

Department of Defense (DoD) Mentor-Protégé Program
Mentor Application Template

Revised 4/02

A Company that is interested in participating in the DoD Mentor-Protégé Program must submit an application for approval as a mentor. The application must be submitted to the Director, Office of Small Business Programs (OSBP), Office of the Under Secretary of Defense for Acquisition, Technology and Logistics [OUSD (A T & L)]. Interested firms must be accepted as a participating mentor prior to negotiation of a mentor-protégé agreement.

The following application template is provided, as a guide to assist in the preparation of the program application, however at a minimum all elements below must be addressed.

To the maximum extent practicable, the application should be limited to not more than ten single spaced pages.

2. Eligibility. *Provide a statement that the company is currently performing under at least one active approved subcontracting plan negotiated with DOD or another Federal agency pursuant to FAR 19.702, and that the company is currently eligible for the award of Federal contracts.*

XXXXXXXXXX Inc. is currently performing under one (1) active subcontracting plan negotiated with the Federal Aviation Administration (FAA) pursuant to FAR 19.702, and XXXXXXXX, Inc. is currently eligible for the award of Federal contracts. The FAA project XXXXXXXX is currently performing is the construction of a new Air Traffic Control Tower (ATCT) and Base Building at the Reno/Tahoe International Airport (RNO), FAA solicitation number DTFAWP-07-R-00581/DTFAWP 08-C-00053.

3. Historical Background. *Provide a brief summary about the company, including the company profile, and historical and recent activities and accomplishments under their Small Disadvantaged Business and Mentor-Protégé Programs. Indicate whether your company has been a small disadvantaged business (SDB), women-owned small business, or 8(a). If a graduated 8(a), please include graduation date.*

With the effectiveness of its construction capabilities, XXXXXXXXXXXX, Inc. meets the demanding needs of its clients with expeditious and reliable service. With an emphasis on quality projects, XXXXXXXXXXXX has become one of the most active and respected construction firms in the Bay Area, and has been instrumental in the rapid growth of Silicon Valley. XXXXXXXXXXXX extensive list of projects has led to the growth of its employee base at every level. The company's administrative/office staff has increased from 10 in 1976 to over 200 in 2008. A field staff of 20 in 1976 has grown to over 225, and a staff of only two field superintendents upon the company's inception has now grown to over 75. Founded in May 1976, the company generated sales in excess of \$6 million by December of that same year. In the following years, activity climbed steadily to \$1.3 Billion in 2000 and \$910 Million in 2008. In its thirty-three year history, the company has built over fifty million square feet of office, commercial, institutional, and industrial space throughout California and Nevada. XXXXXXXXXXXX, Inc. was ranked as the #69 General Contractor, nationwide, in the Engineering News Record for 2009 and maintains a website, www.xxxxxxxxxx.

Some of XXXXXXXX recently completed or active projects are: FAA's ATCT in Reno, NV; AAA baseball stadium in Reno, NV; pre-construction for the San Francisco 49ers new stadium in Santa Clara, CA; Sunnyvale Town Center, Sunnyvale, CA (\$350 million mixed used project); Pope John Paul II Catholic High School, Livermore, CA; UCSC McHenry Library & Humanities & Social Sciences building, Santa Cruz, CA; Rosewood Sand Hill Hotel & Spa, Menlo Park, CA; UOP Gymnasium, Biological Center, & University Center, Stockton, CA; University Plaza, East Palo Alto, CA; USF Champion Hall Seismic Retrofit and Interior Improvements, San Francisco, CA; State Compensation Insurance Fund Office Building, Vacaville, CA; BEA Systems data center & office building, San Jose, CA; Network Appliance data center & office building, Sunnyvale, CA; Intercontinental The Clement Monterey Hotel,

Monterey, CA; Santa Clara University School of Business, Commons, & Library, Santa Clara, CA; Classic Residence by Hyatt, La Jolla, CA; Bay Street Apartment, Emeryville, CA; Berry Street Condos, San Francisco, CA; Boise Downtown (BODO) project, Boise, ID; Yahoo! Great America Corporate Center, Santa Clara, CA.

XXXXXXXXXX has not previously been part of the Mentor-Protégé Program nor has XXXXXXXXXXXX ever been a small disadvantaged business, a women-owned business, or an 8(a) business, but looks forward to becoming involved in the Mentor-Protégé Program.

XXXXXXXXXX, Inc. will support the Department of Defense and the Warfighter as a Mentor in Facility Construction through the transfer of industry specific technologies in the following areas:

Technologically Advanced Construction: As a leader in the Silicon Valley High Tech industry over the past 30+ years XXXXXXXXXXXX has developed expertise in high tech construction methods learned through experience over the course of projects for companies such as of Cisco Systems, Apple Inc, Network Appliance, Adobe Systems, Lam Research, Applied Biosystems. The knowledge gained over the past years on countless projects for these high tech clients will be applied directly to our construction means and methods for the DoD projects in order to enhance and support the Warfighter's technological and facility requirements.

Cutting Edge Design & Construction Techniques: In an effort to improve the constructability of our projects and provide efficient and cost effective construction for our clients, XXXXXXXXXXXX has adopted BIM and 3-D Modeling techniques and have effectively applied them with tremendous results. Through the use of our in-house design staff and 3-D Modeling software XXXXXXXXXXXX has the ability to construct a building virtually in order to identify conflicts with the buildings Structural, Mechanical, Electrical and Plumbing systems before a single shovel is laid in the ground. There are limitless applications for this type of coordination and the time and money saved by doing this up front is unquantifiable.

Full Design-Build Capabilities: In addition to being the Top General Contractor in the Silicon Valley year over year, XXXXXXXXXXXX, Inc. has a full design staff for our clients that want a one-stop shop for design and construction responsibilities. From very small projects to full scale campus developments for Cisco Systems (Over 50 buildings), XXXXXXXXXXXX has the ability to provide the option for our clients to utilize a true top to bottom Design-Build philosophy which many feel is the most cost effective and time critical method for building construction.

4. Ability to Provide Developmental Assistance. *Describe the company's ability to provide developmental assistance and how that assistance will potentially increase subcontracting opportunities in industry categories where SDBs are not dominant in the company's vendor base.*

XXXXXXXXXX, Inc. will be able to provide developmental assistance to an SDB protégé company by offering assistance, demonstration, and training to the SDB protégé company. XXXXXXXX Construction has extensive experience and numerous qualified, experienced, & diverse personnel in the administration, construction management, and supervision fields to provide assistance in the following categories:

- i. General Business Management/Corporate Infrastructure:
 1. Organizational planning management
 - a. Strategic planning, business planning, legal/risk management, proposal development and writing...

2. Business development/marketing/sales
 - a. Market research, product forecasting, web-based marketing, e-commerce
 3. Human resource management
 4. Financial management
 5. Security, health and safety development and planning
- ii. Engineering and Technical:
1. Quality control management
 - a. Quality control with a particular emphasis in the federal construction quality control system
 2. Project safety management
 - a. OSHA 30 hour
 3. Sustainable/Green Building
 - a. Develop a LEED AP capability and experience building LEED certified buildings
 4. Construction management software
 - a. MS Project & Primavera 6 (project scheduling)
 - b. PM Forms & Processes (project management)
 - c. QCS (corps of engineers project management software)
 - d. Accounting Forms & Processes (accounting)
 - e. AutoCAD (project design)
- iii. Any other assistance designed to develop the capability of the Protégé firm under the developmental program:

XXXXXXXXXX will perform the following in order to ensure the Protégé firm is provided all the tools necessary for successful construction management and to potentially increase the subcontracting opportunities in industry categories where SDBs are not dominant in XXXXXXXXX vendor base. When the Mentor firm deems the situation beneficial to both parties, the Mentor firm will award subcontracts on a noncompetitive basis to the Protégé firm. By working with SDBs and developing business relationships with them and other SDBs they are associated with, XXXXXXXXX will then have a better knowledge and comfort level with these SDBs and will be more likely to use them in the future and pursue more federal contracting opportunities with SDBs as part of our team.