



**Small Business Administration
Hallot E. Watkins, Jr.
Baltimore District Office**



**Small Business Administration's
MENTOR/PROTÉGÉ
PROGRAM**

Purpose of the Mentor-Protégé Program



- To encourage approved mentors to provide various forms of assistance to eligible 8(a) participants
- To serve as an additional developmental tool for 8(a) participants
- To enhance the capabilities of the 8(a) participants
- To improve the 8(a) participants ability to successfully compete for contracts



Type of Assistance

- Technical and Management Assistance
- Financial Assistance – Loans or Equity Investments
- Subcontracting Opportunities
- Performing Prime Contracts via joint venture arrangements



Mentor Requirements

- May be:
 - An 8(a) firm in the Transitional Stage,
 - An 8(a) graduate,
 - Another small business, or
 - A large business

- A Mentor must demonstrate:
 - **Favorable financial health**
 - **Good character**
 - **Not** on the Federal Debarred or Suspended List
 - Ability to provide **valuable support**

(Ref: 13 CFR 124.520(b))



Protégé Requirements

- Be an 8(a) participant in good standing (and)
- Be in the Developmental Stage of the 8(a) program (or)
- Never received an 8(a) contract (or)
- Less than half the size standard corresponding to primary NAICS Code



Additional Requirements

- A mentor may have only one protégé at time, unless approved by the Associate Administrator for 8(a) Business Development
- The AA/8(a) BD will authorize a mentor more than one protégé only if the additional mentor-protégé relationship(s) will not adversely affect the development of either protégé

TEAMWORK



Mentor Protégé Agreement

- Be in writing
- Include an assessment of the Protégé's needs
- Include a description of the Mentor's assistance, including time line
- Be in effect for at least one year
- Include a termination clause

TEAMWORK



Benefits of Participating in the Mentor-Protégé Program

- Joint Venture Arrangements
- No Determination of Affiliation or Control May be Found Based on the Agreement
- Mentor may make an equity investment in 8(a) firm of no more than 40%

TEAMWORK



Helpful Websites

Mentor-Protégé Program

<http://www.sba.gov/aboutsba/sbaprograms/8abd/mentorprogram/index.html>

Federal Contracting Opportunities Training

www.sba.gov/fedcontractingtraining

8(a) Business Development Program

<http://www.sba.gov/aboutsba/sbaprograms/8abd/index.html>

TEAMWORK



QUESTIONS & ANSWERS

Thank You