



Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

www.asbdc.org



Two -Part Workshop: WHAT SMALL BUSINESSES NEED TO KNOW – DETERMINATION OF NAICS CODES AND HOW AFFILIATION AFFECTS SIZE

How to determine your NAICS Codes

Do you know what NAICS Codes mean to your business? It's important because the NAICS Code should describe what your business does, whether it's a manufactured product or a service, and the wrong NAICS Code will lead potential buyers to believe that your company provides or does something else. It also means that notifications sent by Federal data systems will send sources sought notices and solicitations that do not fit your business. This training will help you understand the NAICS Code system so that it will work for you instead of becoming a road-block for business opportunities.

How AFFILIATION Affects Your Size

Affiliation is a very important term to understand for all small businesses. If your company is affiliated with another business, no matter what that business does, the affiliated business revenues or employee counts are added to your company's totals should the SBA seek to determine your size. Which happens when your company receives a size protest. Every time. The rules for affiliation have changed as of June 30, 2016; are you aware how those changes affect your opportunities for small business set asides?

Other changes from June 30, 2016 give small businesses a safe refuge from affiliation from JV partners, even if those partners are large businesses. Come to this training and find out more, because the company's that know this information are safer from size protests and also more likely to obtain the procurements that will be offered by the Federal government in the future.

The Chamber of Commerce Huntsville/Madison County

225 Church Street, Huntsville, AL 35801

Wednesday, December 7, 2016

9:00 am — 11:30 am

Visit our website for information / registration <http://www.uah.edu/sbdc>

Douglas W. Gerard, CFCM is the SBA Government Contracting Area III Procurement Center Representative for Alabama and Mississippi, and is located at the Marshall Space Flight Center in Huntsville, AL. Mr. Gerard has more than a 15 years of Government Contracting experience and has served as a Contracting Officer and Contract Specialist with DHS and DoD organizations, and as a Senior Acquisition Specialist at Lockheed Martin Aeronautics in Greenville, SC. Mr. Gerard was certified by NCMA as a Certified Federal Contract Manager in 2009 and earned an MBA at the University of Redlands in 2004.



The Small Business Development Center at the University of Alabama in Huntsville is a member of the Alabama SBDC Network. Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Magdaline Braxton, UAH SBDC, 225 Church Street, Suite 319, Huntsville, AL 35801. 256.824.6422.

