

**Post-Hearing Questions for the Record
Submitted to Kathy A. Salas
From Senator Claire McCaskill**

**“Waste and Abuse in National Guard Sponsorship and Marketing Contracts”
May 8, 2014**

1. Can you explain why the subcontract with Docupak to contract with NASCAR is necessary?

Answer: The National Guard Bureau contracted with LM&O to provide NASCAR marketing support services. The National Guard will have to defer to LM&O on the rationale for that subcontracting decision.

2. What is the value that Docupak that provides as a subcontractor on a contract that is intended to provide advertising services?

Answer: The National Guard utilized the existing advertising contract vehicle and required LM&O to provide those services. LM&O then chose to subcontract with their marketing partner for those services. The National Guard will have to defer to LM&O on the rationale for that subcontracting decision.

3. What are the management costs incurred by LM&O Advertising and Docupak for the sponsorships with NASCAR and IndyCar?

Answer: The total of NASCAR and IRL management costs for FY 14 is \$1,862,273.83. As Docupak was a subcontractor, that portion of management cost attributable to Docupak is not broken out or specified under the contract. Based upon information provided by LM&O and Docupak, the amounts for management costs are as follows:

Subtotals:

NASCAR: Docupak = \$632,120.48; LM&O = \$643,377.00

IRL: Docupak = \$337,715.47; LM&O = \$249,060.88