



A Statement for the Record
Submitted by: Mid-Tier Advocacy, Inc.
House Committee on Small Business
Subcommittee on Contracting and Infrastructure
Hearing: “Leveling the Playing Field: Fostering Opportunities for
Small Business Contractors”
Date: September 10, 2025
Time: 9:30 AM

Mid-Tier Advocacy, Inc. appreciates the opportunity to submit this statement for the record regarding your timely and important hearing, “*Leveling the Playing Field: Fostering Opportunities for Small Business Contractors.*”

As a national, nonprofit organization representing the interests of mid-sized federal contractors—many of whom are former small businesses—Mid-Tier Advocacy works to ensure that growth is not punished in the federal marketplace, but rather rewarded and sustained. While today’s hearing rightly focuses on fostering opportunities for small business contractors, it is important to acknowledge that the strength of the federal supply base is directly tied to how policies support companies at *every stage* of the lifecycle—from startup to scale-up.

Mid-tier firms are the backbone of innovation, job creation, and specialized performance in the federal contracting space. However, they exist in a uniquely vulnerable position—*too large* to qualify for small business set-asides, but *too small* to consistently compete against billion-dollar incumbents for full and open competitions. This “no man’s land” leaves many former small businesses facing a cliff when they outgrow their size standard, with few policy mechanisms in place to support their continued growth.

Yet, we are firm in stating that **mid-tier firms would not exist without the small business contracting programs** that enabled their entry into the federal market. It is through SBA programs, mentor-protégé arrangements, and set-aside competitions that many of our member companies developed past performance, created jobs, and built the capacity to serve federal agencies at scale. These programs are vital and must not only be preserved but strengthened to ensure that today’s small businesses can become tomorrow’s mid-sized success stories.

However, the system must also evolve to acknowledge that *graduation from small business status should not be a penalty*. It should be a milestone. To truly level the playing field, the federal government must also address the growing policy gap for mid-tier companies, including

access to tailored opportunities, acquisition strategies that consider firm size and capacity, and more equitable consolidation practices.

We commend this Subcommittee for its continued commitment to fairness and competition in federal procurement. A healthy industrial base depends on the ability of small businesses to grow—and the ability of growing businesses to thrive beyond their small status.

Mid-Tier Advocacy, Inc. looks forward to working with you to advance policies that build a more inclusive and competitive contracting environment across all tiers.

Respectfully submitted,

Tonya Saunders

Founder and Executive Director

Mid-Tier Advocacy, Inc.

Email: tonya@midtieradvocacy.com

Phone: 202.421.5100

Website: <https://midtieradvocacy.com>