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 clough@bnl.gov or 631 344-3173