next slide please. This slide provides links to the major resources available to help protégé firms navigate the all small mentor protégé program and government contracting generally. SBA learning center, SBA resource partners and district offices and the all small mentor protégé team. We will turn the program back to Lori for a wrap up.

Lori:

Great. Thanks Tracy. If we can move to slide 49, this is our last slide. It's one of our favorites. We saved the best for last. We regularly monitor the outcomes of our protégés to ask ourselves the question of how does this program make a difference? Are we making any difference? This slide demonstrates the protégés are in fact benefiting from the all small mentor protégé program. I hope you can indulge us as we brag a little bit about some of the results of the first two approved cohorts. These numbers here, these outcome numbers that we're going to walk through are really based on information that annual reports that have been provided by, we're going to say roughly 400 protégés. As you can see, together, the protégé have received over 250,000 hours of support from mentors, which is a significant number of hours of support if you think about

that being provided by mentors free of charge. Protégés have added 2,700 FTEs that they attribute are the result of participation in the all small mentor protégée program. We ask them to make sure they attribute those numbers to us. They also report having received \$129 million in subcontracts from their mentors, which is an impressive number. They have formed 390 JVs, and as we had mentioned earlier about 55% of independent bids that have been offered have been won by protégé firms.

We're really excited about these outcomes and believe that they're showing quite a promise about the program. Nothing speaks more strongly though than a good success story. We are in the process of gathering some success stories. I did want to share a synthesis of one success story that we believe is the biggest contract today awarded to an all small mentor protégée JV team. I'm going to really summarize this briefly because I don't want to get into too much of the details, but, a DOD buying activity had a large contract that was set aside for a small business years ago. When the contract was up for renewal, the buying activity was concerned that they wouldn't be able to find a qualified small business with capacity and experience to undertake this large contract as the existing firm had sized down, being a small firm. When the contracting officials learned about the all small mentor protégé program, they had a hunch that there would be sufficient number of mentor protégé partners that would meet the requirements. They set it aside as an SDVOSB and sure enough, there were more than a few mentor protégé team that bid on the contract, and one of them won the \$360 million award.

The agency was delighted that they were able to maintain this as a small business set aside and have told us that, but for the all small mentor protégé program, they probably would not have been able to do that. We think that says a lot about the program and how contracting officials are utilizing it and recognizing the power of the program. We're going to wrap up here because we'd like to make sure we leave a lot of room for questions, which I imagine that you guys have. We do have Sam Lee who is with us today, and Sam is our attorney advisor and guru in all things joint venture, and far related. If you have any questions, we may ask Sam to go ahead and answer those. I'm going to turn it back to the moderator to help us with the question period.

Sam: Okay. Gwen. I believe we have a couple of questions out there. The audience, if you're interested in having additional questions asked, please put those in the chat box on your bottom right hand corner. Otherwise, Gwen, we'll start with the first question.

Gwen: Okay. First question is, is the mentor required to subcontract to the protégé and who tracks that?

Female Speaker: The mentor is not required to subcontract with the protégé, and so we don't track that necessarily, but they're not required. We hope they will, but we don't require it.

- Gwen:** Okay. This one is an actual situation. If a small business, for example, woman-owned or HUBZone joint venture with a large business personal contract, for another example, construction to meet high bonding requirement, estimated at 80 million, after completion of that project, will that small business firm no longer be considered a small business due to the size under the make, which they have previously performed as an all small mentor protégé?
- Sam:** That's a business of family from the capital the office. It's a bit hard to theorize on that. The way we calculate size is currently, we average the last three years of the firms received. I believe you don't take partial years in that. We have a proposed rule out right now to extend that period to five years. The size standard for construction is fairly high. It's almost \$40 million. In fact, the size standards are going up next week on 19. It really makes a difference in that scenario exactly how much the firm is making; how much is being passed through to the firm's tax returns. For more detail about that, the joint venture is split. The ownership of a joint venture is split between the joint venture participants. It would be in that case, the small business and the large business. Not all of the joint ventures revenue would be attributable to the small business. That would only be the percentage that is attributed through the joint venture agreement to the small business. For that sort of scenario, it really is very important how much money is actually going through to the small business. [00:39:41 inaudible].
- Gwen:** Okay. Next question. Online slide 40, it states, the program duration is three years with three options. Mentor protégé agreement from DOE is two years with three options. Is that correct?
- Female Speaker:** For us it's three years with the ability to extend for an additional three years. I don't know what DOE is off hand. It's a separate program, we're not familiar with it. We don't have the information right here at our fingertips.
- Gwen:** Okay. How is the partnership registered in SAM?
- Sam:** The joint venture can register in SAM and has to be registered in SAM. There are different options when you go with the SAM to designate yourself as a joint venture.
- Gwen:** How does the procuring activity evaluate past performance and technical capability of a new joint venture?
- Sam:** The procuring activities should take into account the past performance and the capabilities of each joint venture partner. That's a requirement from FDA's regulations and from the statutes. That you wouldn't just look at that joint venture entity by itself like the question indicates. The new joint ventures is not going to have past performance. It's probably not going to have capability as a new joint venture, but realistically that joint venture is partnership of multiple

firms, mentor and protégé. The agency should look the capabilities in the [00:41:35 inaudible] as partners.

Gwen: Next question is, can the mentor be a large business?

Female Speaker: Yes. We would say most of them are.

Gwen: Okay. How are the mentor protégé arrangements monitored to ensure they are not a disguise for a pass-through contract? For example, awarded to small business but large business doing most of the work.

Female Speaker: We require that anybody in a joint venture to submit their financials for that joint venture on a quarterly basis. We review the performance of the mentor protégé agreement every year as part of the annual report review. In that annual report we do ask questions about the percentage of work that has been distributed for each joint venture that had been formed. We do look at that and we do follow up with questions. We do try our best to ascertain and ensure that the protégés are performing on the contracts as they should be. Hope that answers that question.

Gwen: Next question is, does the JV require their own [00:43:10 inaudible] number?

Female Speaker: Yes.

Gwen: May joint ventures consist of multiple enterprises?

Sam: I'll start with the mentor protégé program, they can consist of more than two. In the mentor protégé program you just have two, you have the mentor, you have the protégé, but you can have joint ventures that have more than two, and we've seen some with three or four. If you're outside of the mentor protégé program, then you would not have, at least for small business set aside, you wouldn't have large businesses participating.

Gwen: Okay. How does the all small mentor protégée program affect the sub-contracting limitations? For instance, if the JV is considered 8(a), can a JV subcontract to another 8(a) company more than the sub-contracting threshold for the contract mix code?

Sam: The limitation on some contracting apply to the joint venture as the awardee. For example, when a services contract, which has a 50% limitation on sub-contracting, the joint venture has to perform 50% of the work itself. Then the joint venture can subcontract 50% to small business or a non 8(a) business in that example. That means that the participants to the joint venture comply with that 50% requirement. The mentor might do 30%, so the protégé could do 20%, and that would be enough because that adds up to 50. Additionally, under the limitations on sub-contracting change that we made in 2016. The first can also be similarly situated as sub-contractors that perform their required work. A

similarly situated entity is a firm that's in the same category as the certified on an 8(a) contract that would be another 8(a) firm. Theoretically the joint venture that wins an 8(a) contract could subcontract to another 8(a), and whatever work that sub-contractor would count toward the joint venture as required.

Gwen: He answered the next two questions with that answer, Sam.

Sam: Oh, great. Thank you.

Gwen: Those last two questions were also about limitations on sub- contracting and Sam, just answered those, those were the last two questions that we had.

Male Speaker: We will keep the line open for m... Let's see here.

Lori: If I can, we'd be interested in receiving any feedback from the folks on the call generally or separately. For any tips you have for us, how familiar do you think contracting officials and agencies really are with the program? How can we reach more of them? What do you hearing about the program that seems to be an obstacle that people might be facing? Where do you see our biggest challenges? How can we help you and others to utilize and advocate for the program within federal agencies? I don't know if anybody has any comments, they'd like to share on that, we'd be happy to hear those.

Male Speaker: Lori, question for you too. If they would like to direct any comments to you guys after the presentation, is there a good contact?

Lori: Yes, that would be our all small mentor protégé mailbox. That's allsmallmpp@sba.gov, or they're welcome to share any comments with me directly. That's Lori, lori.gillen@sba.gov.

Male Speaker: Okay. Lori, we did have one come in. I guess they're requesting more information on joint ventures permitted under GSA.

Sam: Our joint ventures can bid for GSA contracts. Generally, there shouldn't be any limitation on joint venture bidding or assume any offers on any sort of set aside or any sort of program. The joint venture should be allowed to submit bids or offers, as long as they comply with our program requirements, and they have a complying joint venture agreement. There's no limitation on joint venture bidding.

Male Speaker: Okay. Gwen did you see a couple of additional questions come in?

Gwen: Sorry, I was muted. How soon may we expect FDA to publish more guidance and regulations on limitations on subcontracting including asking for a subcontracting plan for certified?

Sam: We do some slight revision for the limitations on subcontracting that we proposed at the end of 2018, and we received comments on. Those changes should be out probably in the next 120 days. We have a 90-day meetings period at OMB. Had to give it to next **[00:49:03 inaudible]** eight days from now. Probably January or so, there should be a final rule that makes some slight changes, the limitation of sub-contracting and as a sub-contracting program.

Gwen: Okay. One more question for the all small mentor protégé program. If the JV is seeking HUBZone's status, will the JV entity have to meet HUBZone requirement or will it just be the protégé?

Female Speaker: Just the protégé, right?

Male Speaker: It's just the protégé, will have to meet it. Not the JV itself. The certification will be based off of the protégé.

Gwen: Okay. That's about it. There were a couple of GSA, there's one about applying a GSA Evergreen Awards with a six-year max agreement. I'm not sure if the question wasn't clear as to how that pertain to all small program.

Male Speaker: Okay. I was looking at the questions as well. If there are any additional questions that were not addressed during today's presentation, feel free to reach out to Lori or her team or, you can contact us at SBA learning, the email address for that as well. Like we mentioned earlier, I want to thank each and every one of you for making our FY19 program a success. As mentioned earlier, we will not have a program in September, so keep an eye out for our FY 20 program schedule, which will begin on October 2nd. That email invitation for the session will be sent out a couple of weeks before the session, so please take a look at that. Once again, want to thank Lori and her team for the great presentation, and for all the attendees as well. Thank you for your continued support of our program, and we look forward to seeing you in FY 20. Thank you very much.

Female Speaker: Thank you.

Female Speaker: Thank you.

Female Speaker: That concludes our conference. Thank you for using AT&T event conferencing enhanced. You may now disconnect.

[END OF TRANSCRIPT]

