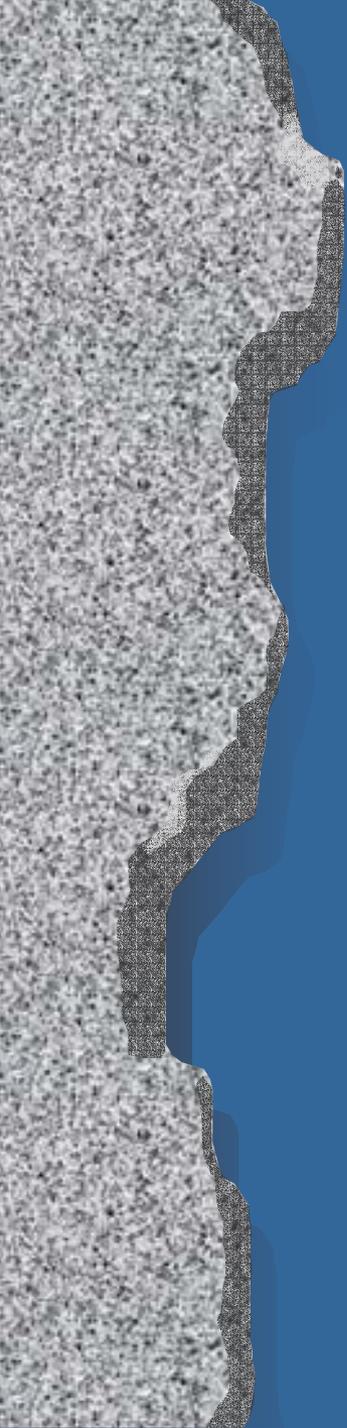


# U.S. SMALL BUSINESS ADMINISTRATION



PORTLAND DISTRICT OFFICE



**Robert Jensen**

**Business Opportunity  
Specialist**

**U.S. Small Business  
Administration**

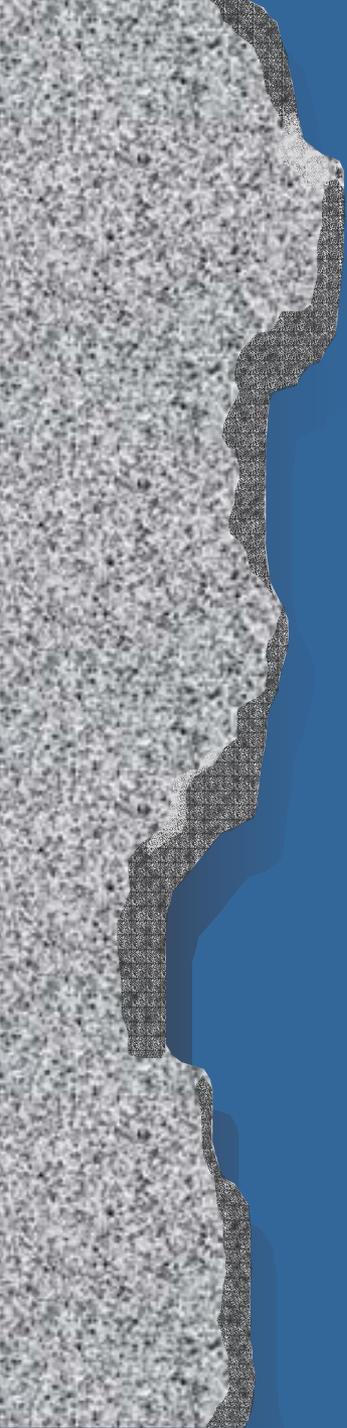
# AGENDA

- 12:00 SIC/NAICS/SIZE
- PRO-Net
- 8(a) Program
- SDB
- HUBZone
- Q&A

# Portland District Office Support Area

- Includes 30 of the 36 Counties of the State of Oregon
- Includes Clark, Cowlitz, Skamania and Wahkiakum Counties in SW Washington State





# SBA Programs & Services

- Finance
- Economic Development
- Procurement Assistance
- Advocacy
- Disaster Assistance

# Questions Answered

How are industries categorized?

When is a business small?

How to get noticed/registered?

What are the federal  
Certifications?

- \* 8(a)
- \* SDB
- \* HUBZone

# SIC to NAICS

Standard Industrial Classification  
ended on September 30, 2000

replaced by:

North American Industrial  
Classification System

# Why SIC to NAICS?

NAFTA

Standardization

New/Emerging Industries

# NAICS Structure

NAICS codes have 5 or 6 digits

*NAICS 234110 - Highway Construction*

*23 = Sector - Construction (mfg, retail, etc)*

*234 = Subsector - Heavy Constr*

*2341 = Industry Group -road/bridge/tunnel*

*23411 = NAICS Industry - Road*

*234110 = NAICS Country*

# SIC/NAICS

*NEED HELP IDENTIFYING A CODE?*

*NEED TO CONVERT SIC TO NAICS*

*ASSIST CLIENTS/VENDORS WITH  
INFORMATION?*

<http://www.census.gov/epcd/www/naics.html>

[NAICS to SIC](#)  
[SIC to NAICS](#)

[NAICS Search](#)

How NAICS will affect data users  
[New industries](#)  
[New sectors](#)  
[New code system](#)  
[Benefits](#)  
[Breaks in time series](#)

**Implementation**  
[Census Bureau](#)  
[EBA](#)  
[ELS](#)  
[Other agencies](#)

**Product**  
[Classification](#)  
[Service Sector](#)  
[Manufacturing](#)

## U.S. Census Bureau



# North American Industry Classification System (NAICS)

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

 **NAICS on the move.** Revisions are set for [NAICS 2002](#). Construction and wholesale trade are substantially affected, but the revisions also modify a number of retail classifications and the organization of the information sector.

**New!**  
**E-Commerce Statistics**  
business is a major challenge for future statistical



Office  
Microsoft

# Questions Answered

How are industries categorized?

When is a business small?

How to get noticed/registered?

What are the federal  
Certifications?

- \* 8(a)
- \* SDB
- \* HUBZone



## WHEN IS A BUSINESS SMALL?

To participate in SBA programs, a business must be small in its primary industry.

## WHEN IS A BUSINESS SMALL FOR A PROCUREMENT?

To bid as a small business on a federal contract, a business must be small under the assigned NAICS Code.

# WHEN IS A BUSINESS SMALL?

## *Self Certification*

Core size standards for sectors:

Retail	\$6 million
Construction	\$12/\$28.5 million
Manufacturers	500 employees
Wholesalers	100 employees



Office of Size Standards

*FOR MORE INFORMATION ON  
SIZE GO TO:*

*[WWW.SBA.GOV/SIZE](http://WWW.SBA.GOV/SIZE)*

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Offline

Address <http://www.sba.gov/size/index/tableofsize.html> Go Links



# Office of Size Standards

[← Home for this Area](#) [Previous Location →](#)

## Table of Size Standards

See [Viewing Utilities](#) if Necessary.

1. Based on the North American Industry Classification System (NAICS), effective October 1, 2000. [HTML](#) and [PDF\\*](#).
2. Based on the Standard Industrial Classification (SIC) system, effective thru September 30, 2000. [HTML](#) and [PDF\\*](#).
3. [Size Standards Correspondence Table](#). This is a table of small business size standards based on the SIC system and matched to the North American Industry Classification System (NAICS) codes and their size standards.
4. [Search tool for locating NAICS codes and SIC codes](#) and their size standards.

| [Top](#) |



Office of Size Standards

- What's New?
- What We Do
- General Information
- Table of Size Standards**
- HAZMat Size Standards
- A Guide to Size Standards
- Frequently Asked Questions (FAQs)
- Contacts & Representatives

Office

Microsoft

# Questions Answered

How are industries categorized?

When is a business small?

How to get noticed/registered?

What are the federal  
Certifications?

- \* 8(a)
- \* SDB
- \* HUBZone