



U.S. Small Business
Administration



U.S. Small Business
Administration

SBA's Small Business Mentor Protégé Program

Not intended for public distribution

Hosts

**Darryl Williams, Procurement Center Representative
SBA Office of Government Contracting, Area IV,
Warren, MI**

**Steven Szalo, Procurement Center Representative
SBA Office of Government Contracting, Area IV,
Rock Island, IL**

Welcome to “SBA Virtual Learning 2023”

1. Questions answered during the final 10 minutes.
2. Technical problems: Contact your IT admin who manages Teams settings for your organization.
3. Captioning available for this presentation.
4. We cover the “**SBA Quick Reference**” as time allows.
5. For more SBA training visit the SBA Learning Center website <https://www.sba.gov/tools/sba-learning-center/search/training>

Association of Procurement Technical Assistance Centers (APEX/APTAC)

Procurement Technical Assistance Centers are a vital resource partner.

- APTAC posts past “First Wednesday” programming at this link: <http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Contracting officer resources: “How PTACs partner with federal agencies:” <http://www.aptac-us.org/federal-partners/>
- Find your nearest APEX Accelerators/Procurement Technical Assistance Center at <http://www.aptac-us.org>

Small Business Administration YouTube Page

SBA YouTube page posts past “First Wednesday” programming at links below.

- October 5, 2022 – 8(a) Business Development Program Updates: <https://youtu.be/Yl5Sp0dP1aE>
- November 2, 2022 – Surety Bond Guarantee Program: <https://youtu.be/QlZJiMLcc5o>
- December 7, 2022 – Subcontracting Program: <https://youtu.be/gMaaeGl8CBs>
- January 4, 2023 – Surveillance Review Program: <https://youtu.be/euUX4Jv6kRI>
- February 1, 2023 – HUBZone Program: <https://youtu.be/YGnS8e6idCc>
- March 1, 2023 – The Mentor Protégé Program:
- April 5, 2023 – Non-Manufacture Rule (NMR):
- May 3, 2023 – Size Program:
- Jun 7, 2023 – Legislature and Regulatory Updates:
- July 5, 2023 – Market Research:
- August 2, 2023 – Service-Disabled Veteran Owned Program (SDVOSB):

FIRST WEDNESDAY VIRTUAL LEARNING SERIES

FY 2023 SCHEDULE

1:00 to 2:00 PM Central Time

FY 2023	Date	Topic
1	October 5, 2022	8(a) Business Development Program Updates
2	November 2, 2022	Surety Bond Guarantee Program
3	December 7, 2022	Subcontracting Program
4	January 4, 2023	Surveillance Review Program
5	February 1, 2023	HUBZone Program
6	March 1, 2023	The Mentor Protégé Program
7	April 5, 2023	Non-Manufacture Rule (NMR)
8	May 3, 2023	Size Program
9	June 7, 2023	Legislature and Regulatory Updates
10	July 5, 2023	Market Research
11	August 2, 2023	Service-Disabled Veteran Owned Program (SDVOSB)

The program schedule is for information only and is subject to change.

One Continuous Learning Point

- Self-service process for one CLP of credit: Many of you want to receive credit for today's training. You will be glad to know that today's training is worth one CLP. The slide presentation will include the training certificate on Slide 9. Fill, download the training certificate, copy and submit it through regular channels.
- If you listen in groups and you want all attendees to be included on the future mailing list, send email addresses of participants in an excel document to sbalearning@sba.gov.

“SBA 1st Wednesday Virtual Learning 2023”

This Certificate is awarded to

Insert Your Name Here

For completion of

The Mentor Protégé Program

This training seminar may be credited towards “Continuous Learning Points” as described in OFPP Policy Letter 05-01. Recommendation of One CLP.



Pamela J. Beavers

Director, Area IV
SBA Office of Government Contracting

3/01/2023

DATE

Today's Speaker(s)

Kanika A. Perkins

Deputy Director

SBA Mentor - Protégé Program

**Management and Technical Assistance
Division**

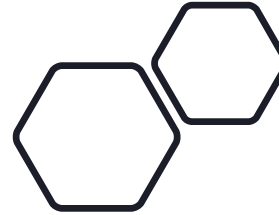
Office of Business Development

Small Business Administration



U.S. Small Business
Administration
SBA FIRST WEDNESDAYS SBA MENTOR-
PROTÉGÉ PROGRAM

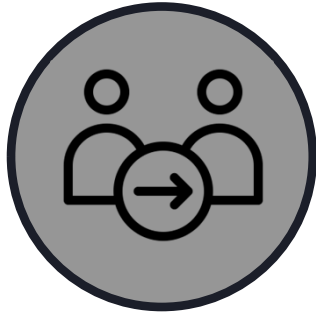
Q1: Protégé, SmallBiz is 8(a), HUBZone, and WOSB. SmallBiz forms an MPA relationship with mentor, BigBiz, and later a JV. Which certifications does the JV possess?



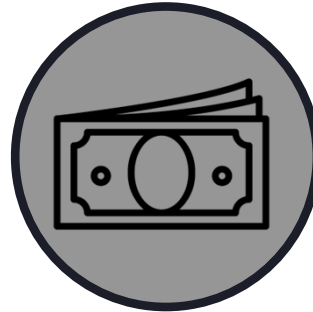
- A. 8(a)
- B. HUBZone
- C. WOSB
- D. All of the above

OVERVIEW

SUPPORT FROM MENTORS



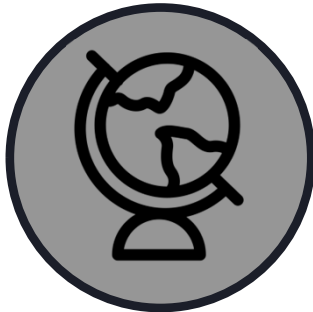
MANAGEMENT &
TECHNICAL ASSISTANCE



FINANCIAL
ASSISTANCE



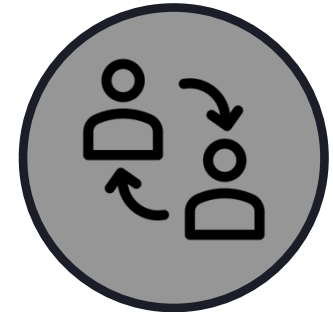
CONTRACTING
ASSISTANCE



INTERNATIONAL TRADE
EDUCATION



BUSINESS DEVELOPMENT
ASSISTANCE



ADMINISTRATIVE
ASSISTANCE

Joint Ventures

Protégé and Mentor form **Joint Venture** that qualifies as a small business.

Subcontracts

Protégé performs on contracts for Mentor.

Business Development

Protégé receives **guidance** from Mentor.

**Protégé expands capacity
to bid independently.**

**SINCE MPP BEGAN IN 2016, SBA
HAS REVIEWED MORE THAN**

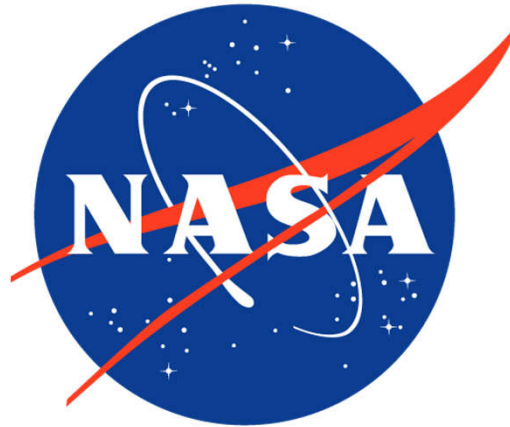
2474

MENTOR PROTÉGÉ AGREEMENTS



U.S. Small Business
Administration

Other Federal Mentor Protégé Programs





U.S. Small Business
Administration

SBA Mentor- Protégé Program

CONSOLIDATION OF MENTOR PROTÉGÉ PROGRAMS



FACILITY SECURITY CLEARANCES NOT REQUIRED FOR JV IF BOTH PARTNERS HAVE A SUCH CLEARANCE



ANNULMENTS FOR TERMINATIONS W/IN FIRST 18 MONTHS



MENTORS CANNOT SUBMIT COMPETING OFFERS



PROTÉGÉS FROM PUERTO RICO MAY HAVE UP TO FIVE MPAs



NO MORE THAN 40% EQUITY FROM MENTOR

MPP CONSOLIDATION CONTINUED...



**JV MAY RECEIVE
UNLIMITED
CONTRACTS IN TWO-
YEAR PERIOD – NO
MORE 3-IN-2 RULE**



**FACILITY SECURITY
OFFICERS MAY BE
ADMINISTRATIVE
PERSONNEL**



**NO JV APPROVAL
FROM SBA, INCLUDING
COMPETITIVE 8(A) JV**



**PROTÉGÉ MAY SUBSTITUTE
MENTORS**



U.S. Small Business
Administration

MPP Eligibility

A SMALL BUSINESS MUST HAVE THE FOLLOWING...



FOR-PROFIT BUSINESS



**NO MORE THAN
TWO MENTORS IN
A LIFETIME**



**NO DETERMINATION
OF AFFILIATION**



**NO MORE THAN
THREE PROTEGES
AT ANY ONE TIME**



SMALL FOR NAICS CODE



**NO MORE THAN 40% EQUITY
FROM MENTOR**



U.S. Small Business
Administration

The Application Process

PREPARE AHEAD

1 SELECT YOUR MENTOR

2 REGISTER IN SAM

3 APPLY THROUGH CERTIFY

4 ALLOW 105 DAYS

- ✓ 15 DAYS FOR SCREENING
- ✓ 90 DAYS FOR PROCESSING
- ✓ SUBMIT A CLEAN CASE

5 REMAIN RESPONSIVE

- ✓ CHECK YOUR INBOX & SPAM
- ✓ RESPOND QUICKLY
- ✓ RESPOND QUICKLY



U.S. Small Business
Administration

Maintaining Eligibility

PROTEGES MUST:

Submit annual reports

Demonstrate material or developmental benefits

Submit annual and project-end reports & Certificates of Compliance

MENTORS MUST:

Provide meaningful assistance, as described in agreement

POST-MPA MODIFICATIONS

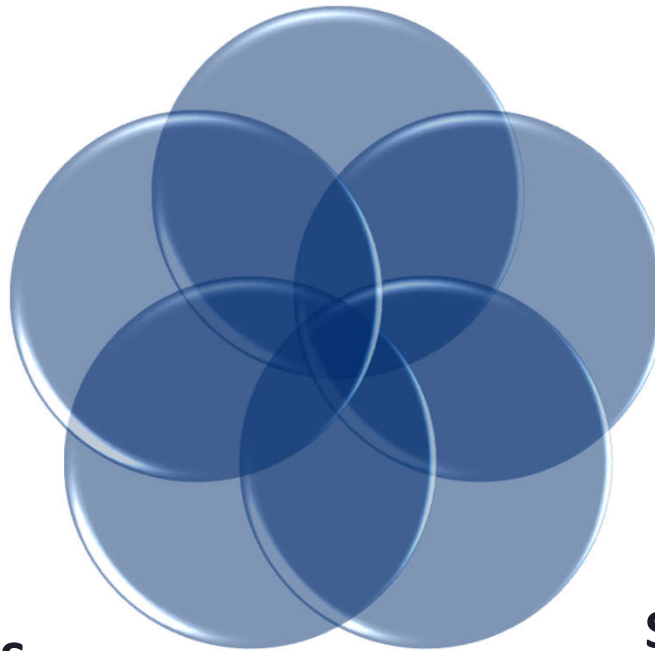
AMENDMENTS

**PROTÉGÉ
TERMINATIONS**

ANNULMENTS

**VOLUNTARY
TERMINATIONS**

SUBSTITUTIONS



SBA RESERVES THE RIGHT TO:

Terminate the agreement for noncompliance if the mentor hasn't provided proper assistance

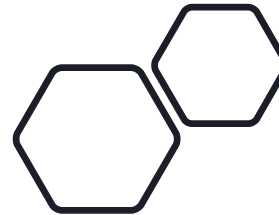
Renew the agreement for an additional three years upon expiration after the initial three years

JOINT VENTURES

JOINT VENTURE BASICS

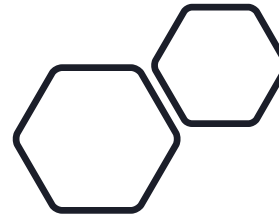
- **MPA approval** required prior to JV bid on award
- MPP does **not review or approve JVs**
- **SBA District Offices approve JVs for 8(a) sole source only**
- MPA JVs are granted **exclusions from affiliation**
- MPA JVs may earn **unlimited** contracts in two years
- Procuring activities must **consider past performance individually** by each partner to the joint venture as well as any work done by the joint venture itself.
- Protégé firms must perform at least 40%, Mentor firms may perform up to 60%

Q2:
JV Small-N-BigBiz receive a \$10M services contract. A similarly situated entity performs \$2M of the work. The JV must perform _____ of the work. Protégé, SmallBiz must therefore perform _____ of the work.



- A. \$3M, \$1.2M
- B. \$1.2M, \$3M
- C. \$1.2M, \$8.8M
- D. \$10M, \$0M

Q3: MP JV 123 wins a \$10 M prime contract. MP JV 123 subcontracts 50% of the work to its underlying partners (Protégé A and Mentor B) and 50% of the work to an unrelated firm. Protégé A performs 50% of MP JV 123's work share. How are receipts allocated to Protégé A for size purposes?



A. \$10M (100%)

B. \$5M (50%)

C. \$2.5M (25%)

D. \$0

RESOURCES



U.S. Small Business
Administration

Guiding Regulations

Under what circumstances can a joint venture be awarded an 8(a) contract?

13 CFR 124.513

What requirements must a joint venture satisfy to submit an offer for a procurement or sale set aside or reserved for small business?

13 CFR 125.8

What are the rules governing SBA's small business mentor-protégé program?

13 CFR 125.9

What requirements must an SDVO SBC meet to submit an offer on a contract?

13 CFR 125.18

What requirements must a joint venture satisfy to submit an offer and be eligible to perform on a HUBZone contract?

13 CFR 126.616

May a joint venture submit an offer on an EDWOSB or WOSB requirement?

13 CFR 127.506

All Small Mentor-Protégé Program

13 CFR 125.9

SBA Size Regulations

13 CFR 121

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 Veteran

13 CFR 125.15(b)

8(a) and SDB Regulations

13 CFR 124.5

Small Disadvantaged Business

13 CFR 124.1002(f)

WOSB Program

13 CFR 127

SBA Subcontracting

13 CFR 125.3

Limitations on subcontracting

13 CFR 125.6



U.S. Small Business
Administration

MPP Support

1

MPP Site

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program>

2

Active List of MPP MPAs

<https://www.sba.gov/document/support-active-mentor-protege-agreements>

3

Joint Venture Guide

Review 13 CFR §124.513 (c)



U.S. Small Business
Administration

Questions

1

MPP Mailbox

sbampp@sba.gov

2

MPP Deputy Director

kanika.perkins@sba.gov

Cell 202-689-4828

3

MTAD Director

sandra.barrett@sba.gov

Work (202) 205-7039