



**Defense Contract Management Agency  
Mentor-Protégé Program  
Executive Summary  
FY15**

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**Introduction**

The following report consists of the DCMA Mentor Protégé Group's results from the 71 Annual Reviews performed for FY15 that includes DCMA Credit (16), Reimbursable Mentor Protégé agreements (55) and 18 Post reviews. (Out of 18 Post reports reviewed, DCMA received 1 first (1<sup>st</sup>) year and 17 second (2<sup>nd</sup>) year post reports).

NOTEWORTHY: Based upon the results of the 16 DCMA Credit Agreement Annual Reviews, the Mentors were able to apply \$5,603,902 to their Small Business Goals.

**A. Trends in the progress of protégé employment, revenues, and participation in Department of Defense contracts.**

This section shows in tabular form the trends in employment, revenues, and contractual participation for protégé firms over the fiscal year FY15. This information was derived from the mentor/protégé DoD MP Semi Annual Reports. Differences among the total number of firms in the various tables are due to omissions within the individual Semi Annual Reports.

Table's A-1 and A-2 present employment information for FY15: Table A-1 is a macro view displaying the total employment gains, losses and no changes with the number of firms fitting into each category. Table A-2 further breaks down the categories into numerical subcategories, thereby giving a sense of the distribution of employment changes. The distribution of employment and revenue gains and losses shown is reflective of the variances in the characteristics of the protégé firms and the ever-changing program population.

Table A-1 reflects Annual Employment Gains and Losses at Protégé Firms

Table A-2 reflects Distribution of Annual Employment Gains and Losses at Protégé Firms

Table A-3 reflects Annual Revenue Gains and Losses at Protégé Firms

Table A-4 reflects Distribution of Annual Revenue Changes at Protégé Firms

Table A-5 reflects Annual Contract Awards to Protégé Firms

Table B-1 reflects Protégé Two Year Out Performance FY15

A total of 5 DoD Mentor Protégé agreements were terminated during FY15. One (1) DCMA credit agreement was terminated due to the Protégé being determined as other than small. A second DCMA credit agreement was mutually terminated due to delays in Government in award of Government contracts. One (1) Army reimbursable agreement was mutually terminated due to the Protégés substantial growth while in the program, One (1) DIA reimbursable agreement was mutually terminated due to incompatibility between the Mentor and Protégé, One DIA reimbursable agreement was mutually terminated due to the protégés unwillingness to follow the terms and conditions of the Mentor Protégé agreement and the Mentor.

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Table A- 1. Annual Employment Gains and Losses at Protégé Firms

Fiscal Year	Active Number of Firms	Employee Gains	Number of Firms Losing	Employee Losses	Number of Firms	Net Employee	Total Firms
	Gaining Employees		Employees		No Change	Gains	
2015	46	1390	20	460	5	930	71
2014	35	1046	18	238	7	808	60
2013	40	1141	21	398	4	743	65
2012	19	1075	43	415	0	660	62
2011	57	1688	17	157	9	1531	83
2010	63	1807	26	584	10	1223	99

Table A-2: Distribution of Annual Employment Gains and Losses at Protégé Firms

Employees Gained/Lost	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011	FY 2010
Increase of more than 100	3	2	1	2	3	2
Increase of 51 to 100	6	3	8	2	9	7
Increase of 26 to 50	14	9	8	11	9	7
Increase of 16 to 25	3	5	5	7	5	10
Increase of 6 to 15	9	8	12	13	16	15
Increase of 1 to 5	11	8	6	10	13	22
No Change	5	7	4	2	10	9
Decrease of 1 to 5	11	8	12	5	6	10
Decrease of 6 to 15	4	5	1	3	9	10
Decrease of 16 to 25	1	2	4	2	2	3
Decrease of 26 to 50	1	2	3	2	1	1
Decrease of 51 to 100	1	1	0	3	0	1
Decrease of more than 100	2	0	1	0	0	2
<b>Total Number of Firms</b>	<b>71</b>	<b>60</b>	<b>65</b>	<b>62</b>	<b>83</b>	<b>99</b>

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Tables A-3 and A-4 illustrate revenue gains, losses, and no changes in a similar fashion, as were presented previously with respect to employment.

**Table A- 3. Total Annual Revenue Gains and Losses at Protégé Firms**  
*(Based upon data submitted FY15 DCMA Annual Reviews)*

<b>FY</b>	<b>Number of Firms Gaining</b>	<b>Annual Revenue Gains</b>	<b>Number of Firms Losing</b>	<b>Annual Revenue Losses</b>	<b>Number of Firms No Change</b>	<b>Annual Net Revenue Gains</b>	<b>Total Firms</b>
		<b>\$</b>		<b>\$</b>		<b>\$</b>	
2015	46	578,302,570	20	36,679,682	5	541,622,888	71
2014	42	421,410,749	15	25,540,394	3	395,970,355	60
2013	45	293,786,841	20	55,661,663	0	238,125,178	65
2012	47	728,180,552	14	28,527,409	1	699,653,143	62
2011	68	656,039,173	15	22,882,679	0	633,156,495	83
2010	78	703,971,153	20	44,210,755	1	659,760,398	99

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Table A-4 Distribution of Annual Revenue Changes at Protégé Firms

<b>Change in Revenue</b>						
	<b>FY15</b>	<b>FY14</b>	<b>FY13</b>	<b>FY12</b>	<b>FY11</b>	<b>FY10</b>
Increase by more than \$10M	19	13	9	13	11	9
Increase of \$5M to \$10M	5	3	8	9	7	11
Increase of \$1M to \$5M	22	18	19	18	33	32
Increase of \$500K to \$1M	7	5	6	4	5	9
Increase \$100K to \$500K	4	2	3	4	5	9
Increase of \$0 to \$100K	1	1	0	3	2	8
No Change	1	3	0	0	3	1
Decrease of \$0 to \$100K	0	1	2	1	1	2
Decrease of \$100K to \$500K	1	2	3	1	3	5
Decrease of \$500K to \$1M	0	4	3	4	5	7
Decrease of \$1M to \$5M	8	7	8	1	7	3
Decrease of \$5M to \$10M	3	1	3	4	1	2
Decrease of more than \$10M	0	0	1	0	0	1
<b>Total Number of Firms</b>	<b>71</b>	<b>60</b>	<b>65</b>	<b>62</b>	<b>83</b>	<b>99</b>

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**Table A-5 Contract Awards to Protégé Firms**

<b>Contract Awards</b>	<b>Fiscal Year 2015</b>	<b>Fiscal Year 2014</b>	<b>Fiscal Year 2013</b>	<b>Fiscal Year 2012</b>	<b>Fiscal Year 2011</b>	<b>Fiscal Year 2010</b>
Number of Protégé Firms	71	65	65	62	83	99
Prime Contract Award Dollars	467,856,839	584,392,820	531,068,704	843,312,517	594,740,599	1,081,378,714
Subcontract Award Dollars by Mentor	144,555,553	120,274,776	93,539,160	191,893,904	386,271,648	351,505,011
Other Subcontract Award Dollars	221,452,406	300,564,500	231,225,333	235,328,569	436,162,610	494,885,741
<b>Total Contract Dollars</b>	<b>883,864,798</b>	<b>1,005,232,096</b>	<b>855,833,197</b>	<b>1,270,534,990</b>	<b>1,417,174,857</b>	<b>1,927,769,466</b>

**B. Graduated Protégé Two Years Out Performance**

The B-1 table addresses FY 2015 Post reports received by DCMA. DCMA validated the information and will continue to report on the progress of protégés for 2 years. Eighteen (18) Post program reviews were performed for FY15. One (1) protégé was non-compliant to the DoD mandated requirement, as the protégé did not report first or second year data. Four (4) protégés were non-compliant to the DoD mandated requirement, as the protégé did not report second year data. As a corrective action, DCMA requested several times throughout the FY 15, asking for the protégé’s Post reports to no avail. Out of the 18 Post reports received, two (2) had errors or omissions and DCMA requested revisions be submitted to DCMA.

**Table B-1 Identifies Protégé Two Year Out Performance FY15**

<b>Number of Protégé Firms Evaluated FY15</b>	<b>18</b>
<b>ANNUAL REVENUE in \$ (MPA)</b>	
Revenue: (Baseline) at Start of Agreement for 18 Post Reviews	\$132,564,050
Revenue at End of Agreement (Beginning Balance) for 18 Post Reviews	\$359,530,180
Net Gains at End of Agreement (Beginning Balance) for 18 Post Reviews	\$226,966,130
<b>ANNUAL REVENUE in \$ (1st YR Post)</b>	
Revenue at End of 1st yr Post Reports for 1 Post Reviews	\$229,363,561

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Net Gains: Revenue at End of 1st yr Post Reports for 1 Post Reviews (Baseline) at Start of Agreement	\$96,799,511
Net Gains: Revenue at End of 1st yr Post Reports for 1 Post Reviews (Beginning Balance) at End of Agreement	-\$130,166,619
<b>ANNUAL REVENUE in \$ (2nd YR Post)</b>	
Revenue at End of 2nd yr Post Reports for 17 Post Reviews	\$142,630,865
Net Loss: Revenue at End of 2nd yr Post Reports for 17 Post Reviews (Baseline) at Start of Agreement	\$10,066,815
Net Loss: Revenue at End of 2nd yr Post Reports for 17 Post Reports (Beginning Balance) at End of Agreement	(\$216,899,315)
Net Loss: (Revenue from End of 1st Yr Post Reports through End of 2nd Yr Post Reports)	(\$86,732,696)
<b>ANNUAL REVENUE in \$ (Cumulative 1st &amp; 2nd Post)</b>	
Cumulative increase in Annual Revenue	\$371,994,426
<b>NUMBER OF EMPLOYEES (MPA)</b>	
Employees (Baseline) at Start of Agreement for 18 Post Reviews	972
Employees (Beginning Balance) at End of Agreement for 18 Post Reviews	1142
Net Gains Employees (Beginning Balance) at End of Agreement for 18 Post Reviews	170
<b>NUMBER OF EMPLOYEES (1st YR Post)</b>	
Number of Employees at End of Agreement 1st Yr for 1 Post Reviews	1113
Net Gains: Employees at End of 1st yr Post Reports for 1 Post Reviews (Baseline) at Start of Agreement	141
Net Gains: Employees at End of 1st yr Post Reports for 1 Post Reviews (Beginning Balance) at End of agreement	-29
<b>NUMBER OF EMPLOYEES (2nd YR Post)</b>	
Number of Employees at End of Agreement 2nd Yr for 17 Post Reviews	790
Net Loss: Employees at End of 2nd yr Post Reports for 17 Post Reports (Baseline) at Start of Agreement	(182)
Net Loss: Employees at End of 2nd yr Post Reports for 17 Post Reports (Beginning Balance) at End of Agreement	(352)

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Net Loss: (Employment from End of 1st Yr Post Reports through End of 2nd Yr Post Reports)	<b>(323)</b>
<b>Employees (Cumulative 1st &amp; 2nd Post Reports)</b>	
Cumulative increase in Employees	1903
<b>Employees (Cumulative -Start of Agreement)</b>	
Cumulative increase in Employees	931
<b>Employees (Cumulative -Beginning Balance at End of Agreement)</b>	
Cumulative increase in Employees	761
<b>DOD PRIME CONTACT AWARDS in \$</b>	
DoD Prime Contract Awards (Baseline) at Start of Agreement	\$55,855,337
DoD Prime Contract Awards (Beginning Balance) at End of Agreement	\$337,335,735
DoD Prime Contract Awards End of 1st YR Report (Beginning Balance) at End of Agreement for 1 Post Reports	\$166,608,403
DoD Prime Contract Awards End of 2nd YR (Beginning Balance) at End of Agreement for 17 post reports	\$57,688,241
Cumulative dollar amount of DoD prime contracts	\$224,296,644
<b>DOD SUBCONTRACT AWARDS in \$</b>	
DoD Sub Contract Awards (Baseline) at Start of Agreement	\$13,765,346
DoD Sub Contract Awards (Beginning Balance) at End of Agreement	\$52,107,691
DoD Sub Contract Awards End of 1st YR Report (Beginning Balance) at End of agreement) for 1 post reports	\$38,423,510
DoD Sub Contract Awards End of 2nd YR (Beginning Balance) at End of Agreement for 17 post reports	\$24,941,620
Cumulative Dollar Amount of DoD Subcontracts	\$63,365,130

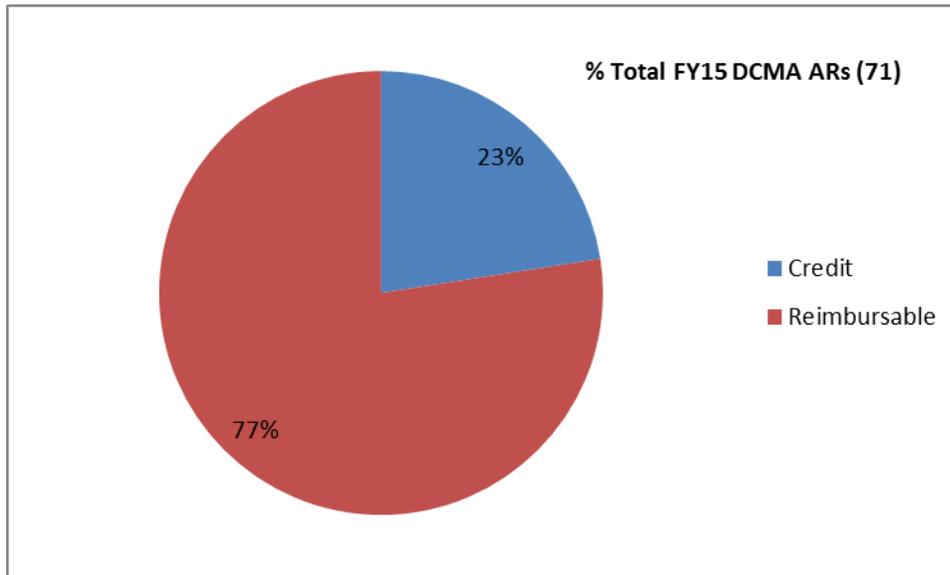
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<b>SUBCONTRACT AWARDS from Mentor in \$</b>	
<b>Total Sub Awarded from Mentor \$ (Baseline) at Start of Agreement</b>	<b>\$2,188,561</b>
<b>Total Sub Awarded from Mentor \$ (Beginning Balance) at End of agreement</b>	<b>\$10,795,691</b>
<b>Total Sub Awarded from Mentor \$ (YR1) for 1 post report</b>	<b>\$8,193,912</b>
<b>Total Sub Awarded from Mentor \$ (YR2) for 17 post reports</b>	<b>\$9,185,946</b>
<b>Cumulative Dollar Amount of Sub Awarded from Mentor</b>	<b>\$17,379,858</b>

Percentage by Types of MP Agreements

Out of the seventy-one (71) DCMA Annual Reviews performed and distributed to all parties during FY15, Seventy-seven percent (77%) were reimbursable MPAs and Twenty-three percent (23%) were credit agreements.

Distribution Chart: Percentage by Types of MP Agreements

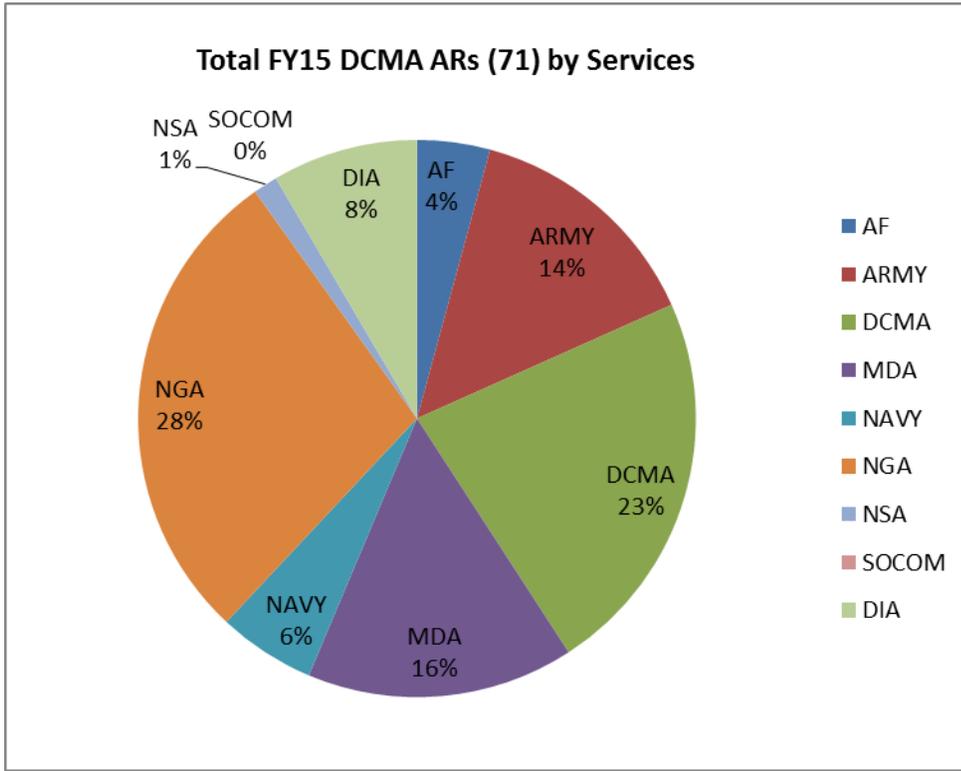


Annual Review Performed -- Percentage by Services or Sponsoring Agencies

The following chart breaks out the seventy-one annual reviews performed by DCMA during FY15 and broken down by Services or Sponsoring Agencies. NGA had the largest percentage of annual reviews (28%). Followed and ranked as shown in the chart below; DCMA 23%, MDA 16%, Army 14%, DIA 8%, Navy 6%, AF 4%, NSA 1% and SOCOM 0% .

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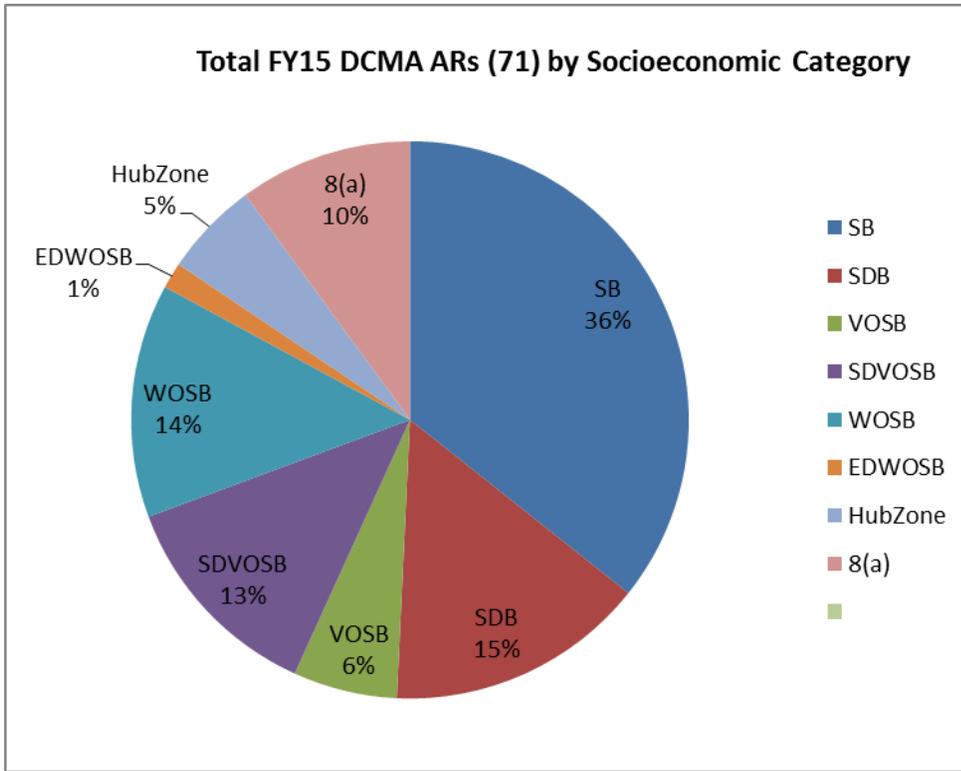
Distribution Chart: Annual Review Performed -- Percentage by Services or Sponsoring Agencies



Annual Review Performed -- Percentage by Socioeconomic Category

The following chart breaks out the seventy-one annual reviews performed by DCMA during FY15 and broken down by Socioeconomic Category as proposed/verified for the Protege. They are ranked as shown in the chart below; SB 36%, SDB 15%, WOSB 14%, SDVOSB 13%, 8(a) 10 %, VOSB 6%, HubZone 5% and EDWOSB 1%.

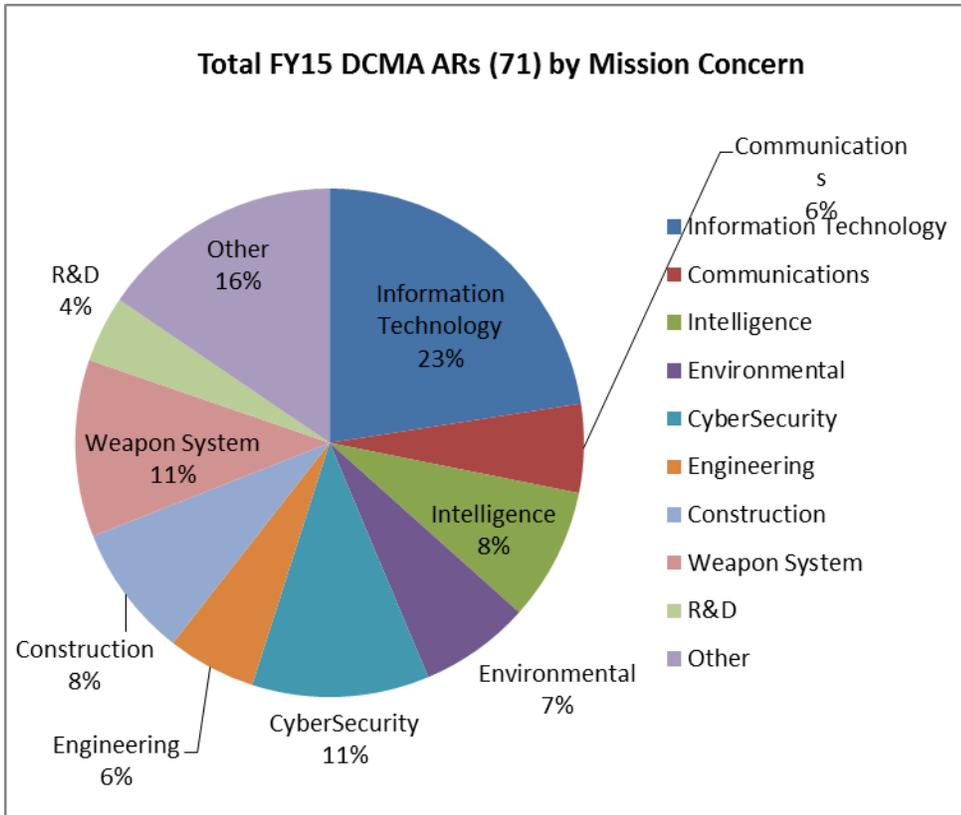
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Annual Review Performed -- Percentage by Mission Objective

The following chart breaks out the seventy-one annual reviews performed by DCMA during FY15 and broken down by the mission objective/value to the DoD or agency. They are ranked as shown in the chart below; Information Technology 23%, Other 16%, Cybersecurity and Weapon System 11%, Intelligence and Construction 8%, Environmental 7%, Engineering and Communication 6%, and R&D 4%.

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**Conclusion**

The following report consisted of the DCMA Mentor Protégé Group's findings for the FY15 Annual Reviews, along with the Post Reviews that require follow-up for 2 years after completion of the Mentor Protégé agreements.

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