

The original documents are located in Box 35, folder “Transition Reports (1977) - Commerce Department: Management by Objectives and Presidential Management Initiatives (3)” of the John Marsh Files at the Gerald R. Ford Presidential Library.

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RAPC

FISCAL FY 1977 RAPC AND OREC OBJECTIVES

General. For the first time, the individual Regional Action Planning Commissions (RAPC) have each submitted an objective for Secretarial tracking. While several of the Commissions have similar objectives which are summarized below together, each will handle its objective in a different manner and under a different timetable. Consequently, for reporting purposes the objectives should be treated separately. In addition, the Office of Regional Economic Coordination (ORCE) has submitted an objective for fiscal 1977 that is a follow-on to its 1976 objective.

Coastal Plains Regional Commission: The CPRC proposes to develop a project review system which will improve the timeliness of project approvals and decrease the amount of funds left unobligated at the end of the fiscal year. The objective represents a significant management initiative on the part of the Commission and should be tracked.

Four Corners, New England, Old West, and Ozarks Regional Commissions: Each of these Commissions has proposed an objective to develop and implement an evaluation/reporting system. There has been considerable pressure on the Commissions to establish such systems and to begin to develop investment strategies based on those project types which seem most effective. The objectives submitted by these Commissions are in direct response to a perceived need for greater management responsibility on the part of the Commission, and they should be tracked.

Pacific Northwest Regional Commission: The PNRC has as its objective the introduction of uniform grant administrative procedures for all grants to State and local governments within the Region. The standardized procedures follow Federal Management Circulars 74-4 and 74-7 and should simplify current procedures for the Commission's grantees (most of whom use the FMC's in connection with grants from other Federal agencies). The objective requires Federal, State, and local cooperation and is a significant management improvement for the Commission. Secretarial tracking is recommended.

Upper Great Lakes Regional Commission: UGLRC has completed an evaluation of its industrial development projects this past year and submits, as its 1977 objective, evaluation of its vocational/technical education projects. The Commission will use the findings of its evaluations in setting future investment strategy. Because of the importance the Department attaches to the development of management information processes, Secretarial tracking is recommended.

Office of Regional Economic Coordination: The development of a common reporting system for the Commissions ran into some unexpected snags last year, so OREC has submitted a modified objective for implementation of a common accounting and reports system for the Department as its 1977 objective. It continues to be suitable for Secretarial tracking.

October 1976

IMPROVED PROGRAM REVIEW SYSTEM

(Coastal Plains Regional Commission)

1. Proposed Objective.

To devise a system for greater responsiveness in the submission, review and approval of projects to be funded by the Coastal Plains Regional Commission. The system will improve the timeliness of project approval and funding actions within each quarter of the fiscal year. This will assure fullest utilization of available resources before the end of the fiscal year.

2. Justification.

The Title V Regional Commissions have not had a good record in obligating funds and have often ended the fiscal year with a large carryover of funds. A tightened project review cycle will permit the Commission to act while information is fresh and provide more flexibility in developing the most beneficial projects. The Coastal Plains Regional Commission has moved to devise such a system in the last two years. This initial effort achieved a full allocation of funds for the past two fiscal years but it still resulted in most project activity taking place in the final quarter of the fiscal year. Full implementation of a new system will permit greater overall responsiveness, a more effective allocation of staff time, and better balanced resource allocation.

3. Approach.

This objective will be achieved by the implementation of a schedule for submission and review of projects. Under this schedule, Advisory Committees will develop, review and recommend region-wide projects for the next fiscal year and submit them to the Commission for approval at the last Commission meeting of the current fiscal year. The five states will then develop project packages that will be submitted for staff review in September and final Commission action at the first meeting of the new fiscal year. With all projects submitted early in the fiscal year, timely approvals can be granted.

The new system further emphasizes earliest submission of requests for Supplemental Grant funds directly to the Office of the Federal Cochairman so that on the majority of requests contact with other federal departments and agencies can be made in the first quarter of the new fiscal year. This permits the Commission to take fullest advantage of, and maximize the true intent of the Supplemental Grant authority by confirming the availability of this program support to the other departments and agencies early in the fiscal year.

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4. Resources.

The objective has utilized current levels of funding and previously scheduled person-year effort. But most program planning tasks had to be performed on a progressively revised (advanced) time schedule and - to assure progressive acceptance of the new schedule - in closely managed sequence. This resulted during the past two years in increased requirements for up to 20% in additional staff time and communications costs devoted to bringing about the improvements. Since the staff was not increased, it was handled by extra workloads (with a few employees admittedly finding it difficult to cope with the added burden). Now the new system is sufficiently in place so that staff is used on a better balanced basis throughout the fiscal year. The remaining improvements can therefore be achieved with the present funds and staff.

5. Responsible Office.

The Office of the Federal Cochairman, R. Jack Hawke, Federal Co-chairman, is immediately charged with primary line responsibility for seeing that the objective is achieved. The CPRC Staff, under James Butler, Executive Director, will have staff responsibility for seeing that the objective is achieved.

6. Milestones.

The objective is implemented by the action cycle shown in the following milestones:

August 31, 1976 - Full Commission review and approval of region-wide projects for FY 1977.

September 1976 - Submission of State Project Packages to the Commission Staff and Office of the Federal Co-chairman for preliminary review and study.

October 1976 - Alternates in-depth review of State Project Investment Packages and resulting recommendations to the full Commission.

November 1976 - Full Commission review and approval of State Project Investment Packages.

December 1976

January 1977 - Office of the Federal Cochairman initiates contacts with major departments and agencies for Supplemental Grant applications.

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- April 1977 - Commission Review and approval of remaining or replacement State Projects.
- May 15, 1977 - Last possible date for the submission of any State projects for consideration in FY 1977.
- May 1977 - Commence staff evaluation of program performance.
- May, June, July 1977 - Advisory Committee finalize, review and recommendation of Region-wide Project Packages for FY 1978.
- August 1977 - Alternates in-depth review of Region-wide Project Packages and recommendations to the full Commission for FY 1978.
- September 1977 - Full Commission review and approval of region-wide projects for FY 1978.
- September 1977 - Submission of State Project Packages to the Commission Staff and Office of the Federal Co-chairman for preliminary review and study. Report on Program Performance Evaluation of FY 1977 projects as input to forward planning decisions.

IMPROVED PROGRAM REVIEW SYSTEM
(Coastal Plains Regional Commission)

<p><u>Objective</u> Plan system for greater responsiveness in submission, review and approval of projects funded. System will improve timeliness of project approval and funding actions within each quarter of the fiscal year and will assure fullest utilization of available resources before the end of the fiscal year.</p>	<p><u>Change in Status</u></p>											
<p>Milestones</p>	<p>1 9 7 7 Jan Feb Mar</p>			<p>1 9 7 7 Apr May Jun</p>			<p>1 9 7 6 Jul Aug Sep</p>			<p>1 9 7 6 Oct Nov Dec</p>		
<p>(1) Full Commission review and approval of region-wide projects for FY 1977.</p>								o				
<p>(2) Submission of State Project Packages to the Commission Staff and Office of the Fed. Cochairman for preliminary review and study.</p>									o			
<p>(3) Alternates in-depth review of State Project Investment Packages and resulting recommendations to the full Commission.</p>										o		
<p>(4) Full Commission review and approval of State Project Investment Packages.</p>											o	
<p>(5) Office of the Fed. Cochairman initiates contacts with major departments and agencies for Supplemental Grant applications.</p>	o											o
<p>(6) Commission review and approval of remaining or replacement State Projects.</p>					o							
<p>(7) Last possible date for the submission of any State projects for consideration in FY 1977.</p>						o						

(Coastal Plains Regional Commission)

Objective	Change in Status											
Milestones	1 9 7 7 Jan Feb Mar			1 9 7 7 Apr May Jun			1 9 7 7 Jul Aug Sep			1 9 7 7 Oct Nov Dec		
(8) Commence staff evaluation of program performance.						o						
(9) Advisory Committee finalize, review and recommendations of region-wide Project Packages for FY 1978.								o				
(10) Alternates in-depth review of region-wide Project Packages and recommendations to the full Commission for FY 1978.									o			
(11) Full Commission review and approval of region-wide projects for FY 1978.										o		
(12) Submission of State Project Packages to the Commission Staff and Office of Fed. Cochairman for preliminary review and study. Report on Program Performance Evaluation of FY 1977 projects as input to forward planning decisions.										o		

IMPROVED PROGRAM REVIEW SYSTEM

(Four Corners Regional Commission)

1. Proposed Objective.

In 1977, the Commission will implement its comprehensive evaluation program - development grants, technical assistance, and excess property. This system will be compatible with the Office of Regional Economic Coordination Information and Reporting System.

2. Justification.

This system will enable the Commission staff and the states to better judge the merits of specific project and categorical spending in meeting the long-range objectives of the Commission and to estimate more objectively the impact of projects in improving the Regional economy.

3. Approach.

Four Corners Regional Commission is revising its pre and past construction evaluation procedures for development grants, will add a more comprehensive final evaluation system for technical assistance and is developing a new procedure for evaluating the impacts of excess property grants. The first two of these procedures will be coordinated with the Office of Regional Economic Coordination Information System.

4. Resources.

The Commission and the Federal Cochairman's office will have staff members assigned to provide assistance on each program, but primary responsibility will be with the states who will each employ a full-time evaluator on the State Alternate's staff.

5. Responsible Office.

The Commission staff in Farmington, N. M., will have primary responsibility for the Development Grant and Technical Assistance programs, the Federal Cochairman's field office in Phoenix, Arizona, responsibility for the Excess Property Program. However, the management system will be coordinated through the Federal Cochairman's Washington, D. C. office.

6. Milestones

- September - Final version of proposed evaluation system.
- October - Review of final system design by State Alternates. (New excess property procedures to be added at this time.)
- November - Review of final system and approval by Commission at first Commission meeting in FY 1977.
- December - Full-scale implementation of system region-wide.

IMPROVED PROGRAM REVIEW SYSTEM

(Four Corners Regional Commission)

<p><u>Objective</u></p> <p>In 1977, Commission will implement its comprehensive evaluation program, which will be compatible with OREC Information and Reporting System.</p>	<p><u>Change in Status</u></p>											
<p>Milestones</p>	<p>Jan</p>	<p>Feb</p>	<p>Mar</p>	<p>Apr</p>	<p>May</p>	<p>Jun</p>	<p>1976 Jul</p>	<p>Aug</p>	<p>Sep</p>	<p>1976 Oct</p>	<p>Nov</p>	<p>Dec</p>
<p>(1) Final version of proposed evaluation system.</p>									o			
<p>(2) Review of final system design by State Alternates. (New excess property procedures to be added at this time.)</p>										o		
<p>(3) Review of final system and approval by Commission at first Commission meeting in FY 1977.</p>											o	
<p>(4) Full-scale implementation of system region-wide.</p>												o

IMPROVED PROGRAM REVIEW SYSTEM
(New England Regional Commission)

1. Proposed Objectives.

In FY 1977 the New England Regional Commission wants to make an assessment of the ways and means of evaluating its program from which will be developed an interim evaluation system design and finally the establishment of a final system design based on results of value testing.

2. Justification.

There remains the open question of the effectiveness of the Title V Commission program, and, in particular, the New England Regional Commission. Regional impact of programs needs to be examined. Continued assistance and expansion of funding from State or Federal sources will be predicated upon the Commission's ability to establish an evaluation process that provides evidence of performance to convince either State or Federal funding sources of the desirability of support.

3. Approach.

The broad involvement of the States with the Commission staff, and some consultant support, will seek to create a consensus for the need of the evaluation process. The process will be created to measure the constraints of the legislation and the program goals of the Commission measured against actual program results.

4. Resources.

It is intended that the major staff resources will be provided by the Commission staff and States. Some Commission funds will be expended in the initial phase to determine the areas of the program to be developed and the initial phases of the design of the system. The Department's Office of Regional Economic Coordination will be aiding in the oversight of the evaluation system.

5. Responsible Office.

The Federal Cochairman, acting jointly with the State Cochairman, will have primary responsibility.

6. Milestones.

October to December

- a determination as to the ability to evaluate programs and the establishment of the criteria to measure performance.

December to March

- an evaluation system design to be created.

April to September

- field test the system.

October and following

- implementation of the evaluation system as a regular part of the Commission's programming.

IMPROVED PROGRAM REVIEW SYSTEM
(New England Regional Commission)

<u>Objective</u>	<u>Change in Status</u>											
In FY 1977 assess the ways and means of evaluating program from which an interim evaluation system design will be developed and finally establish a final system design based on results of testing.												
Milestones	1 9 7 7 Jan Feb Mar			1 9 7 7 Apr May Jun			1 9 7 7 Jul Aug Sep			1 9 7 6 Oct Nov Dec		
(1) Determination as to the ability to evaluate programs and the establishment of the criteria to measure performance.												o
(2) An evaluation system design to be created.			o									o
(3) Field test the system.								o				
(4) Implementation of the evaluation system as a regular part of the Commission's programming.											o	(1977 & on)

IMPROVED PROGRAM REVIEW SYSTEM
(Old West Regional Commission)

1. Proposed Objective.

The Commission proposes to develop a program evaluation system during FY 1977 which will augment and be responsive to the proposed OREC Information and Reporting System. Due to insufficient Commission staff, the design work will be contracted.

2. Justification.

The system will be helpful in providing a clear understanding of the impact of Commission programs and projects in meeting the goals of the Regional Economic Development Plan; it will assist in developing program priorities for the future; it will assist Commission officials in predicting and recognizing changing characteristics and problems in the Region's economy which will merit program adjustment.

3. Approach.

The system will be finalized through development of a series of indicators and criteria which the states, grantees and the Commission can use in project selection evaluation and reporting.

4. Resources.

The system will be developed by the Commission's regional planning director with the assistance of selected members of the Commission staff, the Commission Alternates, state planning staffs, and grantees as necessary. Liaison will be maintained with OREC through the Federal Cochairman's office.

5. Responsible Office.

The system will be developed by the Commission office in Rapid City, with direction and liaison with OREC conducted by the Federal Co-chairman's Washington office.

6. Milestones.

- December 1976 - Request for Proposal for design of evaluation submitted for Commission approval.
- February 1977 - Proposals received from bidders.
- April 1977 - Contract awarded.
- September 1977 - Contractor's final report due.
- October 1977 - Report to Commission for implementation recommendation.

(Old West Regional Commission)

<u>Objective</u> Proposes development of a program evaluation system during FY 1977 to augment and be responsive to proposed OREC Information Reporting System; due to insufficient Commission staff, design work will be contracted.	<u>Change in Status</u>													
Milestones	1977 Jan Feb Mar			1977 Apr May Jun			1977 Jul Aug Sep			'77 Oct Nov		'76 Dec		
(1) Request for Proposal for design of evaluation submitted for Commission approval.														
(2) Proposals received from bidders.		o												o
(3) Contract awarded.				o										
(4) Contractor's final report due.								o						
(5) Report to Commission for implementation recommendation.											o			

IMPROVED PROGRAM REVIEW SYSTEM

(Ozarks Regional Commission)

1. Proposed Objective.

Expected results in FY 1977 are development of the Ozarks system and making it as compatible as possible with the proposed OREC Information and Reporting System.

2. Justification.

To obtain a better understanding of the impact of Ozarks Commission projects and programs in meeting the objectives of the Regional Economic Development Action Plan; to obtain a better understanding of the impact of Commission program in changing the character of the Regional economy; and to help develop future program priorities.

3. Approach.

Develop an acceptable and workable (to states, grantees and the Commission) system of project selection, impact indicators and evaluation. Coordinate so that system reporting will merge satisfactorily with OREC's Information System.

4. Resources.

The Commission will utilize at its staff level its regional planner and its economist on an as needed basis. Grantees and state members will assist. The Federal Cochairman will assign one of his professional staff as a linkage with OREC.

5. Responsible Office.

The Commission staff office at Little Rock, Arkansas, with linkage to the Department of Commerce through the Federal Cochairman's office in Washington.

6. Milestones.

- | | |
|--------------------------------|---|
| October 1976 | - Preliminary system design and discussion with OREC. |
| November 1976 | - Completion of ORC staff and State Member work on System Design. |
| January 1977 | - Commission approval of final system. |
| February 1977
and following | - Implementation, testing and refinement. |

(Ozarks Regional Commission)

<u>Objective</u> Expected results in FY 1977 are development of the Ozarks system and making it as compatible as possible with the proposed OREC Information and Reporting System.	<u>Change in Status</u>														
Milestones	1 9 7 7 Jan Feb Mar			. Apr May Jun			Jul Aug Sep			1 9 7 6 Oct Nov Dec					
(1) Preliminary system design and discussion with OREC.													o		
(2) Completion of ORC staff and State Member work on System Design.														o	
(3) Commission approval of final system.	o														
(4) Implementation, testing and refinement.															

IMPROVED PROGRAM REVIEW SYSTEM

(Pacific Northwest Regional Commission)

1. Proposed Objective.

Beginning October 1, 1976, the Pacific Northwest Regional Commission will introduce uniform grant administrative procedures, derived from Federal Management Circulars 74-4 and 74-7, for all grants to State and local governments. Full implementation of these procedures is expected to be achieved no later than April of 1977.

2. Justification.

The introduction of these procedures is designed to standardize and simplify current procedures and to eliminate the variations in grant administration for grantees, most of whom currently utilize the Federal Management Circulars in connection with other grants from Federal agencies.

3. Approach.

FMC 74-7 application and reporting formats have been modified to reflect the administrative needs of the Commission. Commission staff and representatives of the state agencies will be provided orientation briefings on the use of the new forms and the administrative procedures related thereto.

4. Resources.

It is estimated that approximately six man-months and \$20,000 will be required to achieve full implementation of the objective.

5. Responsible Office.

The objective will be achieved through the joint efforts of:

Jack O. Padrick, Federal Cochairman
2435 Virginia Avenue, N. W.
Washington, D. C. 20037

Jack Graham, Executive Director
1205 Washington Street
Vancouver, Washington 98660

6. Milestones.

- October 30, 1976 - Completion of staff and grantee orientation.
- December 30, 1976 - Implementation of new procedures, application and reporting formats for all FY 1977 projects.
- February 28, 1977 - Adoption of new procedures and reporting forms for amendments to on-going projects funded in FY 1975 and FY 1976.
- April 30, 1977 - Adoption of new procedures, guidelines, application and reporting forms will have been completed.

(Pacific Northwest Regional Commission)

<p><u>Objective</u></p> <p>Starting October 1, 1976 introduce uniform grant administrative procedures, obtained from Federal Management Circulars 74-7 and 74-7 for all grants to State and local governments. Full implementation of these procedures expected to be accomplished no later than April 1977.</p>	<p><u>Change in Status</u></p>											
<p>Milestones</p>	<p>1 9 7 7 Jan Feb Mar</p>			<p>1 9 7 7 Apr May Jun</p>			<p>1 9 7 7 Jul Aug Sep</p>			<p>1 9 7 6 Oct Nov Dec</p>		
<p>(1) Completion of staff and grantee orientation.</p> <p>(2) Implementation of new procedures, application and reporting formats for all FY 1977 projects.</p> <p>(3) Adoption of new procedures and reporting forms for amendments to on-going projects funded in FY 1975 and FY 1976.</p> <p>(4) Adoption of new procedures, guidelines, application and reporting forms will have been completed.</p>										o		o

IMPROVED PROGRAM REVIEW SYSTEM

(Upper Great Lakes Regional Commission)

1. Proposed Objectives. The Office of the Federal Cochairman, Upper Great Lakes Regional Commission, will complete an evaluation of its industrial development program over the past eight years and will begin the next phase of the over-all program--evaluation of human resource programs. The Commission has made major investments in the construction and equipping of vocational-technical education facilities and wishes to assess the relevance of the training offered vis-a-vis job placements of graduates in the Region.
2. Justification. The Commission wishes to assess its investment impact over the past several years so that future investments can be optimized. Investments in human resource programs by the Commission amount to about 30% of the Commission's available funds, and with increased demand for the Commission to invest in other areas, together with a reduction in overall program funding, the Commission may wish to change its priorities within the human resource investment area. The Commission will discuss the results of this evaluation for possible changes in its investment strategy.
3. Approach. The Office of the Federal Cochairman, in cooperation with the Governors' offices and selected state agency personnel, will evaluate on a project-by-project basis the impact of its human resource investments. Standard criteria will be used across the three states. Each facility assisted by the Commission will participate in a follow-up program to examine the following:
 - A. The increase or change in curriculum offerings as the result of Commission funding.
 - B. The number of graduates who are placed in employment related to their training versus not related to their training.
 - C. The number of graduates who find jobs in the Region as opposed to other areas in their states or elsewhere in the United States.
4. Resources. No additional dollars or personnel will be required to achieve the objective. It is expected that four man years will be expended.
5. Responsible Office. The Federal Cochairman will be directly responsible for achieving the objective.

6. Milestones.

October 26, 1976: Meet with state department of education and Commission staff personnel to agree on standard objectives and reporting procedures.

December 30, 1976: Complete final arrangements on methodology.

January 1, 1977: Begin collection of data at local school level.

May 15, 1977: Consolidate data for each state.

May 30, 1977: Combine state data into regional report.

July 1, 1977: Meeting between state education and Commission personnel to assess findings and begin writing final report.

September, 1977: Publish report and present to the Commission.

IMPROVED PROGRAM REVIEW SYSTEM
(Upper Great Lakes Regional Commission)

<u>Objective</u>	<u>Change in Status</u>											
Will complete an evaluation of its industrial development program over past eight years and begin next phase of the overall program--evaluation of human resource programs. Commission has made major investments in the construction and equipping of voc-tec education facilities and desires to assess the relevance of the training offered regarding placements of graduates in the Region.												
Milestones	1 9 7 7 Jan Feb Mar			1 9 7 7 Apr May Jun			1 9 7 7 Jul Aug Sep			'76 Oct Nov Dec		
(1) Complete final arrangements on methodology.												o
(2) Begin collection of data at local school level.	o											
(3) Consolidate data for each state.					o							
(4) Combine state data into regional report.					o							
(5) Meeting between state education and Commission personnel to assess findings and begin writing final report.								o				
(6) Publish report and present to the Commission.									o			

REGIONAL REPORTING AND EVALUATION SYSTEM

Explanatory Note

Originally included as a 1976 objective, this objective has been substantially revised and (for this reason) reinstalled in the MBO System as a 1977 objective. The nature of the revisions is explained in the following activity report.

REGIONAL REPORTING AND EVALUATION SYSTEM

Activity in April-September

Progress

The first two milestones (see Attachment A, milestone chart, 4/29/76) were attained as planned in June. The remaining milestones will need to be adjusted in reflection of several unexpected events rising from the intention to test the reporting system in July (milestone 3).

After several meetings with the Federal Cochairmen's staffs, during which a number of adjustments and changes in the proposed reporting system and account structure were made, the staffs proposed deferral of the planned test pending a fuller examination of the proposed system by the State Members of the Commissions. After a formal meeting in Charleston, S. C. in August, the Commission delegates set October 15th as a deadline by which they would submit to OREC their specific comments and suggestions on the proposed system, as well as the individual evaluation systems which they intend to institute in their own Commissions. The Charleston delegates made it explicitly clear that, while they would cooperate with Commerce in the development of a standard account structure, they will not accept any Commerce-developed evaluation system. This has been reinforced by letters from several Governors who express their concern that Commerce is attempting to force the Commissions into a common mold and destroy their ability to deal innovatively and individually with their regional needs. Their position is that evaluation is a Commission responsibility and, that measures of performance

are necessarily Commission-unique, in reflection of regional attributes.

Inter-Commission program comparisons are unacceptable.

Variance

In order to maintain credibility and to preserve the necessary degree of trust for further development of the reporting system, OREC agreed to the October 15th delay. It also took all pains to make clear that local Commission prerogatives would not be abridged in any system of accounts or reports that might be developed. Working relations have been sustained under these agreements. The overall evaluation system design proposed in the Spring by OREC has necessarily been substantially modified in reflection of these more recent developments. Accordingly, milestones (3) - (8) of the original design are now proposed to be altered as follows:

Milestones

- (3) Compile Commission comments on the proposed reporting system and account structure and modify same in reflection of these comments. October.
- (4) Re-submit modified reporting system and account structure to Federal Cochairmen and Commission staffs for their review and approval. November.
- (5) Upon approval of the modified reporting system and account structure, field test the system solely for the purposes of determining data accessibility, levels of effort required, and capability of the system to report at specified periods. In this test, program evaluation will not be undertaken. December - January.
- (6) Based on results of the field test of reporting system and account structure, develop for Commerce only measures of program performance to be used in budget justifications, program reviews, and the like. February - March.

Attachment B presents the proposed revised Milestone Chart 9/29/76.

4/29/76

ATTACHMENT A

<u>Objective</u> In coordination with the Federal Cochairmen, improve reporting capabilities and establish an evaluation system for regional commission programs and projects.	<u>Change in Status</u>											
Milestones	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
(1) Develop standardized definitions of program categories.				o	o							
(2) Develop coding structure, reports format, and report flow for reporting system.						o						
(3) Test reporting system.							o					
(4) Develop measures of program performance.							o					
(5) Reporting system revision and final adoption.									o			
(6) Establish program evaluation procedures.								o				
(7) Installation of approved reporting system.										o		
(8) Institute test program evaluation.										o		

Objective	Change in Status											
	Project Redesign											
Milestones	1977											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
(1) Develop standardized definitions of program categories						o						
(2) Develop coding structure, reports format, and flow for reporting system						o						
(3) Compile Commission comments and revise program structure and reporting system accordingly										o		
(4) Obtain Cochairmen and Commission reviews of revised system.											o	
(5) Field test revised system.	o											o
(6) Develop performance measures based on field test.		o	o									

FISCAL 1977 BUREAU OF ECONOMICS ANALYSIS OBJECTIVES

General. BEA proposes three objectives for fiscal 1977, the first two follow-ons to its 1976 objectives.

- o Benchmark Survey of U.S. Direct Investment Abroad
- o Improvements in the System of Business Cycle Indicators
- o Survey of International Leasing Transactions

These three objectives cover about 8% of BEA's program.

Benchmark Survey of U.S. Direct Investment Abroad. There currently exists no comprehensive and timely data on U.S. investment and earnings in foreign affiliates. The last such data was collected in 1966. There is a broad consensus, including the Administration, Congress, and significant portions of the private sector, that such a survey is urgent. However, the National Advisory Council on International Monetary and Financial Policies, which must approve such proposals, has ruled that prior law will not permit a survey of the scope envisioned by BEA. Consequently, the Department has sought and recently received legislative authority to conduct a detailed survey of investment and earnings abroad which can be updated at five year intervals.

Survey of International Leasing Transactions. This objective reflects the need for improved statistics for compilation of balance of payment accounts. The project includes the establishment of a systematic framework for the appropriate entry of leasing transactions in balance of payment accounts. The project is being coordinated with Treasury.

Improvements in the System of Business Cycle Indicators. This objective tracks a revision of the system of leading, lagging, and coincident indicators of cyclical movement in general economic activity. Although the revision is virtually complete, major milestones remain, i.e., revision of BEA's widely circulated publication, "Business Conditions Digest", and conduct of a research study to improve interpretation of the indicators.

October 1976

Project Title: Business Cycle Indicators

Project Description:

The objective of this project is to improve the system of leading, coincident, and lagging indicators of business conditions. These indicators are published in Business Conditions Digest, a monthly publication of the Bureau of Economic Analysis (BEA).

With the collaboration of Professor Victor Zarnowitz of the University of Chicago, BEA has undertaken a major economic research project to overhaul its system of business cycle indicators. More than 400 statistical time series are being analyzed. A new composite index of leading indicators was completed and published in May 1975, and new composite indexes of coincident and lagging indicators were completed and published in November 1975. Prior to this revision, the composite indexes were criticized as being unduly affected by inflation.

A considerable amount of work remains. Planned for November 1976 is the publication of a completely revised set of the individual business cycle indicators. This list will include about 350 indicators, approximately 125 of which will be the main body of business cycle indicators and the remainder will be supporting indicators. Also underway is research to determine the relationships between the indicators and growth cycles. The objective of this research is to identify indicators which will assist in the prediction of the start of periods of retardation in economic growth, i. e., the point in time when economic growth begins to decelerate.

Milestones:

- . Publication of revised list of individual indicators
(about 350) in BCD.....Nov. '76
- . Research study of the indicators in relation to
"growth cycles" in the U.S. economy to be
published as a BEA Staff Paper.....Feb. '77

BUSINESS CYCLE INDICATORS

Activity in July - October

Progress

- o Milestone 1: Starting with the November 1976 issue, the Business Conditions Digest will be completely revised in content and format. The new issue incorporates the findings of the three year research study on cyclical indicators. The publication will be more compact and easier to use yet will contain more information of use to business cycle analysts and forecasters.

The list of cyclical indicators has been expanded from 79 series to 110 series as of October 15. The exact number of series to be presented has not yet been finalized. Each series in the cyclical indicators section has been given a three part timing code which indicates the timing pattern of the series at peaks, at troughs, and at all turns.

Variance

- o None

Project Title: Benchmark Survey of U.S. Direct Investment Abroad

Project Description:

The objective of this project is to conduct a benchmark survey of U.S. direct investment abroad covering all foreign business enterprises which are 10 percent or more U.S. owned. Information for 1976 would be collected on the investment by U.S. parents in the foreign affiliates, their share of the earnings of the foreign affiliates, capital flows to and income remittances from the foreign affiliates, and other financial and operating data of the U.S. parents and the foreign affiliates. The latter would include information on balance sheets, income statements, sources and applications of funds, composition of external finances, trade, employment and employee compensation, and research and development expenditures.

The Foreign Investment Study Act of 1976 was signed into law on October 11, 1976. A section of this law authorizes and directs the President to conduct a benchmark survey of U.S. direct investment abroad every five years. An Executive Order is to be issued assigning responsibility for conducting the benchmark survey to the Department of Commerce. The Bureau of Economic Analysis is responsible for this work within the Department.

Milestones:

- Legislation enacted..... October 1976
- OMB clearance of form..... January 1977
- Mailout of forms to reporters March 1977
- Collection phase completed September 1977
- Complete initial edit and keytaping..... June 1978
- Design and program final tables November 1978
- Complete final edit of forms, and begin dis-
closure analysis and preparation of final
tables..... May 1979
- Publication of final results September 1979

Objective

Change in Status

To conduct a benchmark survey of U.S. direct investment abroad covering all foreign business enterprises which are 10 percent or more U.S. owned.

Milestones	1976			1977			1978					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1. Legislation enacted.										o		
2. OMB clearance of form.	o											
3. Mailout of forms to reporters			o									
4. Collection phase completed									o			

BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD

Activity in July - October

Progress

- o Milestone 1: Authorizing legislation, the Foreign Investment Study Act of 1976, was signed into law on October 11, 1976. This survey will be conducted to cover 1976, according to the schedule shown in the project description.

Variance

- o None

Project Title: Survey of International Leasing Transactions

Project Description:

The objective of this project is to improve the balance of payments statistics prepared by the Bureau of Economic Analysis through development of a reporting system for new data on international leasing transactions of the United States. Information provided under existing reporting systems is not adequate to properly identify and to measure international leasing transactions.

Improvements in reporting are necessary to assure that all international leasing transactions by direct investors, leasing companies, and other entities are included in U. S. balance of payments statistics. The recent increase in international leasing, particularly of high value items such as ships and aircraft, has raised a number of questions as to the magnitude of the transactions, reporting procedures, classification, and inclusion of such activities in the U. S. balance of payments accounts.

A preliminary survey of international leasing transactions for the year 1975 is underway. This survey was cleared by the Office of Management and Budget (OMB) and the National Advisory Council on International Monetary and Financial Policies (NAC). Results from this survey will be used to determine whether a new reporting system should be introduced to collect international leasing statistics, the frequency of such collection, or whether modifications to existing reporting forms would provide the required information. Existing reporting forms include those of BEA and of the Office of Statistics and Reports, OASIA, Treasury Department. Results of the initial survey will be reviewed and studied by BEA, in consultation with the Office of Statistics and Reports of the Treasury Department.

Milestones

- NAC clearance.....Feb. 1976
- OMB clearance of forms to be used in the test survey....Mar. 1976
- Publication of advance notice in the Federal RegisterApril 1976
- Publication of final notice in the Federal RegisterJune 1976
- Mailout of survey questionnaires.....June 1976
- Completion of survey..... March 1977
- Publication of preliminary survey results June 1977
- Development of final methodology for future reporting....March 1978

ObjectiveChange in Status

To conduct a survey of international leasing transactions

Milestones

Jan Feb Mar

1976

Apr May Jun

Jul Aug Sep

Oct Nov Dec

1. NAC clearance

•

2. OMB clearance of forms to be used in the test survey

•

3. Publication of advance notice in the Federal Register

•

4. Publication of final notice in the Federal Register

•

5. Mailout of survey questionnaires

•

6. Completion of survey

o

7. Publication of preliminary survey results

o

8. Development of final methodology for future reporting

o

19771978

SURVEY OF INTERNATIONAL LEASING TRANSACTIONS

Activity in July - October

Progress

- o This project is on schedule. Survey questionnaires were mailed to prospective respondents on June 15, 1976, with a reporting deadline of August 31, 1976. A follow-up letter was mailed in early September to those companies which had not yet responded. As of the end of September, approximately three-fourths of those on the mailing list had responded. The scheduled date for completion of the survey is March 1977.

The reports are being edited and recorded on tape for tabulation by computer. Computer programs are being developed to provide summary statistics once all reports have been received.

Variance

- o None

FISCAL 1977 BUREAU OF ECONOMICS ANALYSIS OBJECTIVES

General. BEA proposes three objectives for fiscal 1977, the first two follow-ons to its 1976 objectives.

- o Benchmark Survey of U.S. Direct Investment Abroad
- o Improvements in the System of Business Cycle Indicators
- o Survey of International Leasing Transactions

These three objectives cover about 8% of BEA's program.

Benchmark Survey of U.S. Direct Investment Abroad. There currently exists no comprehensive and timely data on U.S. investment and earnings in foreign affiliates. The last such data was collected in 1966. There is a broad consensus, including the Administration, Congress, and significant portions of the private sector, that such a survey is urgent. However, the National Advisory Council on International Monetary and Financial Policies, which must approve such proposals, has ruled that prior law will not permit a survey of the scope envisioned by BEA. Consequently, the Department has sought and recently received legislative authority to conduct a detailed survey of investment and earnings abroad which can be updated at five year intervals.

Survey of International Leasing Transactions. This objective reflects the need for improved statistics for compilation of balance of payment accounts. The project includes the establishment of a systematic framework for the appropriate entry of leasing transactions in balance of payment accounts. The project is being coordinated with Treasury.

Improvements in the System of Business Cycle Indicators. This objective tracks a revision of the system of leading, lagging, and coincident indicators of cyclical movement in general economic activity. Although the revision is virtually complete, major milestones remain, i.e., revision of BEA's widely circulated publication, "Business Conditions Digest", and conduct of a research study to improve interpretation of the indicators.

October 1976

Project Title: Business Cycle Indicators

Project Description:

The objective of this project is to improve the system of leading, coincident, and lagging indicators of business conditions. These indicators are published in Business Conditions Digest, a monthly publication of the Bureau of Economic Analysis (BEA).

With the collaboration of Professor Victor Zarnowitz of the University of Chicago, BEA has undertaken a major economic research project to overhaul its system of business cycle indicators. More than 400 statistical time series are being analyzed. A new composite index of leading indicators was completed and published in May 1975, and new composite indexes of coincident and lagging indicators were completed and published in November 1975. Prior to this revision, the composite indexes were criticized as being unduly affected by inflation.

A considerable amount of work remains. Planned for November 1976 is the publication of a completely revised set of the individual business cycle indicators. This list will include about 350 indicators, approximately 125 of which will be the main body of business cycle indicators and the remainder will be supporting indicators. Also underway is research to determine the relationships between the indicators and growth cycles. The objective of this research is to identify indicators which will assist in the prediction of the start of periods of retardation in economic growth, i. e., the point in time when economic growth begins to decelerate.

Milestones:

- . Publication of revised list of individual indicators
(about 350) in BCD..... Nov. '76
- . Research study of the indicators in relation to
"growth cycles" in the U. S. economy to be
published as a BEA Staff Paper..... Feb. '77

Objective

Change in Status

To improve the system of business cycle indicators.

Milestones	1976			1977			1978			1979		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1. Publication of revised list of individual indicators (about 350) in BCD.											o	
2. Research study of the indicators in relation to "growth cycles" in the U. S. economy to be published as a BEA staff paper.		o			1977							

BUSINESS CYCLE INDICATORS

Activity in July - October

Progress

- o Milestone 1: Starting with the November 1976 issue, the Business Conditions Digest will be completely revised in content and format. The new issue incorporates the findings of the three year research study on cyclical indicators. The publication will be more compact and easier to use yet will contain more information of use to business cycle analysts and forecasters.

The list of cyclical indicators has been expanded from 79 series to 110 series as of October 15. The exact number of series to be presented has not yet been finalized. Each series in the cyclical indicators section has been given a three part timing code which indicates the timing pattern of the series at peaks, at troughs, and at all turns.

Variance

- o None

Project Title: Benchmark Survey of U.S. Direct Investment Abroad

Project Description:

The objective of this project is to conduct a benchmark survey of U.S. direct investment abroad covering all foreign business enterprises which are 10 percent or more U.S. owned. Information for 1976 would be collected on the investment by U.S. parents in the foreign affiliates, their share of the earnings of the foreign affiliates, capital flows to and income remittances from the foreign affiliates, and other financial and operating data of the U.S. parents and the foreign affiliates. The latter would include information on balance sheets, income statements, sources and applications of funds, composition of external finances, trade, employment and employee compensation, and research and development expenditures.

The Foreign Investment Study Act of 1976 was signed into law on October 11, 1976. A section of this law authorizes and directs the President to conduct a benchmark survey of U.S. direct investment abroad every five years. An Executive Order is to be issued assigning responsibility for conducting the benchmark survey to the Department of Commerce. The Bureau of Economic Analysis is responsible for this work within the Department.

Milestones:

- . Legislation enacted.....October 1976
- . OMB clearance of form.....January 1977
- . Mailout of forms to reportersMarch 1977
- . Collection phase completedSeptember 1977
- . Complete initial edit and keytaping.....June 1978
- . Design and program final tablesNovember 1978
- . Complete final edit of forms, and begin disclosure analysis and preparation of final tables.....May 1979
- . Publication of final resultsSeptember 1979

Objective

Change in Status

To conduct a benchmark survey of U.S. direct investment abroad covering all foreign business enterprises which are 10 percent or more U.S. owned.

Milestones

1976
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

1. Legislation enacted.

o

2. OMB clearance of form.

o

3. Mailout of forms to reporters

o

4. Collection phase completed

o

1977

BENCHMARK SURVEY OF U.S. DIRECT INVESTMENT ABROAD

Activity in July - October

Progress

- o Milestone 1: Authorizing legislation, the Foreign Investment Study Act of 1976, was signed into law on October 11, 1976. This survey will be conducted to cover 1976, according to the schedule shown in the project description.

Variance

- o None

Project Title: Survey of International Leasing Transactions

Project Description:

The objective of this project is to improve the balance of payments statistics prepared by the Bureau of Economic Analysis through development of a reporting system for new data on international leasing transactions of the United States. Information provided under existing reporting systems is not adequate to properly identify and to measure international leasing transactions.

Improvements in reporting are necessary to assure that all international leasing transactions by direct investors, leasing companies, and other entities are included in U.S. balance of payments statistics. The recent increase in international leasing, particularly of high value items such as ships and aircraft, has raised a number of questions as to the magnitude of the transactions, reporting procedures, classification, and inclusion of such activities in the U.S. balance of payments accounts.

A preliminary survey of international leasing transactions for the year 1975 is underway. This survey was cleared by the Office of Management and Budget (OMB) and the National Advisory Council on International Monetary and Financial Policies (NAC). Results from this survey will be used to determine whether a new reporting system should be introduced to collect international leasing statistics, the frequency of such collection, or whether modifications to existing reporting forms would provide the required information. Existing reporting forms include those of BEA and of the Office of Statistics and Reports, OASIA, Treasury Department. Results of the initial survey will be reviewed and studied by BEA, in consultation with the Office of Statistics and Reports of the Treasury Department.

Milestones

NAC clearance.....Feb. 1976
OMB clearance of forms to be used in the test survey....Mar. 1976
Publication of advance notice in the Federal RegisterApril 1976
Publication of final notice in the Federal RegisterJune 1976
Mailout of survey questionnaires.....June 1976
Completion of survey..... March 1977
Publication of preliminary survey results June 1977
Development of final methodology for future reporting....March 1978

SURVEY OF INTERNATIONAL LEASING TRANSACTIONS

Activity in July - October

Progress

- o This project is on schedule. Survey questionnaires were mailed to prospective respondents on June 15, 1976, with a reporting deadline of August 31, 1976. A follow-up letter was mailed in early September to those companies which had not yet responded. As of the end of September, approximately three-fourths of those on the mailing list had responded. The scheduled date for completion of the survey is March 1977.

The reports are being edited and recorded on tape for tabulation by computer. Computer programs are being developed to provide summary statistics once all reports have been received.

Variance

- o None

FISCAL 1977 CENSUS OBJECTIVES

General. Census proposed four 1977 objectives, all but the last follow-ons to their 1976 objectives.

- o Survey of Registration and Voting Statistics
- o 1980 Census: Coverage Improvement Methods
- o 1980 Census: Subject Content Determination
- o 1978 Census of Agriculture

These four objectives cover 22% of Census' program.

Survey of Registration and Voting Statistics: This objective tracks the implementation of the 1975 Amendments to the Voting Rights Act of 1965, requiring the Director of the Bureau of the Census to conduct a biennial survey of registration and voting in certain states or political subdivisions. Areas for the survey are determined on the basis of high minority population, low voter registration or voting, and high illiteracy. Data are to be collected on the number of citizens of voting age, by race, ethnicity and language, as well as on the extent to which such persons are registered to vote and have voted in the elections surveyed. The data are to be used to judge the effect of the Act and to guide decisions on the need for further extension or expansion of its special provisions. Associated with the survey is a research project to determine less costly methods of gathering adequate voting rights data. This is a continuation of a 1976 objective.

1980 Census: Coverage Improvement Methods. This objective seeks to determine and implement methods to improve the accuracy of Census' enumeration of minority groups. Since Census' population statistics are the basis for major decisions such as legislative redistricting and fund apportionments, equitable representation of all subpopulations is essential. In 1970, overall underenumeration was estimated to be 2.5%, while the underenumeration of Blacks was approximately 7.7%. Through a combination of improved statistical techniques as well as increased communication with minority groups, Census is determined to improve its performance on this factor in the 1980 Census. This is a continuation of a 1976 objective.

1980 Census: Subject Content Determination. Because the decennial census presents a unique opportunity for a comprehensive statistical view of the American population, the demands on Census for inclusion of items of interest to other

Federal and State Agencies, as well as business, academia and research foundations, are enormous. This objective tracks the process of deciding the content of the 1980 census. This decision will be based on information gathered on the data needs of many types of census users, and will involve scrutiny of the competing requests, respondent burden and willingness to provide information, cost, logistical factors, potential utility of results, and availability of alternative information sources. Census content must be fixed by Spring 1977, so that arrangements may be made for a pre-test in April 1978. This is a continuation of a 1976 objective.

1978 Census of Agriculture. This objective is to develop methodology for conducting the 1978 Census of Agriculture which minimizes the reporting burden on farm operators and which results in the timely and accurate presentation of statistics. The most important decisions on these aspects of the program will result from the planning and evaluation conducted within the next 12 to 18 months. Tracking this development is important to the Bureau, and the Department, in light of recent legislative initiatives regarding the methodology for conducting the census and the potential transfer of responsibility for the agriculture census to the Department of Agriculture. It is necessary that the 1978 Census of Agriculture satisfy the needs of users without imposing an unreasonable burden on the respondent, as clearly and strongly suggested during Congressional hearings on the subject. Over the next year, the Bureau, working closely with the Department of Agriculture and other concerned individuals and organizations, will be testing proposals for implementation in the next agriculture census. There will most likely be Congressional review of 1978 census plans but the milestone dates for such hearings are uncertain at this time.

October 1976

Survey of Registration and Voting

The proposed objective is to conduct the first survey of registration and voting for the 1976 elections, as required by the 1975 Amendments to the Voting Rights Act. In conjunction with this survey, a methodological study will be undertaken to evaluate the effectiveness of alternative survey techniques and is regarded as a secondary objective.

Results from the basic survey will be available in November 1977; the evaluative efforts will span the 1977 calendar year, resulting in an interim analytical report by December 1977. Findings of the study will be used in planning subsequent surveys of registration and voting which are required to be conducted biennially by the Bureau. This survey, which is Congressionally mandated, is expected to provide data for use in judging the effectiveness of the Voting Rights Act and to guide decisions on the need for further extension or expansion of its special provisions. Areas for the survey are determined on the basis of minority population, low voter registration or voting, and the use of restrictive tests or devices. Data are to be collected on the number of citizens of voting age, by race, ethnicity, and language, as well as on the extent to which such persons are registered to vote and have voted in the elections surveyed. Responsibility for this \$5 million program lies with the Associate Director for Demographic Fields (Daniel B. Levine).

*WMB approved
revised?*



COMPILATION OF REGISTRATION AND VOTING STATISTICS

Objective (FY'76)

Initiate the first survey of registration and voting for the 1976 elections, as required by the 1975 Amendments to the Voting Rights Act.

Change in Status

Milestones

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

- (1) Request for OMB clearance forwarded
- (2) Congressional action and final approval on supplemental funding for FY 1976 and transition quarter for November 1976 survey
- (3) OMB approval for survey received
- (4) Questionnaire to print
- (5) Data-collection activity begins in covered jurisdictions
- (6) Complete and have ready for production runs, programs required for making data available for the census and survey jurisdictions by the fall of 1977

0 → ●

0 → ●

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COMPILATION OF REGISTRATION AND VOTING STATISTICS

Progress

- o Milestone 3: OMB approval for the survey was received by telephone on July 30, 1976.
- o Milestone 4: The questionnaires for the survey were released for print on July 30, 1976 and left the Bureau on August 3, 1976. Printed questionnaires and related forms have been received and interviewing in the 28 census jurisdictions will start shortly after election day (November 2).

COMPILATION OF REGISTRATION AND VOTING STATISTICS

<u>Objective(FY'77)</u> Initiate the first survey of registration and voting for the 1976 elections, as required by the 1975 Amendments to the Voting Rights Act.	<u>Change in Status</u>											
Milestones	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
FY'77 (1) Begin tabulation of <u>survey</u> data required by Congress. (2) End data collection phase of <u>survey</u> . (3) Complete initial tabulation of <u>research</u> data for evaluation purposes.				0					0			
FY'78 (4) Complete tabulation of survey data required by Congress.												0(FY 1978)

1980 Census: Subject Content Determination

This objective tracks the progress toward determining the content of the 1980 census questionnaires by the May 1977 target date. This date reflects the fact that a "dress rehearsal" census, utilizing proposed final materials and procedures, will be conducted in April 1978; and that the final 1980 questionnaires will go to print in early 1979. (These dates are comparable to the 1970 census preparatory timing.)

Recommendations on subject content have been received from a wide variety of sources, e.g., local public meetings, State governments, professional associations, advisory committees, members of Congress, and correspondence from the public. A major source is the Federal Agency Council on the 1980 Census, organized by the Office of Management and Budget (OMB) and including some 85 Federal agencies with an interest in the 1980 census. The Secretaries and other agency heads who constitute the Domestic Council have been asked for their personal input.

All recommendations have been subject to a continuing review process in the Census Bureau, and certain items have been selected for field testing. The ultimate decisions will be based on such factors as respondent burden, technical feasibility, data needs, availability of alternative information, costs, and operational considerations. The decisions will be difficult because there will be a great many useful items competing for inclusion on rigidly constrained questionnaires. The decisionmaking authority has been delegated to the Director. Considering the national significance and interest in the census program, milestone meetings with the Secretary are planned for

January 1977 on current status; and in April 1977 on the set of questions to be submitted officially to OMB for clearance. It is also important that the Secretary be knowledgeable in this area so that he can properly use his authority under title 13, U.S.C., to determine the content of the census.

It should be noted that, under legislation pending in the Congress (H.R. 11337; S. 3688), the proposed list of subjects would have to be transmitted to the Congress by April 1977, and the exact questions by April 1978. The Bureau has been discussing with staff of the House Subcommittee on Census and Population the possibility of a hearing on subject content before the end of calendar 1976. Because of the uncertainties, no milestones are shown for this Congressional element. The Assistant Director for Demographic Censuses (David Kaplan) is responsible for the program.

1980 CENSUS: SUBJECT CONTENT DETERMINATION

Objective Determine 1980 census content by May 1977.	Change in Status											
	← 1977 →						← 1976 →					
Milestones	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1. Distribute to Federal Agency Council a statement on the Bureau's anticipated actions on the Council's subject content recommendations										0		
2. Complete primary analytical review of content studies conducted as part of the Travis County, Texas, pretest census												0
3. Discuss status of content decisionmaking with the Secretary	0											
4. Complete primary analytical review of results of the National Content Test		0										
5. Complete primary analytical review of content studies conducted as part of the Camden, New Jersey, pretest census			0									
6. Discuss final subject content decisions with the Secretary				0								
7. Submit final questionnaire content to OMB for clearance					0							
8. Receive OMB clearance						0						

1980 CENSUS: SUBJECT CONTENT DETERMINATION (CON'T)

<u>Objective</u> Determine 1980 census content by May 1977. (Con't)	<u>Change in Status</u>											
Milestones	Jan Feb Mar			Apr May Jun			Jul Aug Sep			Oct Nov Dec		
	(9) Complete primary analytical review of content studies conducted as part of the Travis County, Texas, pretest census											

1980 CENSUS: SUBJECT CONTENT DETERMINATION

Progress

- o Milestone 4: In response to a request from the Secretary, the Domestic Council wrote to its members in July asking for their recommendations, pointing to the recommendations of the Federal Agency Council on the 1980 census as a base for further comments or suggestions. In addition, as proposed by the Secretary at the management meeting on July 1, a letter from the Secretary was sent in August to certain other Secretaries and agency heads asking for their personal ideas on subject content for the 1980 census. A number of Secretaries, etc., have responded to one or both of the communications.
- o Milestone 5: The National Content Test was implemented in early July by the mailing of questionnaires to two panels of 14,000 respondents each.
- o Milestone 6: The Camden City, N.J., pretest census was conducted as of the scheduled date, September 14.
- o Milestone 7: These discussions are underway, focusing on such matters as specific subject items, respondent burden, number of samples, size of sample(s), and potential follow-on surveys.
- o Milestone 8: Census Bureau staff have met with OMB's Chairman of the Federal Agency Council and verbally indicated the Bureau's anticipated action on the Council's subject recommendations to OMB as well as a number of the concerned agencies. The written report is in preparation.

Variance

- o Milestone 3: This work is essentially finished although a few sets have not been summarized in formal reports. This variance will not have any long-term impact.

1980 CENSUS: SUBJECT CONTENT DETERMINATION

Objective (FY'77)

Determine 1980 census content by May 1977

Change in Status

Milestones

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

- (1) Discuss status of content decisionmaking with the Secretary
- (2) Complete primary analytical review of results of the National Content Test
- (3) Complete primary analytical review of content studies conducted as part of the Camden, N.J., pretest census
- (4) Discuss final subject content decisions with the Secretary
- (5) Submit final questionnaire content to OMB for clearance
- (6) Receive OMB clearance

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1980 Census: Coverage Improvement Methods

This objective is to develop methodology to improve coverage among specific minority groups in the 1980 census. Completion of the development of a comprehensive plan is expected in November 1977 in order to be ready for the census "dress rehearsal" in the spring of 1978. Since the statistics gathered in the census form the basis for Congressional apportionment, for reapportionment and redistricting at the State level, and for the allocation of Federal program benefits, equitable representation of all groups comprising the population is essential. In the 1970 census, the enumeration missed 2.5 percent of the total population, and this underenumeration was not equally distributed among various population groups and geographic areas. While certain procedural elements of the enumeration will be redesigned to lead to better coverage, increased communication with minority groups both prior to and during the census will play a primary role. The total cost of the 1980 census is approximately \$460 million. The Assistant Director for Demographic Censuses (David L. Kaplan) is charged with program responsibility.

1980 CENSUS: COVERAGE IMPROVEMENT METHODS

<u>Objective (FY'76)</u> Develop methodology to improve coverage of minority groups in the 1980 census.	<u>Change in Status</u>											
Milestones	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
(1) Review coverage recommendations to date of census advisory committees on the black and Spanish-origin populations for possible implementation in September pretest			•									
(2) Determine approach to continuing communications with the Asian and Pacific Island American communities				•								
(3) Review experience of community service program representatives (which covers all 12 regional offices by this date)							•					
(4) Complete analysis of results of Rural Listing Test (conducted in fall 1975)							0	→ 0				
(5) Conduct pretest census focusing on coverage improvement methodology (Camden, N.J.)								•				
(6) Complete analysis of results of Travis County, Texas, pretest census										0	→ 0	

1980 CENSUS: COVERAGE IMPROVEMENT METHODS

Progress

- o Milestone 3: All of the supervisory community service representatives met in Detroit in June 1976. At that time experiences of members of the group were exchanged and positive inputs were received for further program development.
- o Milestone 5: The Camden, N.J. pretest census was conducted as of the scheduled date, September 14.

Variance

- o Milestone 4: Analysis of the data has been completed and certain basic conclusions on costs and gains of alternative procedures can be drawn. However, the final report with all analytical tables is not expected to be issued until December 1976. Delay in issuing the final report will have no impact on the long-run schedule.
- o Milestone 6: Due to the delays in the field during the Travis County, Texas pretest census, all evaluation activities have been delayed by 2 months. Although this delay affects planning for the spring 1977 pretest census, the impact is minimized by the use of the early results from Travis and the fact that the pretest involves certain procedures not utilized in Travis.

1980 CENSUS: COVERAGE IMPROVEMENT METHODS

<u>Objective (FY'77)</u> Develop methodology to improve coverage among specific minority groups in the 1980 census.	<u>Change in Status</u>											
Milestones	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
(1) Conduct review of coverage recommendations made by census advisory committees on the black, Spanish origin and Asian-American population for possible implementation in the spring pretest.	0											
(2) Complete analysis of results of Camden, N.J. pretest census.				0								
(3) Conduct pretest census with coverage as one of its major elements.				0								
(4) Review experience of community service program representatives.							0					
(5) Complete analysis of results of spring 1977 pretest.											0	
(6) Develop comprehensive coverage improvement plan for implementation in 1978 census "dress rehearsal."											0	

1978 Census of Agriculture

This objective is to develop methodology for conducting the 1978 Census of Agriculture which minimizes the reporting burden on farm operators and which results in the timely and accurate presentation of statistics. The most important decisions on these aspects of the program will result from the planning and evaluation conducted within the next 12 to 18 months. Tracking this development is important to the Bureau, and the Department, in light of the recent legislative initiatives regarding the methodology for conducting the census and the transfer of the responsibility for the agriculture census to the Department of Agriculture. It is imperative that the 1978 Census of Agriculture satisfy the needs of users without imposing an unreasonable burden on the respondent, as clearly and strongly suggested during Congressional hearings on the subject. Over the next year, the Bureau, working closely with the Department of Agriculture and other concerned individuals and organizations, will be testing proposals for implementation in the next agriculture census. There will most likely be Congressional review of 1978 census plans but the milestone dates for such hearings are uncertain at this time. The total cost of this program is about \$37 million. The Associate Director for Economic Fields (Shirley Kallek) is responsible for the activity.

1978 CENSUS OF AGRICULTURE

Progress

- o Milestone 1: The first session of the USDA/Census committee met on October 15, 1976. The committee program for the 1978 census was presented and the current procedural plans for the census were discussed. The USDA committee members were asked to meet with their individual agencies and develop their requests for data content. The committee will be reconvened in November to discuss the individual requests and to form appropriate sub-committees to work out the particular subject matter requirements for content testing in 1977. The committee will, by the fall of 1977, provide a coordinated request with priorities identified by USDA on a Department basis.
- o Milestone 2: An ad hoc conference of more than 30 experts in agricultural data requirements from both the public and private sectors was held on September 28, 1976. As a result of the discussions of alternative approaches to data collection which would reduce respondent burden, the Bureau has formulated the procedures to be tested for the 1978 census. These plans include the conduct of three tests in 1977 to determine the feasibility of using an advance identification survey to improve the mailing list; conducting a 100% census of "basic" data items with a simultaneous sampling of farms with sales of \$2,500 or more for the more detailed data needs; and the use of sample follow-on surveys to collect special needs data.

Variance

- o None

3

FISCAL 1977 DOMESTIC AND INTERNATIONAL
BUSINESS ADMINISTRATION
OBJECTIVES

General. DIBA proposed seven fiscal 1977 objectives, the last three of which are follow-ons to its 1976 objectives.

- o Early warning system
- o Material allocation to support energy programs
- o National Business Council for Consumer Affairs
- o Policy and liaison support
- o Export assistance programs
- o Energy efficiency goals
- o Textile negotiations

These objectives involve about 32% of DIBA's resources.

Early Warning System. This objective involves establishment of a system that will (1) forecast near-term commodity supply dislocations, (2) assess their economic impact and (3) evaluate policy alternatives designed to alleviate them. DIBA now performs early warning functions under the Export Administration Act, and the proposed system is intended to finalize and strengthen these functions. It would be largely automated.

Material Allocation. This objective involves work required by the 1975 Energy Conservation and Policy Act, which provides for allocation of materials and equipment needed to maximize domestic energy supplies. The Act's authority is on a stand-by basis and must be preceded by a finding of shortage. The objective is designed to develop the necessary mechanism both for allocations and prerequisite findings, both of which are assigned to the Department of Commerce. It will draw on analogous functions DIBA already performs under the Defense Production Act.

Business-Consumers Council: Work here is aimed at reestablishing the National Business Council for Consumer Affairs as a device through which business and government can consider

consumer input. The Council would be established by executive order.

Policy and Liaison Support: This objective simply captures DIBA's support of the PEC-PICEE plan to increase Government responsiveness to the needs of the business community. PEC is the Department's major businessmen's advisory committee, PICEE its interagency counterpart.* The Assistant Secretary for Policy is also working to implement this plan, and both his work and that under this objective are scheduled for completion this December.

Export Assistance: This objective is designed to facilitate \$3.1 billion in U.S. exports, through the following major programs:

Trade opportunities	In-store promotions and catalog shows
Major projects	Trade missions
Major products program	International marketing and information series
Trade centers	Foreign buyer program
Trade and industrial exhibitions	Technical sales seminars

It includes performance targets for each of these programs.

Energy Efficiency Goals: This objective aims at effective management of voluntary industrial energy conservation programs, in cooperation with FEA. It provides for the eventual setting of quantitative consumption goals for each major energy-using industry and monitoring progress thereunder. It also includes promotional and other work designed to stimulate the adoption of energy-saving measures.

Textile Negotiations: This objective involves Department support of future negotiations governing international textile trade. This includes support for negotiating the multilateral Man-made Fiber Agreement, a major trade agreement which expires in December 1977.

*PEC = President's Export Council

PICEE = President's Interagency Committee on Export Expansion

October 1976

EARLY WARNING SYSTEM

1. Proposed Objective

It is the objective of the Early Warning Staff to establish during FY 1977 a formal Early Warning System that is able to:

- a) forecast near-term (6-18 months) commodity supply dislocations,
- b) assess their economic impact,
- c) evaluate policy alternatives designed to mitigate or eliminate these projected dislocations, and
- d) evaluate the performance of the Early Warning System.

The evaluation of performance will initially consist of counting the number of commodities correctly identified as having supply dislocations. This evaluation during FY 1977 will be tentative as the near-term projection period is 6-18 months and, thus, the earliest complete evaluation in these terms will not be completed until 18 months after the system becomes operational in July 1977. Preliminary performance evaluations can be done based upon estimates from results achieved during FY 1977. Additional measures of performance will be developed as experience is gained in using the system.

2. Justification

OBRA now performs an early warning function which is Commerce's responsibility under various legislation such as the Export Administration Act. However, present anticipatory approaches have not been formalized. It is important to note that this is an on-going function and that impact teams and early warning items are being continuously undertaken. These activities are informal and are separate from those shown in the milestones which are a part of the formal system being established. Because of widespread concern over the possibility of a repeat of disrupting shortage experience in 1973 and 1974, a more formal effort in this area is being undertaken. Furthermore, continuing and new responsibilities under the Defense Production Act and new ones under the Energy Policy and Conservation Act, all point to the increased importance of this activity and the requirement for more systematic analysis.

3. Approach

The system is being designed to involve formal interaction between a computer modeling team and over 100 commodity-industry specialists in arriving at commodity shortage projections and subsequent analysis. Also contacts with other Federal agencies and industry groups will be used to gather commodity information.

4. Resources

It is expected that up to 10 years of personnel time will be devoted to this project in FY 1977 depending on the number of commodities that are potential short supply items. Approximately \$100,000 will be needed for computer operation and contracting system development.

5. Responsible Office

Office of Business Research and Analysis,
Charley M. Denton, Director

6. Milestones

<u>Activity</u>	<u>Completion Date</u>
o Complete first quarterly report concerning items in short supply (current and projected) almost entirely analysts effort.	10/31/76
o Completion of contract on 4 and 5 digit projections of value of shipments.	11/12/76
o Completion of input/output (I/O) contract which deals with I/O projection at the 4 digit industry level.	12/31/76
o 2nd quarterly report on short supply items completed. Principally analyst's effort with limited use of 4 and 5 digit data.	1/31/77
o Near term demand model operational.	2/28/77
o 3rd quarterly report on short supply items completed. Balanced input by analysts and demand model.	4/30/77

- o First quarterly early warning list developed from total system and superseding prior quarterly report. It will consist of:
7/31/77
 - 1) Current and Projected items in short supply.
 - 2) Impact analysis.
 - 3) Policy analysis.
 - 4) EWS performance analysis.

- o The short term system is completely functional. It is repetitive and is triggered each quarter by the update of the 4 and 5 digit value of shipment projections.
7/31/77

MATERIAL ALLOCATION TO
SUPPORT ENERGY PROGRAMS

1. Proposed Objective. Design and implement a system to provide for priorities and allocation of materials and equipment to maximize domestic energy supplies.
2. Justification. Section 104 of the Energy Policy and Conservation Act of 1975 amends the Defense Production Act of 1950 by adding a new Section 101c providing for priorities and allocations of supplies of materials and equipment in order to maximize domestic energy supplies. Section 101c also requires four findings be made prior to implementing any priorities or allocations. The findings are that the material and equipment be scarce, critical, and essential to maintain or further domestic energy supplies and that there be a need to use the priorities and allocation authorities. Executive Order 11912, signed April 13, 1976, and Defense Mobilization Order 13, effective October 4, 1976, assign responsibility for the administration of the priorities and allocation to Commerce and also assign the Department two of the findings: scarcity and the need to use the authorities.
3. Approach. The Bureau of Domestic Commerce will modify and expand its current administration of Section 101a responsibilities of the Defense Production Act which provides for priorities and allocations of materials and equipment in support of defense programs under the Defense Materials System and the Defense Priorities System. The Bureau will modify and expand its Materials Early Warning System to enable it to conduct the required scarcity findings needed prior to the establishment of materials and equipment controls and the imposition of export restrictions. A new capability to conduct the finding pertaining to the need to use the authorities will be established. A mechanism for coordination with the other involved Federal Agencies will be established, namely the Federal Preparedness Agency, and the Federal Energy Administration, and Commerce's Bureau of East West Trade.
4. Resources. It is estimated that the full achievement of the objective will require 12 man years and approximately \$50,000.
5. Responsible Office. Mr. John L. Klingenhagen, Director, Office of Industrial Mobilization, Bureau of Domestic Commerce.

6. Milestones.

1. Expansion of the Early Warning Capability (December 1976): The current materials early warning system will be modified and expanded to provide information on which to base scarcity "findings" as required by the EPCA.
2. Revision of DMS-DPS (April 1977): This includes modification of the existing system and revision and issuance of appropriate regulations and delegations.
3. Priorities and Allocations System in Place (May 1977): The current capability to provide special priorities assistance, to conduct company audits, and to ensure compliance with the rules and regulations of the DMS-DPS systems will be modified and expanded to provide for the energy responsibilities.
4. Issuance of a Final Operations Manual (June 1977): Development and preparation of a procedures handbook to assist government and business in administration of the authorities.
5. Training Program (August 1977): The development and initiation of a training program, to include pertinent publications, to be conducted nationwide to assist business in understanding the system.

National Business Council for Consumer Affairs

1. Proposed Objective

To reestablish the National Business Council for Consumer Affairs as a forum for business, Government, and consumers on current and potential consumer problems, and to implement specific positive actions within the business community to respond to these concerns. The Council will be established for a two-year duration, commencing approximately January 1, 1977.

2. Justification

The Federal Government has consistently encouraged business to be responsive to consumer needs. The original Council developed useful guidelines for recommended business practices in major areas of consumer concerns. With the dissolution of the Council, the guidelines were never fully implemented in the business community. This fact, coupled with the emergence of new consumer issues and the President's directive for increased attention to the consumer, underline the significance of reinstituting the NBCCA as an advisory body.

3. Approach

The NBCCA will be established by Executive Order, with the Secretary of Commerce appointing 60 corporate executives as members. The Council will consist of an executive subcommittee, topical subcommittees to address key areas of consumer concern, and regional panels to assist in implementing the Council's recommendations throughout the country. Consumer representatives will be called upon frequently for input in the development of Council programs. The Council will advise the President and other Government agencies, as appropriate, through the Secretary of Commerce, on business activities relating to consumer affairs.

4. Resources

Approximately \$186,300 and 7 man-years will be required each fiscal year to achieve the objective.

5. Responsible Office

Primary responsibility for implementing the program will be in the office of the Assistant Secretary for Domestic and International business and the Office of the Ombudsman, DEBA.

Milestones

1. ° Executive Order to clear Department of Commerce Sent to OMB 9/29/76
2. ° Executive Order to clear OMB ASAP
3. ° Executive Order to be signed by President ASAP
4. ° Ombudsman Office will coordinate preparation of DOC Charter with General Counsel and Office of Management & Systems, DIB 11/1/76
5. ° DIBA OPA to finalize plans for publicizing and highlighting reinstatement of NBCCA soon after President signs Executive Order 10/12/76
6. ° Ombudsman Office and DIBA Personnel to complete NBCCA Staff job descriptions, certify grades, prepare and post announcements to develop a list of qualified candidates 10/22/76
7. ° Ombudsman Office and DIBA Office of Management and Systems to prepare functional orders to cover activity of Staff and NBCCA 11/1/76
8. ° Ombudsman Office to coordinate development of an acceptable list of business executives as candidates to be invited to serve on Council 10/15/76
9. ° Ombudsman Office to screen candidates for post of Staff Director. Most promising to be interviewed by Assistant Secretary, DIBA, and Assistant Secretary for Administration Start 11/22/76
10. ° Balance of Staff to be selected by Ombudsman Office with advice and consent of Staff Director when selected. Start 11/29/76
11. ° Ombudsman Office to canvass list of candidates to determine their predisposition toward serving (3) + 1 day
12. ° Ombudsman Office to prepare letter of invitation for Secretary's signature and send to invitees (3) + 3 wks.
13. ° Staff Director and Ombudsman to coordinate preparation of agenda and invitees with DOC Consumer Affairs Council and set date for first meeting 11/1/76

14. ° Establishment of regional panels throughout the country to disseminate and encourage implementation of action guidelines to the broadest possible number of businesses.

3/77

15. ° Establishment of Subcouncils to analyze and make recommendations regarding specific consumer issues.

As needed

BUREAU OF INTERNATIONAL COMMERCE

1) EXPORT ASSISTANCE PROGRAMS

1. Proposed Objective.

Assist 99,468 U.S. Companies to Increase Their Market Penetration or Expand Their Market Share Abroad by Making 745,314 Contacts with Potential Foreign Buyers and Representatives, and Thereby Facilitate \$3,107.1 Million in Exports and 3,470 Agency/Distributor Agreements as a Result of BIC Export Assistance Programs in Fiscal Year 1977.

2. Justification

BIC export assistance helps to overcome a variety of marketing impediments which keep U.S. exporters from fully realizing their trade potentials. BIC's proposed objective highlights the accomplishments of major programs which are directly designed to assist U.S. companies to penetrate foreign markets by helping them make contacts and thereby facilitate export sales and the conclusion of agency agreements. The potential and actual impact of these program accomplishments is of significance and concern to the Secretary in terms of general U.S. economic benefits.

3. Approach.

BIC's proposed export assistance objective will be accomplished through the traditional operations of BIC's export assistance programs designed to assist U.S. companies through the activities of the following programs.

- o Programs designed to alert U.S. companies to specific commercial opportunities abroad and to assist them to follow through with successful bids:

- Trade Opportunities provide U.S. companies with specific trade leads.

- Major Projects appripes U.S. companies of specific major overseas engineering, design, and construction projects and directly assists them to compete successfully for contracts.

- Major Products appripes U.S. companies of specific major overseas product and equipment sales opportunities and directly assists them to compete successfully for contracts.

- o Programs designed to assist U.S. companies to establish effective representation overseas and to conclude export sales:

- Trade Centers provide U.S. companies with scheduled opportunities to demonstrate their products in permanently based U.S. trade centers in major markets and regions abroad.

- Trade and Industrial Exhibitions provide U.S. companies with scheduled opportunities to demonstrate their products under Commerce sponsorship in major or specialized international trade fairs abroad.

- In-Store Promotions and Catalog Shows (Special Techniques) provide U.S. companies with scheduled opportunities to expose consumer products to the overseas public through Commerce-sponsored events held in select retail stores, and scheduled opportunities and facilities to display their product catalogs and sales literature in developed and emergent markets abroad.

-Trade Missions provide groups of U.S. companies with scheduled opportunities to travel abroad under Commerce sponsorship to meet directly with potential foreign buyers and representatives.

-International Marketing Information Series provides U.S. companies on a continuing basis with marketing information bulletins and in-depth market research reports containing information which identifies sales opportunities and prompts positive export actions on the part of U.S. companies; series publications include Global Market Surveys, Country Market Sectoral Surveys, Producer Goods Research, Consumer Goods Research, International Marketing Newsmemo, Overseas Business Reports, Foreign Economic Trends, and International Marketing Events.

o Programs designed to assist foreign distributors and buyers to identify and contact prospective U.S. suppliers:

-Foreign Buyers Program provides U.S. companies with opportunities to make contact with groups of foreign buyers visiting the U.S.

-Technical Sales Seminars (Special Technique) provide U.S. companies with scheduled opportunities to meet with foreign buyers and representatives interested in learning about the latest product/industrial technologies available in the U.S.

4. Resources.

BIC's proposed objective will be accomplished through use of resources appropriated for Fiscal Year 1977 to DIBA's "International Trade Development" activity, specifically, 1) trade promotion events, market research, and information services under the "International Marketing" subactivity; and 2) the major export projects and foreign buyers programs under the "Export Development" subactivity. These resources amount to a total of 401 permanent positions and \$16,668 (thousands) as described below.

Budget Estimates, Fiscal Year 1977
(Based on the July 1976, Secretarial Submission)

	<u>Permanent Positions</u>	<u>\$ Amount in Thousands</u>
TRADE PROMOTION EVENTS		
-Trade and Industrial Exhibitions	47	\$2,371
-Trade Centers	116	5,174
-Trade Missions	11	534
-Special Techniques	10	705
<u>Subtotal</u>	<u>184</u>	<u>\$8,784</u>
MARKET RESEARCH	31	1,622
INFORMATION SERVICES	121	4,540
MAJOR EXPORT PROJECTS		
-Major Export Products and Systems	43	1,110
-Trade Opportunities	12	230
<u>Subtotal</u>	<u>55</u>	<u>\$1,340</u>
FOREIGN BUYERS PROGRAM	12	382
<u>TOTAL</u>	<u>403</u>	<u>\$16,668</u>

5. Responsible Offices.

BIC's export assistance programs' objective is the responsibility of 1) the Office of International Marketing (Richard Garnitz, Director) and 2) the Commerce Action Group for the Near East Staff (Peter Hale, Director), which manage trade promotion events, market research, and information services; and 3) the Office of Export Development (Robert Wilbourn, Director) which manages the major projects and products, trade opportunities, and foreign buyers programs.

6. Milestones.

All milestones are due to be accomplished by the termination of Fiscal Year 1977; however, the following accomplishments will be reported quarterly, on a cumulative basis, when available:

- 1) the number of U.S. Companies Assisted,
- 2) the dollar Value of Export Sales Facilitated (excluding Trade Opportunities), and
- 3) the number of Agency/Distributor Agreements Facilitated (excluding Trade Opportunities).

The fiscal year objectives for each of these milestones, which are described below, divide equally into quarterly goals.

The number of Contacts and the dollar Value of Export Sales, and the number of Agency/Distributor Agreements Facilitated by Trade Opportunities will only be reported at the end of the fiscal year, based on samples.

Milestone 1

(1) Assist 99,468 U.S. Companies to Increase Their Market Penetration or Expand Their Market Share Abroad by Making 745,314 Contacts with Potential Foreign Buyers and Representatives:

- Assist 8,543 U.S. Companies to Make 474,864 Contacts through Trade Promotion Events,
- Assist 800 U.S. Companies to Make 8,000 Contacts through the Major Projects Program,
- Assist 325 U.S. Companies to Make 450 Contacts through the Major Products Program,
- Assist 3,300 U.S. Companies to Make 12,000 Contacts through the Foreign Buyers Program,
- Assist 8,500 U.S. Companies to Make 250,000 Contacts through the Trade Opportunities Program,
- and Assist 78,000 U.S. Companies to Take Positive Export Actions through the Provision of Marketing Information and Market Research Publications.

The number of U.S. companies which participate in trade promotion events and obtain leads and assistance from the Major Projects, Major Products, Foreign Buyers, and Trade Opportunities Programs, and the International Marketing Information Series describes BIC's user base while the number of export contacts specifies the volume of BIC induced communications between U.S. sellers and foreign buyers or agents for the purpose of conducting business. The number of contacts measures the fundamental effectiveness and success of BIC programs in terms of contributing to the maximization of contacts between client firms and prospective foreign buyers, an objective which ultimately results in increased market penetration and share expansion abroad.

Milestone 2

(\$ Millions)

(2) Facilitate \$ 3,107.1 in Export Sales:

- \$ 1,007.1 Export Sales through Trade Promotion Events, Based on \$ 573.9 Incremental Sales, and \$ 433.2 Contributory Sales;
- \$ 2,000 Export Sales through Leads and Assistance Provided by the Major Projects Program (\$ 800), the Major Products Program (\$ 800), and the Trade Opportunities Program (\$ 400); and
- \$ 100 Export Sales through the Foreign Buyers Program.

The dollar value of export transactions directly facilitated by assistance provided to U.S. companies as described in milestone 1 serves as an indicator of the estimated impact of BIC programs on the economy rather than as a direct measure of success of these programs.

Milestone 3

(3) Facilitate the Conclusion of 3,470 Agency/Distributor Agreements.

- 920 through Trade Promotion Events,
- 200 through the Foreign Buyers Program, and
- 2,350 through the Trade Opportunities Program.

The number of agency/distributor agreements concluded which were facilitated by assistance provided to U.S. companies as described in milestone 1 serves as an indicator of the estimated impact of BIC programs on the economy by establishing a means of sustained market penetration rather than as a direct measure of success of these programs.

BUREAU OF INTERNATIONAL COMMERCE

2) POLICY AND LIAISON SUPPORT

1. Proposed Objective.

Provide Policy and Liaison Support to the Secretary's Efforts to Ensure Maximum Government Response to the Business Community in Realm of U.S. Trade Policy by Completing, before January 1977, 7 Follow-Up Actions Identified and Recommended at President's Interagency Committee on Export Expansion (PICEE) and Joint President's Export Council (PEC)/PICEE Meetings, and Plan for the Second Joint Meeting of these Groups on December 7, 1976.

2. Justification.

At the July 13 PICEE and joint PEC/PICEE meetings, 19 commitments were identified and decisions were made requiring Commerce Department initiative and follow-up action. These commitments will ensure maximum Government response to the business community in the realm of U.S. trade policy. Accomplishment of these commitments has been designated "high priority" by the Secretary.

3. Approach.

BIC's policy and liaison support objective will be accomplished through the activities of the President's Export Council (PEC) and President's Interagency Committee on Export Expansion (PICEE) secretariat staff which works to mobilize interagency and business support for export expansion policies. The specific actions which will be necessary to accomplish this objective entail involved interbureau and interagency coordination and will comprise the PEC and PICEE schedule of activities for the objective period. Accomplishment of several of the commitments appearing in the PEC/PICEE work plan, including the data base and capital formation portions, are the responsibility of the Assistant Secretary for Policy.

4. Resources.

BIC's proposed objective will be accomplished, in part, through use of resources appropriated for Fiscal Year 1977 to DIBA's "International Trade Development/Export Development" activity/subactivity. Specifically, the President's Export Council and President's Interagency Committee on Export Expansion secretariat requires resources which amount to a total of .75 man years and \$21,000 (thousands). Additional resources reflecting input from other agencies cannot be defined.

5. Responsible Office.

BIC's policy and liaison support objective is the responsibility of the Office of Export Development (Robert Wilbourn, Director) which performs secretariat functions for the PEC and PICEE.

6. Milestones.

Accomplishment
Date

Milestone 1

Complete assignment of PEC's Task Force on Export Promotion (initiated 9-75) on effectiveness of Commerce export programs, and prepare report and recommendations.

November

The first draft of the Task Force's report will be reviewed by the full Task Force during September and finished by early November. The Council's recommendations will be presented at the December 7, 1976 joint meeting of the PEC/PICEE.

Milestone 2

Establish interagency Task Force on Export Awareness (initiated 9-76).

December

This effort will entail obtaining agreement and support of other PICEE agencies for the program, establishing liaison with the PEC and defining industry input to the program, and developing proposal to the Advertising Council (over the Secretary's signature) to expand its involvement in export awareness projects. Finalization of plan and implementation will be accomplished by November 30, 1976.

Milestone 3

Complete outline, and initiate work on report to the President on the PEC's proposal for a "future oriented international trade policy" (initiated 9-76).

December

Accomplishment will entail meeting with designated members of the PEC to determine outline for draft report, preparation of draft report by PEC designee, circulating the draft report among PEC members, and finalizing the draft report (by PEC designee) for presentation at the December 7 joint meeting of the PEC and PICEE. Finalization of this effort is expected by November 22, 1976.

Milestone 4

Obtain cooperation and support of the PEC and Departmental approval for a new program to promote greater involvement of universities in export trade matters (initiated 8-76).

December

Accomplishment involves briefing the academic community on the need for expanded cooperation on international trade matters; then working with the staff of Special Trade Representative Dent and other appropriate agencies, including HEW, to develop an approach for promoting greater involvement of universities in export trade matters; obtaining cooperation and support of the PEC for a new academic program; and finally obtaining departmental approval for such a program. Finalization of this effort is expected by November 20, 1976.

Milestone 5

Hold joint PEC/PICEE meeting.

December

INDUSTRY/ASSOCIATION PROGRAMS DIVISION

Objective: To promote the efficient use of energy by industry through the effective management of voluntary industrial energy conservation programs.

Justification: The Department of Commerce has been assigned responsibility for voluntary industrial energy conservation programs. The business and industrial community consumes 70 percent of total U.S. energy, with the industrial sector alone accounting for 40 percent of the national total. The improvement of industrial and commercial energy efficiency is essential, therefore, to meet the national goal of energy conservation.

Approach: To the end of enlisting the voluntary cooperation of 62 major (3-digit SIC level) industries, the Industry/Association Programs Division works with appropriate trade associations and other representative industry groups to encourage the development of industry-wide energy conservation programs. In conjunction with the Federal Energy Administration, the Division conducts activities with 52 manufacturing industries (representing about 90 percent of the energy used in manufacturing) and 10 non-manufacturing industries.

Specific program activities include:

- a) publishing "Voluntary Industrial Energy Conservation Progress Reports" which contain the reported results of industry-wide programs,
- b) conducting periodic program review to determine potential industry participants,
- c) working with trade associations and other representative industry groups to establish meaningful and effective energy goals,
- d) maintaining an independent, computerized data base of industry energy consumption data,
- e) organizing and making contributions to seminars, workshops, conferences, and the like, to increase cooperation with industry and to provide assistance in implementing industry programs,
- f) compiling and maintaining relevant information on issues involving energy technology and federal programs to be made available to industry through a variety of media.

In short, the Industry/Association Programs Division is engaged in working closely with industry in energy conservation matters and in developing important communications links for the dissemination of information.

Resources (approximate): \$436,000 (salaries inclusive).
10 man/years

Responsible Office/Officer:

Ms. Patricia L. Spencer
Chief
Industry/Association Programs Division
Office of Energy Programs, DIBA

Objective Promote efficient use of energy within industry by effective management of voluntary industrial energy conservation programs.	Change in Status											
Milestones	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
1. Complete enlistment of the originally targeted (62 3-digit SIC level) industries into voluntary industrial energy programs.			o									
2. Publish semi-annual reports of industry energy conservation progress with quarterly updates.	o			o			o			o		
3. Conduct periodic reviews to determine, on the basis of program cost-effectiveness, the additional industry associations that should be invited to join the program.						o						o
4. Based on targets set for two-digit industries by FEA under EPCA, assign goals to industry groups and monitor progress toward them (based on the percent improvement reported in the energy efficiency indices); negotiate goals with industry groups outside the top ten two-digit industries.		o				o						
5. Using the computerized data base acquired in FY 1976, establish ranges within which reported data will be accepted without further validation.								o				

Continued

Milestones	Oct Nov Dec			Jan Feb Mar			Apr May Jun			Jul Aug Sep		
	6. Foster, participate in and report on energy management improvement conferences with a representative group primarily in (but not limited to) each of the two-digit level industries participating in the voluntary program.		o			o			c			o
7. Monitor the substantive aspects of each industry's (three-digit SIC level) energy management program; provide guidance where improvement is needed.			o			o			o			o
8. Through trade association contacts and other industry group representatives, disseminate information on current and new energy conservation technology.	o			o			o				o	
9. Provide ongoing program evaluation and assessment of industrial energy conservation effectiveness to date.		o			o							

OFFICE OF ENERGY PROGRAMS
PROMOTE EFFICIENT USE OF INDUSTRY ENERGY
ACTIVITY IN JULY-OCTOBER

Progress

- o Milestone 1: Staff assignments for contacts of the remainder of the originally targeted industries have been made and completion of contacts as scheduled is expected.
- o Milestone 2: Work on Progress Report 4 is underway but has been hampered by slower than usual response to the data deadline by several associations. Preliminary reports are still expected to be available by the end of October.
- o Milestone 3: Activity will begin after completion of Milestone 1.
- o Milestone 4: FEA has been making very slow progress toward setting final targets as required by EPCA. It is anticipated that this milestone now set for November, may not be met.
- o Milestone 5: A small part of the data file has been purchased and a contractor is developing appropriate software. After a period of test use of this part of the file and the software, the remainder of the data file will be bought. The entire data file was not purchased before the end of FY 1976 as planned because of lack of funds.
- o Milestone 6: FEA has planned a large number of seminars focused on industrial energy conservation. A final decision has not yet been made on what industries will be invited to participate. To avoid duplication, DOC planning will be delayed until that decision is reached. This may result in some slippage on our November milestones.
- o Milestone 7: When criteria for an "adequate" voluntary program is established by FEA to meet EPCA requirements, reviews of programs will begin.
- o Milestone 8: During September an informal newsletter with items covering solar energy use and an ERDA program on small nuclear process steam plants was sent to all associations on our mailing list.
- o Milestone 9: As a part of the FY 1977 effort, a contract has been let with Yankelovich, Skelly and White to provide a methodology for determining program effectiveness. This initial effort is limited in scope and more details will be available on November 2.

BRTA MBO SUBMISSION

Objective

To prevent disruption of the domestic textile and apparel market.

Justification

World textile and apparel trade has often been chaotic, causing disruption to the domestic market which employs 2.3 million workers, or one out of every eight workers in U. S. manufacturing. The President has decided that the United States should "avoid disruption to the domestic textile and apparel market ..." He has determined that the United States should seek the renewal of the MFA, the GATT international arrangement that brings order and growth to world textile and apparel trade.

Approach

The Office of Textiles administers the program of the interagency Committee for the Implementation of Textile Agreements (CITA). On behalf of CITA, imports from all countries are monitored and the domestic market studied. The Office insures that our 18 bilateral agreement partners do not exceed the restraint levels of their respective textile agreements. Office of Textiles negotiators will join with representatives of STR, State and Labor to renegotiate three bilateral textile and apparel agreements that will expire at the end of FY 1977. The interagency textile team will

also need to begin negotiations with some of the 10 other agreement partners whose bilaterals expire at the end of Calendar 1977. Negotiations also may be held with countries whose exports are growing, but are not now restrained.

U. S. textile and apparel restraints are pursuant to the MFA which expires December 31, 1977. To demonstrate the advantages that have accrued to textile trading nations as a result of the MFA, the Office of Textiles is assisting the GATT Secretariat in its preparations for a major Textile Committee review of the MFA's operation. The major review should be completed by the end of December 1976. Office of Textiles negotiators working with the Chief Textile Negotiator of STR, and negotiators from the State and Labor Departments will seek the support for MFA renewal of major textile trading nations. Negotiations for MFA renewal will occur in the December 1977 GATT Textile Committee meeting.

Resources

28 man years and \$600,000.

Responsible Office

Office of Textiles, Arthur Garel, Director.

Milestones

- o Complete major review of MFA's operation --
November/December 1976.
- o Pursuant to Section 5 of Article 10 of the MFA, DIBA
will participate in the Textile Committee Meeting for
the consideration of the future status of the MFA.
(United States will push for decision regarding
renewal of MFA as early as possible and hopefully before
end of this year.) December 1976
- o Renegotiate expiring bilateral agreements with India,
Hong Kong and Korea -- August 1977.
- o Renegotiate three of ten agreements expiring in
December 1976 - September 1977.
- o Attain major trading countries' support for renewal of
MFA -- November 1977.
- o Renegotiate MFA -- December 1977.

Office of Textiles

Note. The final report of the 1976 textile objective
is attached.

TEXTILES

Objective 7: To prevent disruption to the domestic textile and apparel market.

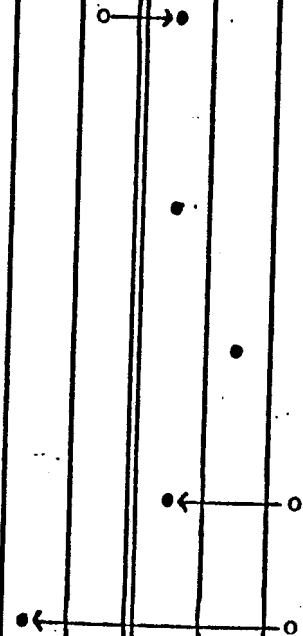
Change in Status

Milestones

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

1. Implement Agreements
Set a level on imports of knit T-shirts from Hong Kong

Monitor trade with uncontrolled supplier countries and take appropriate action
2. Negotiate a multifiber textile and apparel restraint agreement with Jamaica
3. Obtain CITA/Industry agreement on a textile import policy toward small countries which are unrestrained but rapidly growing suppliers of textiles and apparel
4. Negotiate a multifiber textile and apparel restraint agreement with Brazil
5. Obtain Textile Trade Policy Group agreement on treatment of cotton textile imports from the People's Republic of China



TEXTILES

Objective 7: To prevent disruption to the domestic textile and apparel market.

Change in Status

Milestones

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Renew Arrangement Regarding International Trade in Textiles

6. Complete GATT Textiles Committee study on world textile trade that supports need for extension of MFA

7. Obtain support from key bilateral trading parties on extension of MFA

Develop MTN Textile Policy

8. Clarify U.S. Government position on textile tariff negotiations

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(see attached explanation)

Objective 7

To prevent disruption to the domestic textile and apparel market.

Variance

° Milestone 6: The Commerce Department has completed its input to the study. The Textile Surveillance Body will review the final report in November.

° Milestone 7: Support from key bilateral trading partners will continue to be sought at least up to the Textile Committee meeting in December and renewal of the MFA.

° Milestone 8: Clarification of the U.S. Government position on textiles in the MTN will be accomplished through interagency discussions among STR, State, Labor, Commerce and Treasury. Direction of these discussions is under the aegis of STR, and BRTA/DIBA is not in a position to predict the conclusion of this effort at this time, therefore, Milestone 8 should be eliminated from our FY 76 MBO report.