



**U.S. Small Business
Administration**



U.S. Small Business
Administration

SBA Mentor Protégé Program

Hosts

**Charles Mason, Procurement Center Representative
SBA Office of Government Contracting, Area IV,
Omaha, NE**

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

Welcome to “SBA Virtual Learning 2022”

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 (APTAC)

Procurement Technical Assistance Centers are a vital resource partner.

- APTAC posts past “First Wednesday” programing 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 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 6, 2021 – 8(a) Program Updates: <https://youtu.be/yNQ4u-Ha9Go>
- November 3, 2021 – Non-Manufacture Rule (NMR): <https://youtu.be/QnN2XvlaupQ>
- December 1, 2021 – Releasing Requirements from 8(a): <https://youtu.be/htkYbkajS4o>
- January 5, 2022 – Category Management Part 1: <https://youtu.be/JJ-OyTIT3HM>
- February 2, 2022 – Category Management Part 2: <https://youtu.be/tRw0yVR5fBA>
- March 2, 2022 – Market Research: <https://youtu.be/aDmwe1vBzIA>
- April 6, 2022 – SBA Mentor Protégé Program:
- May 4, 2022 – ESRS System:
- Jun 1, 2022 – Legislature and Regulatory Updates:
- July 6, 2022 – Women Owned Small Business Program:
- August 3, 2022 – HUBZone Program:

FIRST WEDNESDAY VIRTUAL LEARNING SERIES

FY 2022 SCHEDULE

1:00 to 2:00 PM Central Time

FY 2022	Date	Topic
1	October 6, 2021	8(a) Business Development Program Updates
2	November 3, 2021	Non-Manufacturing Rule (NMR)
3	December 1, 2021	Releasing Requirements from 8(a) Business Development Program
4	January 5, 2022	Part I: Category Management: Policy Considerations and Flexibilities and Small Business Utilization
5	February 2, 2022	Part 2: Category Management: Increasing Small Business Participation Through Subcontracting and Legal Obligations
6	March 2, 2022	Market Research
7	April 6, 2022	SBA Mentor Protégé Program
8	May 4, 2022	Electronic Subcontracting Reporting System (ESRS)
9	June 1, 2022	Legislature and Regulatory Updates
10	July 6, 2022	Women-Owned Small Business Program
11	August 3, 2022	HUBZone Program

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

One Continuous Learning Point

- Self-service: Using the PowerPoint that was sent with your invitation for this training event, fill in your name on the certificate slide and save. Download the certificate and print for your records. You submit your request for training credit IAW your agency policy, i.e. FAITAS.
- 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 2022”

This Certificate is awarded to

Insert Your Name Here

For completion of

SBA 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

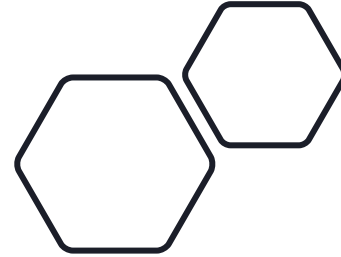
4/06/2022

DATE

Today's Speaker(s)

Kanika Perkins
MPP Deputy Director
Office of Government Contracting & Business Development
U.S. Small Business Administration

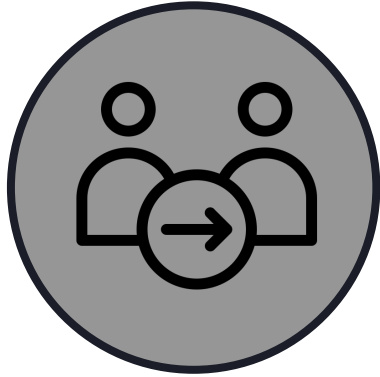
Q1: Protégé, SmallBiz is 8(a), HUBZone, and WOSB. SmallBiz forms an MPA relationship with mentor, BigBiz, and later a JV. Which certifications does the JV possess?



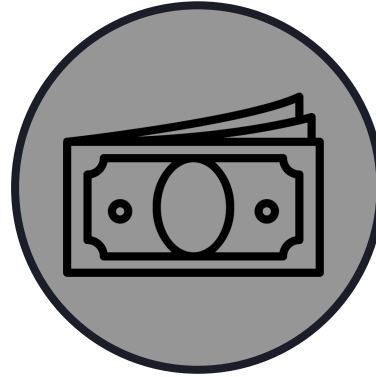
- A. 8(a)
- B. HUBZone
- C. WOSB
- D. All of the above

OVERVIEW

SUPPORT FROM MENTORS



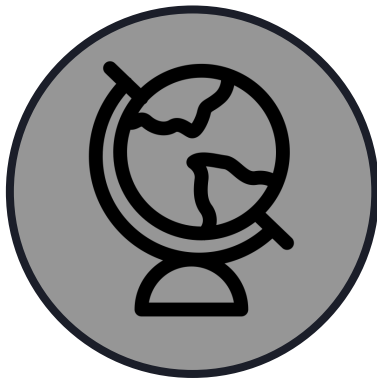
MANAGEMENT &
TECHNICAL ASSISTANCE



FINANCIAL
ASSISTANCE



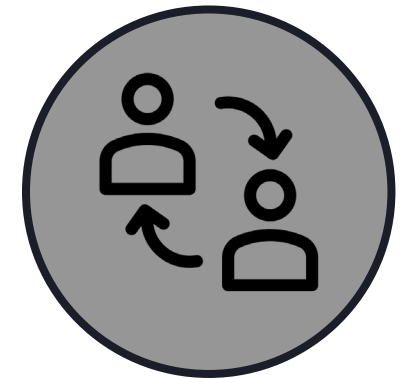
CONTRACTING
ASSISTANCE



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**

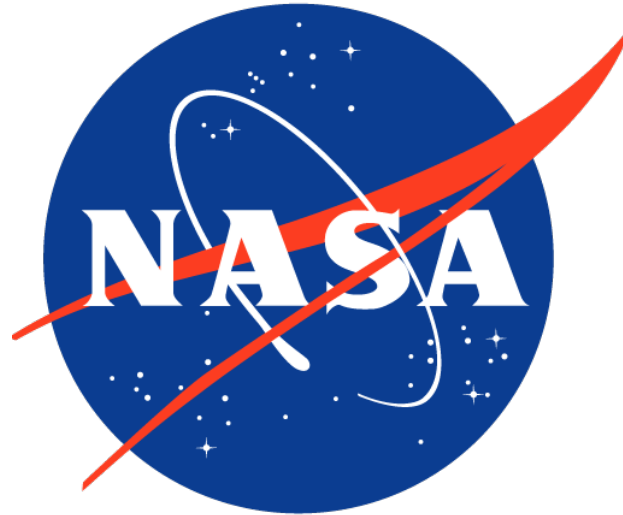
2429

MENTOR PROTÉGÉ AGREEMENTS



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Other Federal Mentor Protégé Programs





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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**



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MPP Eligibility

A SMALL BUSINESS MUST HAVE THE FOLLOWING...



FOR-PROFIT BUSINESS



NO DETERMINATION OF AFFILIATION



SMALL FOR NAICS CODE



NO MORE THAN 40% EQUITY FROM MENTOR



NO MORE THAN TWO MENTORS IN A LIFETIME



NO MORE THAN THREE PROTEGES AT ANY ONE TIME



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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
- ✓ CONTACT US FOR RECONSIDERATIONS



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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

SBA RESERVES THE RIGHT TO:

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

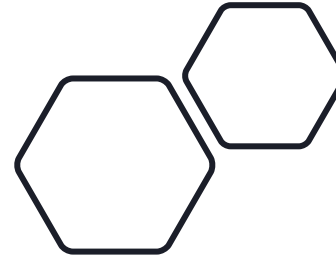
Renew the agreement for an additional three years upon expiration after the initial three years

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.



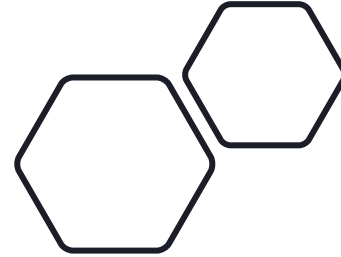
A. \$3M, \$1.2M

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



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Proposed Rule



**Federal Register – Past Performance Ratings
for Small Business Joint Venture Members and
Small Business First-Tier Subcontractors**

<https://www.federalregister.gov/documents/2021/11/18/2021-25002/past-performance-ratings-for-small-business-joint-venture-members-and-small-business-first-tier>

Federal Register – Past Performance Ratings for Small Business Joint Venture Members and Small Business First-Tier Subcontractors

REFERENCE – 13 CFR 125.8(e)

When evaluating the capabilities, past performance, experience, business systems and certifications of an entity submitting an offer for a contract set aside or reserved for small business as a joint venture established pursuant to this section, **a procuring activity must consider work done and qualifications held individually by each partner to the joint venture as well as any work done by the joint venture itself previously.** A procuring activity may not require the protégé firm to individually meet the same evaluation or responsibility criteria as that required of other offerors generally. The partners to the joint venture in the aggregate must demonstrate the past performance, experience, business systems and certifications necessary to perform the contract.

SUMMARY

The proposed rule would provide new methods for small business government contractors to obtain past performance ratings to be used with offers on prime contracts with the Federal Government. **A small business contractor may use a past performance rating for work performed as a member of a joint venture or for work performed as a first-tier subcontractor.** This proposed rule updates the requirements for small business subcontracting plans to add a requirement for prime contractors to report past performance to a first-tier, small business subcontractor when requested by the small business that was a first-tier subcontractor.



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Verifying Eligibility

BEST PRACTICES FOR VERIFYING ELIGIBILITY



COPY OF WELCOME LETTER



ACTIVE LIST OF MENTOR-PROTÉGÉ AGREEMENTS



CONTACT US



While all three options are good ways to verify eligibility, **a welcome letter alone or even the active list of MPAs may not capture a recent termination** – by either the participants or SBA. If you are in doubt about whether an MPA is still active, please contact us at sbampp@sba.gov or kanika.perkins@sba.gov to ensure up-to-date verification.

RESOURCES



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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

Service-Disabled Veteran

13 CFR 125.15(b)

SBA Size Regulations

13 CFR 121

8(a) and SDB Regulations

13 CFR 124.5

HUBZone Program

13 CFR 126.6

Small Disadvantaged Business

13 CFR 124.1002(f)

SBA Certificate of Competency

13 CFR 125.5

WOSB Program

13 CFR 127

SBA Prime Contracting

13 CFR 125.2

SBA Subcontracting

13 CFR 125.3

Non-manufacturer rule

13 CFR 121.406(b)

Limitations on subcontracting

13 CFR 125.6



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MPP Support

1

MPP Site

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

2

Active List of MPP MPAs

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

3

Joint Venture Guide

Review 13 CFR §124.513 (c)



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Questions

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MPP Mailbox

sbampp@sba.gov

2

MPP Deputy Director

kanika.perkins@sba.gov

Cell 202-689-4828

3

MTAD Director

stanley.jonesjr@sba.gov

Work (202) 205-6805