



2007

The SBA Mentor-Protégé Program

AAK-De Los Santos Construction

For more information contact:

*Tim Springston
AAK-De Los Santos Construction
665 East Morelos, Ste. 101
Chandler, Arizona 85225*

*Phone: 480.497.1997
Email: tims@authumki.com*

The SBA Mentor-Protégé Program

CLASSIFICATIONS

8(a), Small Business, HUBZone, Woman Owned Business, Minority Owned Business, Native American Owned Business

BONDING CAPACITY

Single: \$20,000,000
Aggregate: \$40,000,000

NAICS

236220, 236210, 236116, 236115, 541310, 541330, 237110, 237130, 237990, 238220, 238330, 238210, 238140, 238310, 238350, 238160, 238110, 238990, 237110, 562910

LOCATIONS

Arkansas, Arizona, California, Colorado, New Mexico, Nevada, Wyoming

PROGRAM OVERVIEW

The SBA Mentor-Protégé Program is designed to encourage approved Mentor firms to provide various forms of assistance to eligible Protégé firm participants, to enhance the capabilities of the Protégé and their ability to successfully compete for Federal contracts. Various types of assistance that a Mentor may provide to a Protégé include:

- Technical and/or management assistance
- Financial assistance in the form of equity investment, and/or loans
- Subcontract support
- Provide technical and management assistance, financial assistance in the form of equity investments and/or loans, subcontract support, and assistance in performing prime contracts through joint venture arrangements with 8(a) firms

HOW DOES THE SBA 8(A) MENTOR-PROTÉGÉ PROGRAM WORK?

The 8(a) Mentor Protégé contracting process is the same as for an 8(a). There are no additional requirements and it also qualifies toward goals set for 8(a) contracting,

- Contracts may be “Sole Sourced” to an SBA 8(a) Mentor-Protégé joint venture
- The contracting agency’s responsibilities under the SBA 8(a) Mentor Protégé Program are similar to contracting under the 8(a) program. They follow FAR Subchapter D Subpart 19.804 “Agency Offering”
- The contracting agency submits its request to the District SBA in Phoenix, Arizona
- The request is for Au’ Authum Ki, Inc. and De Los Santos Construction Inc. dba/trading as AAK-De Los Santos Construction

WHO IS QUALIFIED TO PARTICIPATE?

For a Mentor firm to be accepted into the Mentor-Protégé Program there are several criteria that must be met:

- An 8(a) participant in the transitional stage or an 8(a) program graduate
- Possess favorable and profitable financial health and good character
- Is not on the federal debarred or suspended contractors list
- Impart value to the Protégé gained from lessons learned and practical experience as a graduate of the 8(a) program or general knowledge of government contracting.

The SBA Mentor-Protégé Program

AAK has greatly impressed me in all that you do from the President down to Receptionist answering the phones. Your quality management is great!

We will continue to use Au' Authum Ki because our Veterans' deserve the best quality for the best price."

*Diana L. Wellington, (former CO)
Veteran's Administration*

To qualify as a Protégé, the interested company must fall into one of the following categories:

- Be in the developmental stage of the 8(a) Program
- or have never received an 8(a) contract
- or the company size is less than half the size standard corresponding to its primary SIC code

Additionally, the firm must be in good standing in the 8(a) program and are up-to-date with all reporting requirements. Without exception, the Protégé firm may only have one Mentor at a time.

BENEFITS OF THE PROGRAM

Under the SBA's Mentor-Protégé program, Protégés gain the following benefits:

- Technical and management assistance: The mentor's expertise, resources, and capabilities are made available to the Protégé.
- Prime contracting: Mentors can enter into joint-venture arrangements with protégés to compete for government contracts.
- Financial assistance in the form of equity or loans: Mentors can own equity interest of up to 40% in a Protégé firm to help it raise capital.
- Qualification for other SBA programs: A Protégé can obtain other forms of SBA assistance as the result of its good standing in the Mentor-Protégé program

If the necessary criteria has been met, the Mentor and Protégé firms enter into an SBA-approved written agreement outlining the Protégé needs and describing the assistance the mentor has committed to providing.

Once approved through the SBA, the two firms can begin pursuing contracts. The initial agreement commitment is for one year and can extend indefinitely provided the Protégé firm is still an eligible participant in the 8(a) program.

The Mentor-Protégé relationship is evaluated annually by the Protégé's SBA district office to review the success of the relationship and to ensure the agreement has not been modified without prior approval.

The SBA Mentor-Protégé Program

"I would like to extend my appreciation to you and your company for a job well done.

Your company kept its focus throughout and stepped up the persistence during the additional work added towards the end of the project. On behalf of GSA and EPA, Thank you."

*Kevin Winschel
Building Services Technician, GSA*

Approved under the Small Business Administration's (SBA) 8(a) Mentor Protégé Program, Au' Authum Ki, Inc. (AAK) and De Los Santos Construction, Inc. (DLSC) began a joint venture in June 2006. Independently owned and operated, both companies specialize in general construction, construction management and design-build.

Founded in 1992, Au' Authum Ki, Inc., began as a small site utilities company. President and CEO, Margaret Rodriguez, long had a desire to give back to her community and fulfill a construction need on the Salt River Reservation. A member of the Salt River Pima-Maricopa Indian community, Margaret has grown AAK into a \$35 million general contractor with offices in 4 states and more than 50 construction professionals.



AAK is a successful graduate of the SBA 8(a) program with a portfolio of more than 350 Federal contracts completed for 27 different departments and agencies including all branches of the Armed Forces. AAK has been the recipient of numerous awards and was presented with the "Coin of Excellence" by the United States 22nd Military Police Battalion.

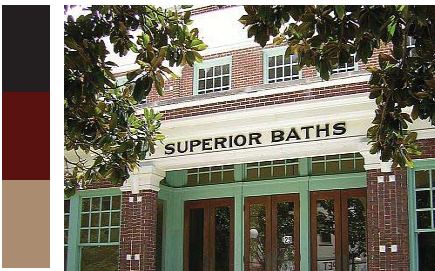


De Los Santos Construction, Inc., was formed in 2003, by Santos Cornejo. Certified as an 8(a) contractor in 2005, their collective experience includes project management, site supervision, architectural services, site development and utilities, manufactured housing,

clean room environments and extensive telecommunications work. DLSC has provided construction services for both the federal government as well as the private sector.

Through our association, AAK-De Los Santos Construction, our team can offer Federal agencies a comprehensive package of services backed by experience, solid financial health and substantial bonding capabilities. Our team can help you meet your contracting goals under the SBA 8(a), HUBZone, Woman Owned, Minority Owned and Native American Owned programs.

The SBA Mentor-Protégé Program



SERVICES PROVIDED

AAK-De Los Santos Construction provides general contracting, design-build, and construction management services for new construction, renovation and additions for commercial, industrial, medical, military, educational, correctional, recreational, and historical facilities, mine reclamation and environmental services. Our team can provide the following services:

- Pre-Construction
- Construction
- Design
- Programming
- Constructability Reviews
- Contract and Document Management
- Subcontractor Administration
- Scheduling
- Cost and Quality Control
- Closeout and Warranty

Additionally, we can also self perform many aspects of the project including architectural demolition, drywall-metal studs, concrete, carpentry, site utilities and landscaping.

PROJECT EXPERIENCE

AAK-De Los Santos Construction brings extensive experience working with various federal and state agencies and private sector clients. Currently, we are working to complete a historical renovation for the National Park Service's Superior Bath House in Arkansas. Additional clients includes:

- General Services Administration
- Department of Veterans Affairs
- Department of the Interior: Bureau of Reclamation, Fish & Wildlife, National Park Service, Bureau of Land Management, Bureau of Indian Affairs
- Department of Labor: U.S. Job Corps
- Department of Agriculture: U.S. Forest Service, Agricultural Research Service
- Department of Justice: Bureau of Prisons
- Department of Defense: USACE, USAF, USA, USN, USMC
- Department of Energy: National Nuclear Service Center, WAPA
- Department of Health and Human Services: Indian Health Service
- Arizona State School Facilities Board
- Native American Communities