



U.S. Small Business
Administration



U.S. Small Business
Administration

SBA's Small Business

SBA 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 2024”

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>

Important Announcements

May 1, 2024, First Wednesday

- SBA Learning Series Schedule Revisions
- SBA Learning Series Session 8, scheduled for May 1, 2024, is tentatively revised to Thursday, May 9, 2024, due to a competing scheduled event.

July 3, 2024, First Wednesday

- The July 3 session of First Wednesday is moved to Thursday, July 11, 2024
- This is due to First Wednesday proximity to July 4, 2024 (The Fourth of July Holiday)

The APEX Accelerator Program

The APEX Accelerators are a vital resource partner.

- The APEX Accelerators posts past “First Wednesday” programming at this link:
<http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Contracting Officer Resources: “How APEX Accelerators 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>
- APEX Accelerator Information at <https://www.apexaccelerators.us/#/>

Small Business Administration YouTube Page

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


FY2023

- October 5, 2022 – 8(a) Business Development Program Updates: <https://youtu.be/Yl5Sp0dP1aE>
- November 2, 2022 – Surety Bond Guarantee Program: <https://youtu.be/QIZJiMLcc5o>
- December 7, 2022 – Subcontracting Program: <https://youtu.be/gMaaeGI8CBs>
- 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: <https://youtu.be/A9KbCm4FP1c>
- April 5, 2023 – Non-Manufacture Rule (NMR): <https://youtu.be/AqwYMWoe9f0>
- May 3, 2023 – Size Program: https://youtu.be/45WZ_oPb1GY
- Jun 7, 2023 – Legislature and Regulatory Updates: <https://youtu.be/ljx9lajQJNY>
- July 5, 2023 – Market Research: [SBA First Wednesday Market Research - July 13, 2023](#)
- August 2, 2023 – Service-Disabled Veteran Owned Program (SDVOSB): <https://youtu.be/QxcxJISRhnw>

FY2024

- October 4, 2023 - Certificate Of Competency: <https://youtu.be/VDZ-uuCLIWw>
- November 1, 2023 - 8(a) Program Updates: <https://youtu.be/6fN3dK0EShs>
- December 6, 2023: <https://youtu.be/sa29iONBtfk>
- January 3, 2024 - Compliance Reviews: https://youtu.be/WmZn_oa13-o
- February 7, 2024 – Limitations on Subcontracting: <https://youtu.be/fYtGi6zhjXM>
- March 6, 2024 -

**FIRST WEDNESDAY VIRTUAL LEARNING SERIES
FY 2024 SCHEDULE**

FY 2024	Date	Topic
1	October 4, 2023	COC
2	November 1, 2023	8(a) Program Updates
3	December 6, 2023	The Timber Program and SBA POCs
4	January 3, 2024	Compliance Reviews
5	February 7, 2024	Limitations on Subcontracting
 6	March 6, 2024	SBA Mentor Protégé Program
7	April 3, 2024	Women Owned Small Business (WOSB)
8	*May 9, 2024	Participation Plans versus Subcontracting Plans
9	June 5, 2024	Legislative Updates
10	*July 11, 2024	HUBZone
11	August 7, 2024	Market Research

* **Schedule Revision Due to Holiday or Conflict**

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 10. 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 2024”

This Certificate is awarded to

Insert Your Name Here

For completion of

The 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

03/06/2024

DATE

Today's Speaker

Kanika A. Perkins
Deputy Director
SBA Mentor - Protégé Program
Management and Technical Assistance Division
Office of Business Development
Website <https://www.sba.gov>



U.S. Small Business
Administration

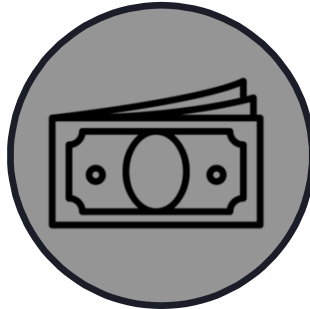
SBA Mentor-Protégé Program: First
Wednesday 2024

OVERVIEW

SUPPORT FROM MENTORS



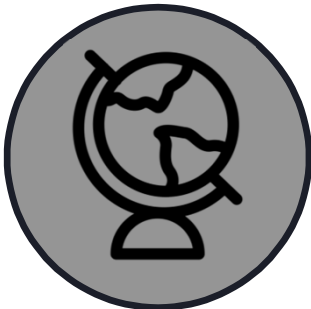
MANAGEMENT &
TECHNICAL ASSISTANCE



FINANCIAL
ASSISTANCE



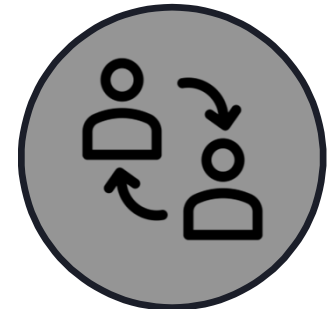
CONTRACTING
ASSISTANCE



INTERNATIONAL TRADE
EDUCATION



BUSINESS DEVELOPMENT
ASSISTANCE



ADMINISTRATIVE
ASSISTANCE

Teaming Agreements

Two/more companies **partner** for a specific requirement.

Joint Ventures

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

Subcontracts

Protégé performs on contracts for Mentor.

Business Development

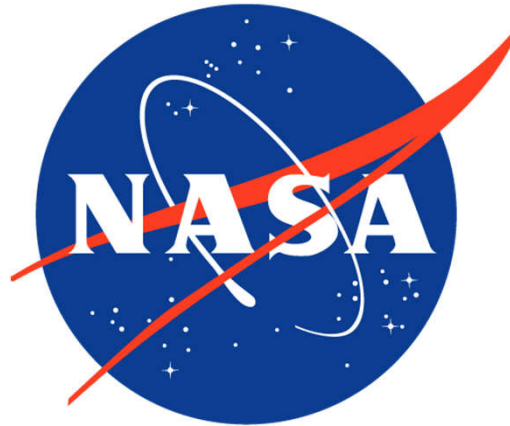
Protégé receives **guidance** from Mentor.

**Protégé expands capacity
to bid independently.**



U.S. Small Business
Administration

Other Federal Mentor Protégé Programs





U.S. Small Business
Administration

SBA Mentor- Protégé Program

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

3280

MENTOR PROTÉGÉ AGREEMENTS

GETTING IN



U.S. Small Business
Administration

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



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

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.

STAYING IN



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

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~~

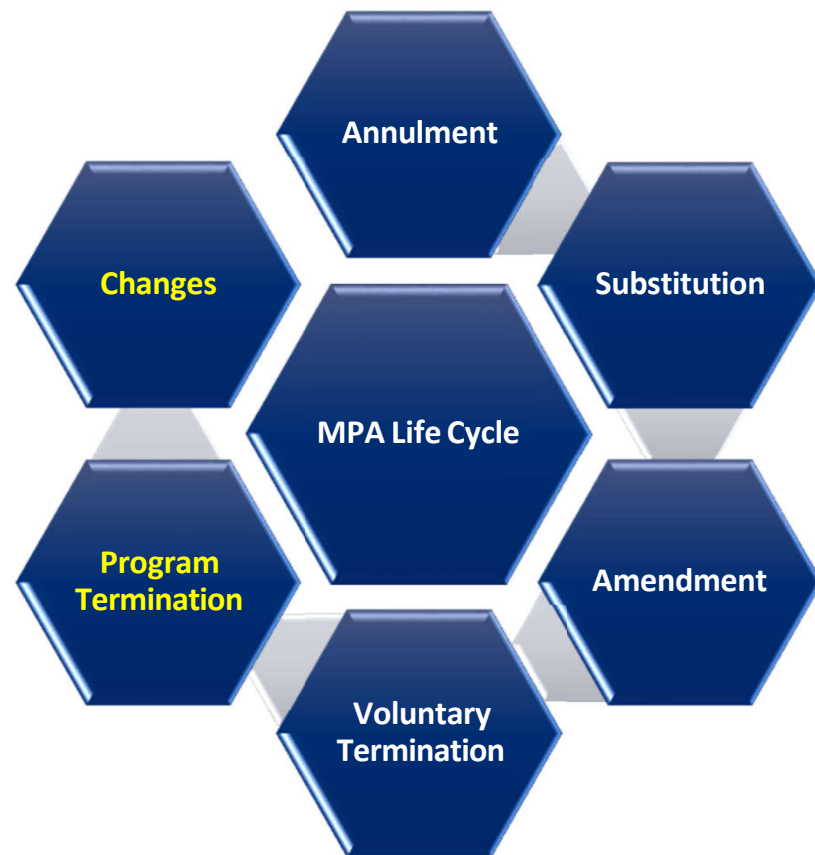
AE TOP 10:

- 1 Protégé & Mentor UEI
- 2 Anniversary Date & Program Year
- 3 Changes to MPA
- 4 Proposed Assistance, Hours, Assistance Received
- 5 Loans, Investments, and Bonding
- 6 JV Name & UEI
- 7 Subcontracts: Won, Pending, & Lost
- 8 Prime K's: Won, Pending & Lost
- 9 JV K's: Won, Pending & Lost
- 10 Mentor Rating

MPA MODIFICATIONS

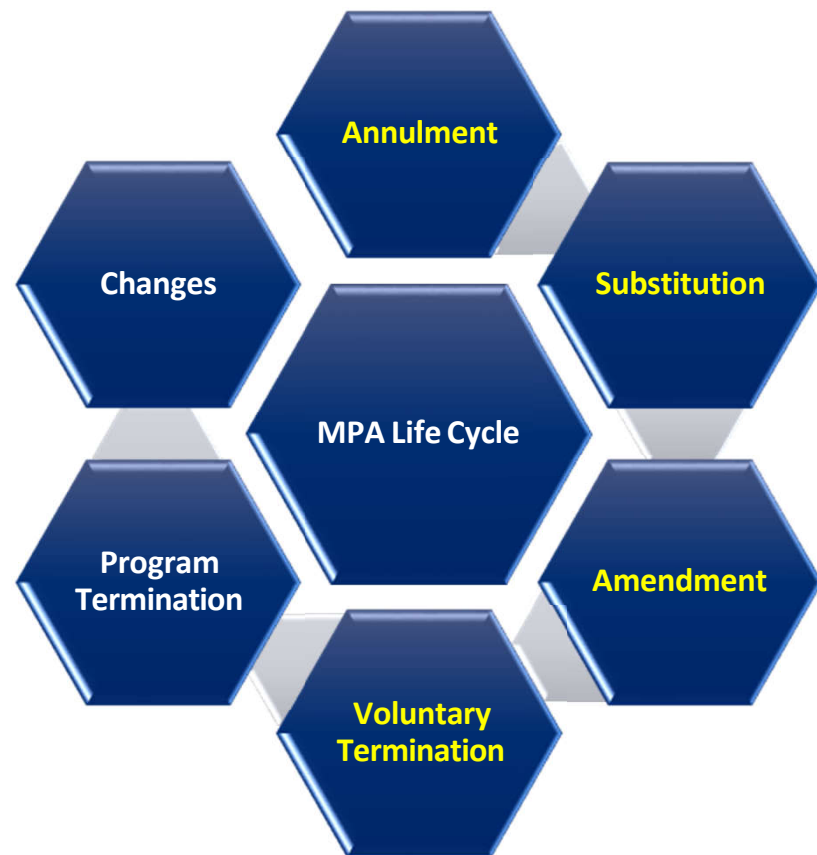
Changes to the MPA

- An SBAMPP MPA lasts up to six years, where the mentor-protégé relationship renews automatically **without notice of continuation or extension**
- The protégé firm must complete its annual evaluation annually **within 30 days of its anniversary date.**
- Effective October 1, 2022 **ALL annual evaluations are completed through Certify**
- The protégé must answer all certification questions in the annual evaluation. Otherwise, the annual evaluation is incomplete and may result in a **Program Termination.**



Changes to the MPA

- The protégé may request an annulment **within the first 18 months** for virtually any reason, and SBA can prohibit abuse of any tool used to circumvent SBA regulations.
- The protégé may request substitution of a mentor for another chosen mentor, who SBA will vet for approval.
- The protégé or mentor may request an amendment to change contact information, partner ownership, or business assistance.
- The protégé or mentor may request voluntary termination **at any time**. The effective date will be 30 from the submitted request.



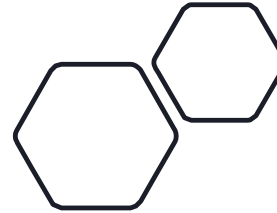
JOINT VENTURES

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%

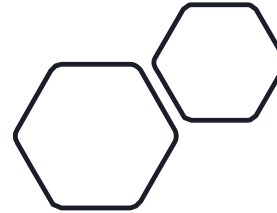
Q & A

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

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.



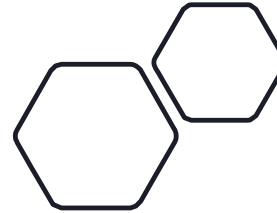
A. \$3M, \$1.2M

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

CONSOLIDATION OF MENTOR PROTÉGÉ PROGRAMS



No Facility Security Clearances for JVs



Mentors May not Submit Competing Offers



Mentors May Own Up to 40% Equity in Protégé Firm



Annulments for Terminations w/in First 18 Months



No More 3-in-2



SBA Only Reviews 8(a) Sole Source JVs



Protégé Firms May Substitute Mentors



Facility Security Officers May be Administrative Personnel

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

I am at year 3 of the MPA and I would like to extend for 3 more years.



I am interested in participating in the SBAMPP, how do I locate a Mentor?

What happens if my IDIQ contract issues a task order after the “2 year” period of my JV?

**Past performance is based on the Mentor, Protégé or
JV?**

What does it mean to extend your MPA?

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