



Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

www.asbdc.org



UPDATE TO THE SBA'S NEW ALL SMALL MENTOR/PROTEGE PROGRAM -including LESSONS LEARNED FROM EARLY APPLICATIONS

The Small Business Jobs Act of 2010 and the National Defense Authorization Act for Fiscal Year 2013 provided authority for the Small Business Administration to establish mentor-protégé programs for all small businesses. Rather than creating separate programs for each constituency – Service Disabled Veteran Owned Businesses, Women Owned Small Businesses, Historically Underutilized Business Zones - the SBA chose to create a single, all-inclusive mentor-protégé program modeled on the successful mentor-protégé program available to participants in its 8(a) program.

The purpose of the new program is to develop strong protégé firms through mentor-provided business development assistance, and to help protégés successfully compete for government contracts. Mentor-provided assistance can be sought for any, or all of the following activities:

- Management and Technical Assistance
- Financial Assistance
- Contracting Assistance
- Trade Education
- Business Development Assistance
- General and/or Administrative Assistance

Is this program right for your business?

Potential Protégés are encouraged to seek business management assistance from their local SBA District Office, or from one of SBA's many resource partners. Find your local district office, and the multiple resource partners available to you. This training will help attendees learn more about this new program and help them understand how it could help their business, be it small or large, succeed in expanding its abilities, opportunities and influence in the world of Government contracting.

The Chamber of Commerce Huntsville/Madison County, 225 Church Street, Huntsville, AL 35801

Wednesday, January 18, 2017

9:00 am — 11:00 am

Visit our website for information / registration <http://www.uah.edu/sbdc>

Douglas W. Gerard, CFCM is the SBA Government Contracting Area III Procurement Center Representative for Alabama and Mississippi, and is located at the Marshall Space Flight Center in Huntsville, AL. Mr. Gerard has more than a 15 years of Government Contracting experience and has served as a Contracting Officer and Contract Specialist with DHS and DoD organizations, and as a Senior Acquisition Specialist at Lockheed Martin Aeronautics in Greenville, SC. Mr. Gerard was certified by NCMA as a Certified Federal Contract Manager in 2009 and earned an MBA at the University of Redlands in 2004.



The Small Business Development Center at the University of Alabama in Huntsville is a member of the Alabama SBDC Network. Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Magdaline Braxton, UAH SBDC, 225 Church Street, Suite 319, Huntsville, AL 35801. 256.824.6422.

