

U.S. Small Business Administration



Your Small Business Resource

SBA Size Calculator and Recent Size Cases

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What is the SBA Size Calculator?

- ▶ Interactive tool to help determine size status
- ▶ Must use 2012 NAICS codes
- ▶ Instructs a firm entering a wholesale or retail NAICS code to use the manufacturing code
- ▶ Available at www.sba.gov/size-standards-tool (also accessed from SBA homepage)



Starting & Managing | Loans & Grants | **Contracting** | Learning Center | Local Assistance | SBA Direct

SBA.gov » Contr

Getting Started

- Am I a Small Business?
- Register for Government Contracting
- Getting a DUNS Number
- Determining Business Size
- Identifying Industry Codes

Working with the Government

- Small Business Certifications & Audiences
- Small Business Innovation Research
- Contracting Support
- Contracting Rulebook
- Service Contract Inventory

Contracting Opportunities

- Sub-Contracting
- Federal Business Opportunities
- GSA Schedules
- Green Contracting
- State Government Certifying Agencies
- Federal Procurement Database Systems
- USA Spends
- Manufacturing
- Energy Reduction
- Service-Disabled Veterans
- Natural Resources Assistance Program
- OPEN Forum

For Contracting Officials

- **Size Standards**
- HUBZone
- Non-Manufacturer Waivers
- Report Fraud, Waste & Abuse
- Protests
- OSDBU
- Small Business Goaling
- Federal Acquisition Regulations (FAR)
- Certificate of Competency Program
- Procurement Center Representatives
- Government Contracting Field Staff Directory
- Partnership Agreements



Getting Started
There are :
should com
contract in
prepare for

- [Am I a Small Business?](#)
- [Register for Government Contracting](#)
- [D-U-N-S Numbers](#)

- [Small Business Certifications & Audiences](#)
- [Small Business Innovation Research](#)
- [Contracting Support](#)

SBA Direct:
Find what matters most *to you...*

Find information on:
(Select your topics)

- Starting a business
- Getting a loan
- Government contracts
- Disaster assistance

GET RESULTS ▶

Get Local Assistance
Right in Your Area

Counseling, mentoring, and training from an SBA District Office, SCORE Chapter, Small Biz Development Center or Women's Biz Center in your area.

FIND RESOURCES ▶

Contracting

- ▶ [Getting Started](#)
- ▶ [Working with the Government](#)
- ▶ [Contracting Opportunities](#)
- ▼ [For Contracting Officials](#)
 - ▼ [What is a Small Business?](#)
 - [What's New with Size Standards](#)
 - [Small Business Size Regulations](#)
 - [Size Standards Methodology](#)
 - [Table of Small Business Size Standards](#)
 - [Summary of Size Standards by Industry](#)



What is a Small Business?

A small business is not dominant in its field of operation and qualifies as a small business concern under Title 13, Code of Federal Regulations, part 121 (13 CFR 121).



ARTICLE

What's New with Size Standards

Get updates on small business size standards news.



ARTICLE

Small Business Size Regulations

The Small Business Act was created, in part, to help small businesses compete in our economic market.



ARTICLE

Size Standards Methodology

For its ongoing comprehensive size standards review and future regulatory actions relating

Does Your Small Business Qualify For Government Contracts?



Find Out With Our Size Standards Tool

Powered by SBA

Recent Blogs About Contracting:

[Can You Get a Federal Contract during Inauguration Weekend? It could happen!](#)

[What Your Business Needs to](#)

Receipts-based Size Standards

Size Standards Tool Feedback Exit Tool SBA.Gov

1 Enter Your Industry Code **2** Enter Your Business Size **3** Get Your Result

Does Your Small Business Qualify for Government Contracts?
This tool can help you determine if you qualify as a "small business" under SBA size standards. Qualifying as "small" may allow your business to take advantage of valuable government contracting opportunities reserved for small businesses. To be eligible as a small business concern, your business must satisfy the SBA's size standard for your industry, be operated for profit, be independently owned and operated, and be based in the U.S., making significant contributions to the U.S. economy.

SBA uses the North American Industry Classification System (NAICS) as the basis for its size standards. NAICS assigns numerical codes to classify business activities to various economic sectors and industries. An NAICS code has six digits. The first two indicate the economic Sector, the third the Subsector, the fourth the Industry Group, the fifth the Industry, and the sixth the S. Industry.

1. Enter Your Industry Code **1. Enter Your Industry Code** **1. Enter Your Industry Code**

1) Enter one or more NAICS codes here

Don't know your NAICS code? Visit the [official NAICS website](#) to find the code(s) applicable to your industry. Please note that SBA size standards are currently based on 2012 NAICS. Thus, this tool requires a 2012 NAICS code to generate a result.

541512

ADD THIS NAICS CODE

MY NAICS CODES

541512	Computer Systems Design Services	See Industry Description
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2) Click "Add This NAICS Code"

3) Click "Continue to Next Step"

RESET CONTINUE TO NEXT STEP

1. Enter Your Six Digit NAICS Code(s)

Don't know your NAICS code? Visit the [official NAICS website](#) to find the code(s) applicable to your industry.

Please note that SBA's size standards are currently based on 2012 NAICS. Thus, this tool requires a 2012 NAICS code to generate a result.

541512 

MY NAICS CODES

541512 Computer Systems Design Services

[See Industry Description](#)

2. Tell Us the Size of Your Business

For business size based on revenue/receipts, calculate your average annual revenue/receipts over the last three taxable years. If you need help, [learn more about how SBA calculates annual revenue/receipts](#).

When calculating your business size, be sure to include all domestic and foreign affiliates, if any, in your calculations. If you need help, [learn more about how SBA determines affiliation](#).

An overview of affiliation is also contained under "[Affiliation](#)" on the SBA website.

Average Annual Revenue/Receipts Over the Last 3 Years

\$5000000 

ex: For \$3 million, enter 3,000,000

MY NAICS CODES

541512 Computer Systems Design Services

 RESET

2) Enter average three year receipts here

1) Click here for definition & calculation of receipts

3) Click "Continue to Next Step"

CONTINUE TO NEXT STEP 

How SBA Calculates Receipts

- ▶ Total income (Line 6 on IRS tax return form)
+ COGS (Line 2 on IRS tax return form)
- ▶ Exclusions from receipts
- ▶ Average annual receipts: Total receipts over
last 3 completed fiscal (taxable) years \div 3
- ▶ Affiliates must be included in calculating total
receipts



When calculating your business size, be sure to include all domestic and foreign affiliates, if any, in your calculations. If you need help, [learn more about how SBA determines affiliation](#).

An overview of affiliation is also contained under "[Affiliation](#)" on the SBA website.

Average Annual Revenue/Receipts Over the Last 3 Years

\$5,000,000 

ex: For \$3 million, enter 3,000,000

MY NAICS CODES

541512 Computer Systems Design Services

3. Get Your Result *

PRINT RESULTS ▶

SMALL BUSINESS?

YES

NAICS CODE **541512**

Computer Systems Design Services

Size Standard: \$25.5 million in average annual receipts.

↻ RESET

**The result generated by this tool does not constitute a formal size determination or certification by SBA, and only applies to Federal government contracting eligibility as a small business. Meeting an industry's size standard does not automatically make your business eligible for Federal government contracts reserved for small businesses.*

What's Next?

You can learn more about selling to the Federal government with our [government contracting training courses](#) or our [guide to registering as a federal contractor](#).

For more information, see SBA's [Size Standards page](#), or contact your nearest [Size Specialist](#).

Thank you for trying SBA's Size Standard tool. Help us improve our tool by [submitting your feedback](#).

Employee-based Size Standards

Size Standards Tool Feedback Exit Tool SBA.Gov

1 Enter Your Industry Code **2** Enter Your Business Size **3** Get Your Result

Does Your Small Business Qualify for Government Contracts?

This tool can help you determine if you qualify as a "small business" under SBA size standards. Qualifying as "small" may allow your business to take advantage of valuable government contracting opportunities reserved for small businesses. To be eligible as a small business under the SBA's size standard for your industry, your business must satisfy the SBA's size standard for your industry, be operated for at least one year, be independently owned and operated, and be based in the U.S., making significant contributions to the U.S. economy.

The SBA uses the North American Industry Classification System (NAICS) as the basis for its size standards. NAICS assigns numerical codes to classify business activities to various economic sectors and industries. An NAICS code has six digits. The first two indicate the economic Sector, the third the Subsector, the fourth the Industry Group, the fifth the Industry, and the sixth the NAICS code.

1) Enter one or more NAICS codes here

1. Enter Your Six-Digit NAICS Code(s)

Don't know your NAICS code? Visit the [official NAICS website](#) to find the code(s) applicable to your industry. Please note that SBA's size standards are currently based on 2012 NAICS. Thus, this tool requires a 2012 NAICS code to generate results.

424130

ADD THIS NAICS CODE

MY NAICS CODES

2) Click "Add This NAICS Code"

3) Click "Continue to Next Step"

RESET CONTINUE TO NEXT STEP ▶

1. Enter Your Six Digit NAICS Code(s)

Don't know your NAICS code? Visit the [official NAICS website](#) to find the code(s) applicable to your industry.

Please note that SBA's size standards are currently based on 2012 NAICS. Thus, this tool requires a 2012 NAICS code to generate a result.

424130 	MY NAICS CODES
	424130 Industrial and Personal Service Paper Merchant Wholesalers See Industry Description

1) Click here for average employee # calculation

2. Tell Us the Size of Your Business

For business size based on employees, calculate your average number of employees (including all individuals employed on full-time, part-time, temporary, or other basis) over the last 12 calendar months. If you need help, [learn more about how SBA calculates number of employees](#).

When calculating your business size, be sure to include all domestic and foreign affiliates, if any, in your calculations. If you need help, [learn more about how SBA determines affiliation](#).

An overview of affiliation is also contained under "[Affiliation](#)" on the SBA website.

Average Number of Employees Over the Last 12 Months	MY NAICS CODES
<input type="text" value="300"/>  <small>ex. 500</small>	424130 Industrial and Personal Service Paper Merchant Wholesalers

2) Enter 12 month average employee number here

3) Click "Continue to Next Step"





How SBA Calculates Average Employee Number

- ▶ Based on # of employees for each pay period for the preceding completed 12 calendar months
- ▶ Full-time, part-time and temp employees counted
- ▶ Affiliates (domestic and foreign) must be included in calculating employees



[How does SBA determine affiliation?](#)

An overview of affiliation is also contained under "[Affiliation](#)" on the SBA website.

Average Number of Employees Over the Last 12 Months

300



ex. 500

MY NAICS CODES

424130 Industrial and Personal Service Paper Merchant Wholesalers

3. Get Your Result *

PRINT RESULTS ▶

SMALL BUSINESS?

YES

NAICS CODE 424130

Industrial and Personal Service Paper Merchant Wholesalers

Size Standard: 500 employees

FOOTNOTE: These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when sub-contracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business ~~is not~~ submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.

Directs to a manufacturing NAICS code

↶ RESET

**The result generated by this tool does not constitute a formal size determination or certification by SBA, and only applies to Federal government contracting eligibility as a small business. Meeting an industry's size standard does not automatically make your business eligible for Federal government contracts reserved for small businesses.*



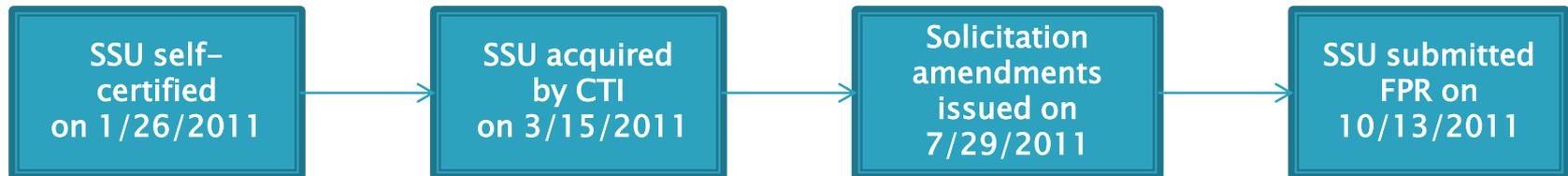
Recent Size Cases

Size Case A – the W.I.N.N. Group

▶ Main Issue

What should be the date for size determination when a concern was acquired after self-certification?

▶ Background



- 2 Protestors challenged SSU's size
 - CO: Amendments triggered re-certification
 - The W.I.N.N. Group: Questioned SSU's ability
- SBA determined SSU's size as of 1/26/2011 and found the concern small

Size Case A: (Continued)

▶ Appealed to OHA

- Re-certification required due to
 - 1) Modifications – 13 CFR 121.404(a)
 - 2) Acquisition – 13 CFR 121.404(g)(2)
- Acquisition agreement established prior to self-certification

▶ OHA Decision

- Amendments did not make initial offer unresponsive; no re-certification required
- Should rely on 13 CFR 121.404(a) , not 13 CFR 121.404(g)(2) , for size determination
- Agreement in principle not reached (Non-binding, no set price & due diligence conditions)
- OHA upheld Area Office determination

Size Case B

▶ Main Issue

Ostensible subcontractor analysis is fact specific and driven by solicitation requirements and response

▶ Background

- Two IFBs and one RFP
- Involves ostensible subcontractor relationship between small construction firm and OTSB
- Challenged concern received bonding assistance from OTSB and proposed OTSB as a sub

▶ Size Determination

- RFP: Undue reliance on OTSB for past performance, key personnel and teaming agreement
- IFB: Lack of evidence for undue reliance on OTSB
- SBA Area Office found challenged concern small for IFBs and OTS for RFP