



EXECUTIVE SUMMARY

PILOT PROGRAM

Office of Economic and Small Business Development

November 7, 2017

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The Mentor-Protégé Pilot Program Proposal as drafted to date provides a detailed, comprehensive plan for administration of the TEAMUP Mentor-Protégé Pilot Program. This inaugural pilot program will generally follow the guidelines as developed, with the following exceptions.

Certification Categories: This pilot program will target the participation and growth of protégés in the following certification categories:

- (1) Construction
- (2) Professional Services

Rationale: Focusing on the construction and professional services categories will simplify the initial pairing process and provide a more specific platform for the inaugural training session. Firms that fall under the Contract/Business Services, Commodities, and Concessions categories can be added based on the County’s direction for future full-scale program implementation.

Length of the Program: The pilot program will have a duration of twelve (12) months.

Rationale: This is in keeping with earlier recommendations for the program timeline.

Number of Mentors: The pilot program will accommodate up to seven (7) mentor firms.

Rationale: Seven mentor firms reduces the program size by half, simplifying administration and evaluation, and allowing for lessons learned to be applied when the program is fully implemented.

Number of Protégés: The pilot program will accommodate seven (7) protégé firms, or, when feasible, include up to 2 protégés per mentor, for a maximum of 14 protégé firms.

Rational: OESBD may approve up to two (2) protégés to a mentor, as available or appropriate, and to the extent acceptable to the mentor. This is in keeping with the original program guidelines.

Measurable Outputs and Outcomes: See chart below:

Outputs (products, services, revenue, profits)	Outcomes (Create meanings, relationships, differences)	Activities	Evaluation Method
Increase in # of awarded bids to Certified firms (Protégé)	Increase in capital	Actively participating in County Procurement	Total # of bids awarded (internal reporting methods)
Increase # of Certified Firms (Protégés) that receive guidance and support from Mentor firms	Increase subcontracting/ joint ventures/business relationships among Mentor/Protégé firms	MPP meetings/trainings	Monthly evaluation reports
Retention/Advancement of participating Protégé firms	Graduating firms that have participated in programs	Year to year program scheduling	Total # of participating firms
Participation of firms in MPP	Overall satisfaction of Mentors and Protégés	Referrals and repeat participation in program	Final Reporting and Surveys

Rationale: Evaluation of pilot program success will focus on how well the program facilitates increased engagement and quantifiable outcomes for protégé and mentor firms – within Broward County and beyond.