

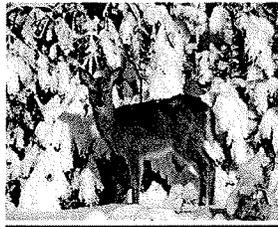


SmallBiz Newsletter

Written by Jill Clough-Johnston, SBLO

Vol. 12

January 2011 – Second Quarter



Many of you have been asking ...

What happened to the SBA Lookup web sites for NAICS codes and their corresponding size standards?

On 12/22/2010, I emailed the SBA Help Desk the above question.

On 12/27/10, I received this answer:

“Sorry for the inconvenience this may have caused you. Our website has been updated, so you may experience some difficulties trying to access our website. You can access these sites through www.sba.gov/size ...”

SBA continued to say that they have made the site more ‘user friendly’.

I disagree, because I had trouble locating the links for the NAICS Codes and the Size Standards lookups on their ‘updated’ site.

To help you lookup these sites, I have identified a **one click** way to view them:

1. **For the NAICS code lookup**, go to:

<http://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2007>

2. **For the Size Standard lookup**, go to:

http://www.sba.gov/sites/default/files/Size_Standards_Table.pdf

Just a reminder:

All federal agencies must use the NAICS code and corresponding SBA size standard for determining small business status.

The NAICS code identifies the industry that the business is in. Then, if the firm is **UNDER** the **average number of employees over the past 12 months**, or **average annual receipts over the past three years**, (including subsidiaries and affiliates), for that NAICS code - then they are considered a small business.

The following are allowable generalizations of the SBA size standards:

- **Manufacturing:** Maximum number of employees may range from 500 to 1500 (distributors are included under manufacturing);
- **Wholesaling:** Maximum number of employees may range from 100 to 500;
- **Services:** Annual receipts may not exceed \$2.5 to \$21.5 million;
- **Retailing:** Annual receipts may not exceed \$5.0 to \$21.0 million;
- **General and Heavy Construction:** Annual receipts may not exceed \$13.5 to \$17 million;
- **Special Trade Construction:** Annual receipts may not exceed \$7 million; and

- Agriculture: Annual receipts may not exceed \$0.5 to \$9.0 million.

For any questions on NAICS codes and/or business sizes contact me:
Jill Clough-Johnston at 3173 or
clough@bnl.gov

NEW Sample Subcontracting Plan Template

Please use the **new** sample Subcontracting Plan template to send to suppliers.
Located on the G Drive:
G/Sample Subcontracting Plan 112310
(the Buyer's Workspace will be updated shortly).

Highlighting Small Businesses!!!

Because of their outstanding performance, Jody Mitchell recommended that P.W. Grosser be nominated for a small business award.

Working with P.W. Grosser, we were able to submit a nomination for a SBA Subcontractor of the Year Award and a nomination will be submitted for a DOE Subcontractor of the Year Award too.

FANTASTIC JOB – PPM TEAM

Awards over \$300,000 to small businesses (in alphabetical order) by:

Sheri Alexander:

Manta Ray Consulting, a small business was awarded a contract valued at \$3,500,000 (PO 177194).

Stangenes Ind., a small business was awarded a contract valued at \$687,800 (PO 182185).

Roseann Callister:

Kelly & Hayes, a small business was awarded a contract valued at \$872,220 (PO 180890).

Kooltronic, a small business was awarded a contract valued at \$1,055,548 (PO 173609).

Medco, a small business was awarded two contracts valued at \$1,231,874 (PO 178239) and \$1,280,307 (PO 178294).

Productivity Partners, a small, WOB business was awarded a contract valued at \$655,375 (PO 175612).

Wildflower, a small, WOB,HUB, SDB business was awarded two contracts valued at \$429,600 (PO 183931) & \$706,100 (PO 171257).

Carol Pulley:

Global Outsourcing Services, a small, VOB/SDVOB business was awarded a contract valued at \$1,000,000 (PO 164976).

Phil Gardner:

Frendolph Construction, a small business was awarded a contract valued at \$1,554,000 (PO 175958).

Jody Mitchell:

RMK Enterprises, a small, VOB business was awarded a contract valued at \$1,345,500 (PO 132101).

Let me know of any small business awards you make that are over \$300,000 and I'll highlight you in the next SmallBiz Newsletter.

Thanks, Jill Clough-Johnston, SBLO
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