The United States of America requires use of small business subcontracting suppliers on programs funded by agencies of the U.S. government. Many subcontracting opportunities are therefore limited to small businesses that are U.S. owned and operated. To determine your company’s status, this reference guide may be helpful. To be considered a U.S. Small Business for subcontracting purposes, a company must be organized for profit, independently owned and operated, and not dominant in its field of operation. It must also operate primarily within the United States; or, if not, it must make a significant contribution to the U.S. economy through payment of taxes or use of American products, materials, or labor. Finally, it must meet the size standard for the North American Industry Classification System (NAICS) of the product or service it is providing under the terms of its contract or subcontract. These rules are set forth in SBA’s regulations (Code of Federal Regulations, or CFR, Title 13, Part 121). Of particular importance to Lockheed Martin’s suppliers are the rules set forth in 13 CFR 121.404(e), 121.410, and 121.411. Review SBA’s regulations: https://www.law.cornell.edu/cfr/text/13/part-121.

### Small Business (SB)
- self certified
- below NAICS code size threshold (U.S. citizenship not required)
  - [https://www.sba.gov/content/determining-business-size](https://www.sba.gov/content/determining-business-size)

### Small Disadvantaged Business (SDB)
- self certified
- 51% disadvantaged; owner must be both socially and economically disadvantaged (U.S. citizenship required)
  - [https://www.sba.gov/content/disadvantaged-businesses](https://www.sba.gov/content/disadvantaged-businesses)

### Women Owned Small Business (WOSB)
- self certified
- 51% owned and operated by women (U.S. citizenship required)
  - [https://www.sba.gov/content/women-owned-small-business-program](https://www.sba.gov/content/women-owned-small-business-program)

### HUBZone Certified
- SBA certified
- Eligibility is based on firm’s location (U.S. citizenship required)
  - [www.sba.gov/hubzone](http://www.sba.gov/hubzone)

### Veteran Owned Small Business (VOSB)
- self certified
- 51% owned/operated by veteran(s) (U.S. citizenship not required)
  - [https://www.sba.gov/content/veteran-service-disabled-veteran-owned](https://www.sba.gov/content/veteran-service-disabled-veteran-owned)

### Service-disabled VOSB (SDVOSB or SDV)
- self certified
- 51% owned/operated by service-disabled veteran(s) (U.S. citizenship not required)
  - [https://www.sba.gov/sdvosb](https://www.sba.gov/sdvosb)

### Economically Disadvantaged Women Owned Small Business (EDWOSB)
- self certified
- Tied to specific NAICS codes (U.S. citizenship required)
- Not applicable to Lockheed Martin’s suppliers
  - [https://www.sba.gov/content/women-owned-small-business-program](https://www.sba.gov/content/women-owned-small-business-program)

### Indian Organization, Indian-owned Economic Enterprises, and Native Hawaiian Small Businesses (includes native villages and native groups as defined in the Alaska Native Claims settlement Act), Alaska Native Corporations, and Indian tribes
- tribal card
- 5% reimbursement for use on DoD contracts
  - Federally recognized tribes and Alaska Native Corporations - SB/SDB credit
    - [https://www.sba.gov/offices/headquarters/naa](https://www.sba.gov/offices/headquarters/naa)

* Note EDWOSB and SDB are unrelated categories