



MTA Fact Sheet

Mid-Tier Advocacy (MTA) Mission

MTA believes that small businesses should be allowed to grow, expand and compete in the federal market place. It is in the best interest of national security to have a diverse and competitive federal industrial base. MTA will support policies that provide the following: access to capital and federal recognition for mid-tier companies.

MTA Goals

Short –Term Goal

To establish a pilot-program that will enable small and mid-size businesses to compete for larger projects without direct competition from large businesses. This will provide a glide path for the advanced small businesses to continue to grow without falling off a cliff, once they have exceed the current size standard.

Long-Term Goal

To influence policy affecting small business growth and viability.

When Was Mid-Tier Advocacy Established?

MTA was established in 2010 to work toward the elimination of the competitive disadvantage facing mid-tier government support services companies. Far too many government contract dollars have been reserved for large businesses when a better value for taxpayer's dollars can be received from mid-tier companies.

Who Are MTA Members?

MTA member companies operate as federal government contractors and provide federal agencies with services of all kinds, including information technology, engineering, logistics, facilities management, operations and maintenance, consulting, international development, scientific, social, environmental services, construction and more.

These companies employ millions of Americans across the country and abroad—in some cases, Iraq and Afghanistan.

What Is a “Mid-Tier” Company?

A mid-tier company may have exceeded the largest size standard that is associated with the NAICS codes governing SBA small business categories. They are seasoned businesses as a result of having been in the federal marketplace for 10 to 30 years, or more. Their revenues may range from \$10M to \$350M and they will likely employ from 100 to 2000 people. They are no longer considered small businesses, but neither are they large enough to compete and win against multi-billion dollar large businesses that dominate the federal market place.