

Beginning on January 1, 2020 the CERT Program launched a new initiative, the Emerging Small Business Enterprise (“ESBE”) Program. You do not need to do anything—if your business qualifies, you will automatically be designated as an ESBE business.

The CERT Board has found that contract awards to CERT vendors were largely awarded to businesses dominant within their industry, meaning those with average annual revenues at the higher end of the applicable SBA Size Standard. The CERT Collaborative created this program to recognize and certify firms far below the applicable SBA size standard in order to provide a platform for non-dominant firms within their industry. ESBE status currently applies to only certain sectors and industries that correspond to the types of purchases made by the CERT Collaborative partners. These sectors include but are not limited to:

- *Construction and Subcontracting (Sector 23)*
- *Real Estate, Rental, and Leasing (Sector 53)*
- *Professional, Scientific, and Technical Services: Attorneys, Accountants, Consultants, Graphic Design, IT Services, R&D, and Environmental (Sector 54)*
- *Administrative and Support Services: Janitorial, Security, and Landscaping (Sector 56)*

*The size standards for the ESBE program are below.*

- a. *For Sector 23, NAICS codes with an SBA size standard of:*
  - i. *\$16.5 million, the ESBE size standard is \$3.0 million*
  - ii. *\$30.0 million, the ESBE size standard is \$ 2.0 million*
  - iii. *\$39.5 million, the ESBE size standard is \$4.0 million*
- b. *For Sector 53, NAICS codes with an SBA size standard of:*
  - i. *\$8.0 million, the ESBE size standard is \$500,000*
- c. *For Sector 54, core NAICS codes with an SBA size standard of:*
  - i. *\$8.0 million, the ESBE size standard is \$2.0 million*
  - ii. *\$16.5 million, the ESBE size standard is \$3.0 million*
- d. *For Sector 54, non-core NAICS codes with an SBA size standard of:*
  - i. *\$8.0 million, the ESBE size standard is \$500,000*
  - ii. *\$12.0 million, the ESBE size standard is \$500,000*
  - iii. *\$16.5 million, the ESBE size standard is \$500,000*
  - iv. *\$30.0 million, the ESBE size standard is \$3.0 million*
- e. *For Sector 56, NAICS codes with an SBA size standard of:*
  - i. *\$22.0 million, the ESBE size standard is \$1.5 million*
  - ii. *\$41.5 million, the ESBE size standard is \$3.5 million*

*Please feel free to contact us at [CERT@ci.stpaul.mn.us](mailto:CERT@ci.stpaul.mn.us) with any questions.*