



CORPS FACTS

Small Business Utilization

U.S. ARMY CORPS OF ENGINEERS

BUILDING STRONG.

It is the policy of the United States government to provide maximum practicable contracting opportunities to small business. To that end, the St. Paul 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.

All federal agencies have goals to meet regarding federal contracting dollars. These goals require a certain percentage of dollars go to various categories: Small Disadvantaged Business, Woman Owned Small Business, Service Disabled Veteran Owned Business and HUBZone.



Whether a firm is a small business or not depends on what business the firm is in. The North American Industry Classification System, or NAICS, is the standard used 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. The size of a business is determined either by the number of employees or by the average annual receipts during the last three accounting periods. 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 a large business is awarded a contract, they will have subcontracting goals to meet. The district's contracting officer and small business program manager work together to determine the percentage of subcontracted dollars and business category that those dollars will go to. Small businesses have the opportunity to be awarded federal contracting dollars either by contracting directly with a federal agency or by subcontracting with prime contractors.

Getting Started

1. Register in the System for Award Management 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.

Resources:

NAICS Lookup: <http://www.naics.com/search/>

Small Business Size Standards: https://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf

St. Paul District Small and Disadvantaged Business Office:

<http://www.mvp.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>

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