Mentor Protégé Program

SEPTEMBER UPDATE

OVERVIEW
The Washington State Department of Transportation developed, implemented and will continue to enroll new participants in a Capacity Development – Mentor Protégé Program. This is an effort to meet the Governor’s Diverse Business Results Washington Goals, as listed below:

- 10 percent Minority Business Enterprise
- 6 percent Women’s Business Enterprise
- 5 percent Veteran Owned Business
- 5 percent Small Business

The Mentor Protégé program pairs successful prime contractor and consultants with diverse businesses wanting to do business with Washington State in an effort to increase their capacity and participation on WSDOT projects.

PROGRAM UPDATE
As of August, there are:

- 86 companies enrolled in the program.
- 30 mentors matched with 43 protégés.*
- 6 mentors waiting to be matched.
- 9 protégés waiting to be matched.

The following is a breakdown of the race, ethnicity and gender of the firms in the program:

HOW CAN I BE PART OF THE MENTOR PROTÉGÉ PROGRAM?
Firms certified by the Office of Minority and Women’s Business Enterprises, or registered as a small or veteran's businesses in Washington’s Electronic Business Solution (WEBS) are eligible to participate in this program as protégés.

To participate as a mentor, you must have been a prime contractor or consultant with WSDOT in the recent past. If you are interested in participating, you can still apply. For more information regarding the WSDOT Mentor Protégé Program, please email info@mentorprotegeprogram.info or visit www.mentorprotegeprogram.info.

WHAT ARE PARTICIPANTS SAYING SO FAR?
"New small businesses trying to break in and work on Washington State Department of Transportation projects are often faced with an extremely daunting task. WSDOT’s new Mentor Protégé Program directly addresses this challenge by creating an effective forum for experienced mid-size and larger businesses to mentor other smaller businesses. This, in turn, creates a strong base of certified firms that can perform well on WSDOT Projects."

Santosh Jacob Kuruvilla, PE, SE, PMP
President, Exeltech Consulting, Inc.

"A future is not complete until you have found others to guide you in business endeavors. Thank you mentors for your ability to give generously your time and talent to help small underutilized businesses succeed."

Enid Duncan
President, Hi Grade Asphalt & Seal Coat Inc.
"I see the WSDOT Mentor/Protégé Program as a means of attaining the above goals. The good news is, the Mentor firm AAA is paired with seems enthusiastic and willing to help to truly mentor my firm to increase capacity. Thank you WSDOT! ”

Ato I. Apiafi, AIA / Principal
Ato Apiafi Architects PLLC

BENCHMARK NUMBERS
To determine the successfulness of the Mentor Protégé Program, WSDOT has evaluated the construction and consulting contracts awarded during state fiscal year 2018, July 1, 2017 through June 30, 2018* and determined Minority, Small, Veteran, and Women’s Business Enterprises received the following:

<table>
<thead>
<tr>
<th>Type of Firm</th>
<th>Spend Amount</th>
<th>% of spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBEs</td>
<td>$56,809,920.99</td>
<td>6.10%</td>
</tr>
<tr>
<td>WBEs</td>
<td>$39,968,450.71</td>
<td>4.29%</td>
</tr>
<tr>
<td>VOBs</td>
<td>$1,922,029.56</td>
<td>0.21%</td>
</tr>
<tr>
<td>SBEs</td>
<td>$87,249,543.60</td>
<td>9.36%</td>
</tr>
</tbody>
</table>

WSDOT awarded amounts to set benchmarks to determine whether progress is being made towards the governor’s goals as shown below:

Percent of WSDOT spend

<table>
<thead>
<tr>
<th>Type of Firm</th>
<th>Spend Amount</th>
<th>% of spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBEs</td>
<td>$56,809,920.99</td>
<td>6.10%</td>
</tr>
<tr>
<td>WBEs</td>
<td>$39,968,450.71</td>
<td>4.29%</td>
</tr>
<tr>
<td>VOBs</td>
<td>$1,922,029.56</td>
<td>0.21%</td>
</tr>
<tr>
<td>SBEs</td>
<td>$87,249,543.60</td>
<td>9.36%</td>
</tr>
</tbody>
</table>

*These amounts only include construction and consultant services and does not include spending from non-transportation related procurements (e.g. office supplies, travel, master contract purchases, etc.) and therefore differs from other spend reports, specifically those available at: www.omwbe.wa.gov. Additionally, the MSVWBE participation figures include utilization from the Disadvantaged Business Enterprise program if the firm is also state certified.

MORE INFORMATION
Jackie Bayne
Policy Manager
WSDOT Office of Equal Opportunity
360-705-7084
BayneJ@wsdot.wa.gov