



**Federal Aviation
Administration**

Small Business Development Program Group – Mentor Protégé Program

Presented to: SB Vendor Day at WJHTC

By: Small Business Development Program Group

Date: November 18, 2015

Overview Objectives

To provide a better understanding of the Mentor Protégé Program:

- Background
- Guidance
- Program Success
- Status
- Hot Topics



Background

- Program implemented December 1999
- Designed to motivate and encourage firms to assist small businesses
- Eligible large businesses (not included on the “Debarred” list) can participate as Mentors
- Post Completion Reports and Semi-Annual Reports serve as growth tools for the program



Mentor-Protégé Program Objectives (AMS Guidance T3.6.1)

Provide incentives to Federal Aviation Administration contractors to:

- Provide technical and business assistance to socially and economically disadvantaged businesses, women-owned small businesses, service-disabled veteran owned small businesses, historically black colleges and universities, and minority institutions to enhance the capabilities of these firms to perform as Federal Aviation Administration prime contractors and subcontractors.
- Facilitate the formation of long term business relationships which benefit the FAA.



Mentor-Protégé Program Objectives (AMS Guidance T3.6.1)

- Additional evaluation points toward the award of contracts
- Credit toward attaining subcontracting goals
- Costs incurred are allowable as direct or indirect costs
- Eligible to earn award fee
- Limited competition among mentor-protégé firms
- Teaming opportunities
- Long term business relationships



Mentor-Protégé Program Objectives (AMS Guidance T3.6.1)

- Management guidance related to:
 - **Organizational Management**
 - **Financial Management**
 - **Overall Business Development**
- Engineering/Technical Assistance
- Rent-free use of facilities/equipment
- Temporary assignment of personnel to the protégé firm for the purpose of training



Mentor-Protégé Program Objectives (AMS Guidance T3.6.1)

- Mentors submit a letter of intent to the Office of Small Business Development Group for review and preliminary approval
- Upon approval, mentor negotiates agreements with the protégé
- Mentors submit agreement for approval to the office of Small Business Development and the Contracting Officer
- Agreements are reviewed and evaluated for realism, validity, and accuracy of information provided and incorporated into the contract



Measurement of Program Success by increase in:

- Quality of technical capabilities of protégé
- Number, dollar value & percentage of subcontracts awarded to protégés by mentor firms under FAA contracts
- Number & dollar value of contracts and subcontracts awarded to protégés since entry into the program
- Number of protégés now primes on FAA contracts



Mentor-Protégé Program Status as of November 18, 2015

- The current Program Status for FY 2016:
 - 82 mentor firms approved to participate
 - 53 protégé firms approved to participate



Hot Topics

- The need to increase number of construction firms as Mentors
- A protégé is considered small at time of agreement approval for the participation term as stated in agreement
- An approved agreement **MUST** be incorporated into the contract at time of award or post-award to attain active status



Questions?

