



**ORANGE COUNTY FLORIDA**  
Business Development Division



# Mentor-Protégé Program

Empowering Small Businesses.  
Building Stronger Partnerships.

The Business Development Division's Mentor-Protégé Program connects small businesses with experienced mentors to strengthen operations, transfer knowledge, and help protégés compete more effectively for contracting opportunities.

## What You'll Gain from this Program



- Strengthen business capacity for day to-day operations.
- Learn best practices and practical business development strategies.



- Gain insight into internal business management systems.
- Complimentary workshops designed to accelerate your business growth.



## Why It Matters

- Hands-on guidance from experienced business leaders.
- Stronger readiness to compete for contracts.
- Long-term strategic business relationships.
- Recognition as a Mentor or Protégé participant.



## Mentor Qualifications

- Established business generating more than \$500,000 in annual revenue.
- Active Orange County Government vendor in good standing.
- Designate a senior-level officer to participate.
- Commit to a 12-month mentorship agreement.
- Meet with the assigned protégé at least twice per month.

## Protege Qualifications

- Certified Small Business with OC Business Development.
- Active Orange County Government vendor in good standing.
- Designate a senior-level officer to participate.
- Commit to a 12-month mentorship agreement.
- Meet with the assigned mentor at least twice per month.

## How to Participate?

**1**

**Apply**

Complete the Mentor or Protégé application.

**2**

**Match**

Be paired based on industry and business goals.

**3**

**Attend**

Join the required program orientation.

**4**

**Participate**

Engage in the structured mentorship program.

## Who Should Apply?

Small businesses seeking growth, guidance, and stronger readiness for contracting opportunities.

Experienced businesses interested in mentoring, leadership, and strategic partnerships



## Contact Us

(407) 836-7298

[BusinessDevelopment@ocfl.net](mailto:BusinessDevelopment@ocfl.net)

<https://www.orangecountyfl.net/VendorServices/SmallBusinessVendors.aspx>

\*\*See all qualifications for Mentor and Protege on the application. All matches are subject to availability and program approval. Participation does not guarantee contract award or subcontract selection on Orange County contracts.