



Connecting BRAC with San Antonio

Contract Distribution

- To date, more than 1 in 3 of the major contract awards to prime contractors has gone to a company with either a headquarters or a regional office in San Antonio.
 - This ratio does not represent subcontracting arrangements, which have provided a multitude of additional contracts to locally based firms.

Community Outreach

- Representatives of the Joint Program Management Office (JPMO) have worked closely with the city's Procurement Technical Assistance Center (PTAC) to raise local awareness of the many contracting opportunities associated with the BRAC program.
 - Collaborated as part of the team that organized four contractor matchmaking fairs within the past two years. Each event attracted between 300 and 400 participants.
- In 2008, representatives of the Joint Program Management Office provided 35 informational BRAC presentations in the community to a variety of construction associations, business organizations, and community groups.
- In 2009, JPMO representatives are on pace to exceed the number of informational BRAC presentations and speaking engagements that were provided in 2008. Through August, more than two dozen presentations had taken place.
 - Accompanying most of these presentations is informational literature that highlights PTAC's services, as well as the necessary steps to become engaged in the federal contracting process.



Industry Outreach

- To maintain an ongoing connection with the local construction and engineering industries, the JPMO provides a publicly accessible chart that outlines the individual projects in the program, so that companies can see which projects have been awarded and which projects are still to be awarded.
 - This chart is called the Military Construction Program Outlook Storyboard and it is updated and re-posted every month on the Web page of the City of San Antonio's Office of Military Affairs: www.sanantonio.gov/oma.
 - The purpose of the storyboard is to give companies advance notice of when projects will be awarded, so that the companies can position themselves advantageously for the bidding process, or prepare to pursue subcontracting opportunities.
- The JPMO maintains further local connectivity by fielding phone calls from companies with questions about the contracting process.
 - All companies that call also receive a one-page information sheet that explains the basic steps for accessing federal opportunities.
 - JPMO representatives also accommodate requests by companies that ask to provide capabilities presentations in person.