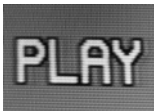


Rules of Contracting with the Government

Lesson Goals

- To acquaint students with rules for small businesses in the procurement process



Start Video

Please watch the video – Lesson 2 - now. Use the following pages to take notes.



Small Business Preferences

- Small Business Administration

<http://www.sba.gov>

- Definition of a Small Business

<http://www.sba.gov/size/indexguide.html>

SBA defines a small business concern as one that is independently _____ and operated, is organized for _____, and is not _____ in its field.

SBA Definition

Notes:

Examples of SBA General Size Standards

- Manufacturing: Maximum number of employees may range from 500-1500.
- Wholesaling: Maximum number of employees may range from 100-500.
- 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.
- Agriculture: Annual receipts may not exceed \$0.5 to \$9.0 million.

Notes:



Exercise

SBA NAICS/Small Business Mini-Lab

The SBA website is an excellent resource for small business. On the SBA website you can look up the small business size standards for your business. Watch the demonstration and then you will have an opportunity to try it yourself.

First though, you will need to know your NAICS code. The NAICS codes are maintained by the U.S. Census. They were developed to allow gathering of statistics for businesses across North America. The website that lists the NAICS codes can be accessed through the SBA website.

1. Go to www.sba.gov -> Business Opportunities
-> Size Standard Topics - NAICS Definitions
When you click on NAICS definitions, you will be automatically redirected to the U.S. Census website.
2. Type in pet food and click on the NAICS Search button. The NAICS number and descriptions are displayed. By clicking on the NAICS number you can see a more detailed cross reference list.

3. Try terms for your business in the search field. It can be hard to find the exact fit for your business. Write down the NAICS codes. You will need them when you return to the SBA site and go to look up the SBA size standards for your business.



NAICS Code	Description

4. Next, return to the SBA website and go to the size standard table.

www.sba.gov -> Business Opportunities ->
Size Standard Topics – Table of Size
Standards -> html

Scroll to the NAICS codes you recorded for
your business. Write in the box below the size
standards.



NAICS Code	Size Standard

Directions – Continue to next section of the lesson.