

INDUSTRY SIZE STANDARDS

(As of February 2004)

SBA defines a small business concern as one that is independently owned and operated, is organized for profit, and is not dominant in its field. Depending on the industry, size standard and eligibility is based on the average number of employees for the preceding twelve months or on sales volume averaged over a three-year period. Examples of SBA general size standards include the following:

- Manufacturing **Maximum number of employees may range from 500 to 1500, depending on the type of product manufactured;**

- Wholesaling: **Maximum number of employees may range from 100 to 500, depending on the particular product being provided;**

- Services: **Annual receipts may not exceed \$3.0 to \$29.0 million, depending on the particular service being provided;**

- Retailing: **Annual receipts may not exceed \$6.0 to \$24.0 million depending on the particular product being provided;**

- General and Heavy Construction: **General construction annual receipts may not exceed \$12.0 to \$28.5 million, depending on the type of Construction;**

- Special Trade Construction: **Annual receipts may not exceed \$12.0 million**

- Agriculture: **Annual receipts may not exceed \$0.750 to \$10.5 million, depending on the agricultural product.**