

### **Small Business Guidelines**

The Governor's Office of Diversity Business Enterprise establishes small business guidelines based on industry size standards. The criteria guidelines are required to be met in order for a business to be considered a small business enterprise and to receive certification as a Small Business Enterprise (SBE). The annual sales receipts and the number of employees indicate the maximum allowed for a small business concern by the state of Tennessee definition.

Small Business Definition:

*“Tennessee small business” means a business that is a continuing, independent, for profit business which performs a commercially useful function with residence in Tennessee and has total gross receipts of no more than ten million dollars (\$10,000,000) averaged over a three-year period and employs no more than thirty (30) persons on a full-time basis”.*

<b>SMALL BUSINESS GUIDELINES By Industry</b>	<b>Criteria</b>
<b><i>Agriculture, Forestry &amp; Fishing</i></b>	\$10MM and 30 Employees
<b><i>Architectural / Design / Engineering</i></b>	\$10MM and 30 Employees
<b><i>Construction</i></b>	\$10MM and 30 Employees
<b><i>Educational</i></b>	\$10MM and 30 Employees
<b><i>Finance, Insurance &amp; Real Estate</i></b>	\$10MM and 30 Employees
<b><i>Information Systems / Technology</i></b>	\$10MM and 30 Employees
<b><i>Manufacturing</i></b>	\$10MM and 30 Employees
<b><i>Marketing / Communications / Public Relations</i></b>	\$10MM and 30 Employees
<b><i>Medical / Healthcare</i></b>	\$10MM and 30 Employees
<b><i>Mining</i></b>	\$10MM and 30 Employees
<b><i>Retail Trade</i></b>	\$10MM and 30 Employees
<b><i>Service Industry</i></b>	\$10MM and 30 Employees
<b><i>Transportation, Commerce &amp; Utilities</i></b>	\$10MM and 30 Employees
<b><i>Wholesale Trade</i></b>	\$10MM and 30 Employees