



It is the policy of the United States government to provide maximum practicable contracting opportunities to service-disabled-veteran-owned, small-disadvantaged, woman-owned or HUB Zone small businesses. To that end, the district's small business program manager provides advice and guidance to the Corps' acquisition community and the small business community for all acquisitions valued at more than \$10,000.

Small Businesses

Whether a firm is a small business or not depends on what business the firm is in. The North American Industry Classification System is the standard used by Federal agencies in classifying business establishments' primary business activity. The Small Business Administration assigns size standards for each NAICS Code. Businesses register the NAICS Codes they perform in the System for Award Management (SAM). For example, a firm engaged in heavy construction, NAICS Code 237990, is considered small if average annual receipts are less than \$33.5 million. If the firm were engaged in architecture and engineering design work, NAICS Code 541330, they would be considered small if average annual receipts during the last three accounting periods were less than \$14 million. Service-disabled-veteran-owned firms, woman-owned firms, small-disadvantaged firms and HUB Zone firms are all different categories of small businesses.

All federal agencies have goals to meet regarding federal contracting dollars. These goals require a certain percentage of dollars go to each of the various categories referenced above.

Likewise, large business prime contractors have subcontracting goals to meet. A certain percentage of subcontracted dollars must be awarded to each of the categories of small businesses referenced above. Thus, through these goals, small businesses are afforded an opportunity to win federal contracting dollars either by contracting directly with a federal agency or by subcontracting with prime contractors.

Find out which category you fit into by contacting the agency small business specialist, your state Small Business Development Center or your local

Procurement Technical Assistance Center. It's important because each category has specific programs associated with it to help you get federal contracts.

Getting Started

1. Register in the System for Award Management (SAM) database at www.sam.gov.
2. Contact your local Procurement Technical Assistance Center. www.dla.mil.
3. Contact your local Small Business Administration office. See www.sba.gov.
4. Visit www.fbo.gov to see what the various agencies of the government are buying.