

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's 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 or employs no more than *ninety-nine (99)* persons on a full-time basis”.*

SMALL BUSINESS GUIDELINES	Criteria
Agriculture, Forestry & Fishing	\$10MM or 99 Employees
Architectural / Design / Engineering	\$10MM or 99 Employees
Construction	\$10MM or 99 Employees
Educational	\$10MM or 99 Employees
Finance, Insurance & Real Estate	\$10MM or 99 Employees
Information Systems / Technology	\$10MM or 99 Employees
Manufacturing	\$10MM or 99 Employees
Marketing / Communications / Public Relations	\$10MM or 99 Employees
Medical / Healthcare	\$10MM or 99 Employees
Mining	\$10MM or 99 Employees
Retail Trade	\$10MM or 99 Employees
Service Industry	\$10MM or 99 Employees
Transportation, Commerce & Utilities	\$10MM or 99 Employees
Wholesale Trade	\$10MM or 99 Employees