

training programs. The grantee estimates that this investment will create 50 jobs and retain 50 jobs.

- \$133,500 to the East Central Wisconsin Regional Planning Commission of Menasha, Wisconsin to fund a strategic plan for expanding global trade in Brown, Calumet, Fond du Lac, Manitowoc, Marinette, Outagamie, Sheboygan, Waupaca, and Winnebago counties in northeastern Wisconsin. The grantee estimates that this investment will create 200 jobs.

- \$93,046 to Morris County, Texas to develop an economic development strategic plan to assess the current market in order to diversify the local economic base and create higher-skill, living-wage jobs.

- \$78,102 to the Franklin Regional Council of Governments of Greenfield, Massachusetts to develop a strategic plan for the Franklin County Interconnection and Innovation District, which will leverage existing and emerging regional strengths to encourage job growth and business expansion in information technology, renewable energy, green technology, the creative economy, and advanced manufacturing.

- \$75,000 to the Northwest Iowa Planning & Development Commission of Spencer, Iowa to develop a strategic plan to help the region map its future economic course, providing a precise and targeted route focused on job creation, industrial diversification, and long-term stability.

- \$75,000 to the Northwest Pennsylvania Regional Planning and Development Commission of Oil City, Pennsylvania to develop a trade strategy to assist Crawford County's tooling and machining industry in boosting its competitiveness and finding new opportunities for success in the global marketplace.

- \$53,194 to Barnwell County, South Carolina to support the development and implementation of a strategic plan for leveraging public-private partnerships and regional assets to enhance the specialty agribusiness sector.

Impact on Eligible Communities

Since this program is new, EDA is still in the process of collecting long-term, market-based data. However, grantee estimates suggest that 6,586 jobs will be created, and 1,892 jobs will be retained as a result of grants awarded under CTAA. As noted above, job creation projections were not provided by grantees that received funding to develop strategic plans—however, it is likely that many jobs will be created

when those plans are implemented over the next few years.

The CTAA program illustrates that EDA is able to address trade impact issues effectively at the community level. It is anticipated that many businesses from across the nation will benefit from the 36 CTAA-funded projects through the development and implementation of sound regional economic recovery and development strategies. These strategies will help provide the hard and soft infrastructure needed for businesses to successfully compete in the global marketplace.

Dated: January 20, 2011.

Bryan Borlik,

Director, Trade Adjustment Assistance for Firms Program.

[FR Doc. 2011-1585 Filed 1-25-11; 8:45 am]

BILLING CODE 3510-24-P

DEPARTMENT OF COMMERCE

Economic Development Administration

Trade Adjustment Assistance for Firms Program Fiscal Year 2010 Annual Report

AGENCY: Economic Development Administration, Commerce.

ACTION: Notice.

SUMMARY: This annual report is submitted in accordance with Section 1866 of the Trade and Globalization Adjustment Assistance Act (TGAAA) of 2009, which was included as subtitle I (letter "I") of title I of Division B of the American Recovery and Reinvestment Act of 2009 (Pub. L. 111-5, 123 Stat. 115, at 367). Section 1866 of the TGAAA directs the Secretary of Commerce to submit to Congress an annual report on the Trade Adjustment Assistance for Firms (TAAF) Program by the 15th of December each year. The TAAF Program is one of four Trade Adjustment Assistance (TAA) Programs authorized by the Trade Act of 1974 (19 U.S.C. 2341 *et seq.*) (Trade Act).

Administered by the Department of Commerce's Economic Development Administration (EDA), the goal of the TAAF Program is to help economically distressed U.S. businesses develop strategies to compete in the global economy. In general, the program provides cost-sharing technical assistance to eligible businesses to create and implement targeted business recovery plans, called Adjustment Proposals under the program. Firms contribute a matching share to create and implement their plan.

Technical assistance is provided through a nationwide network of eleven

EDA-funded Trade Adjustment Assistance Centers (TAACs), which are either non-profits or university-affiliated. The TAACs provide assistance to firms petitioning EDA for certification of eligibility under the program and in the development and implementation of business recovery plans.

Firms that completed the TAAF Program in FY 2008 report that at completion, average sales were \$10.3 million, average employment was 73, and average productivity was \$140,977 (sales per employee). One year after completing the program (FY 2009), firms report that average sales increased by one percent, average employment decreased by 10 percent, and average productivity increased by 11 percent. The Bureau of Labor Statistics (BLS) reported that nationwide for the manufacturing industry in FY 2009, average employment decreased 12 percent and average productivity increased by 4 percent. Two years after completing the program (FY 2010), firms report that average sales decreased by 14 percent, average employment decreased by 16 percent, and average productivity increased by 3 percent. BLS reported that nationwide for the manufacturing industry in FY 2010, average employment decreased 12 percent and average productivity increased by 9 percent.

Overall, there has been an increase in the demand for the TAAF Program in FY 2010, as demonstrated by the increase in the number of petitions for certification and Adjustment Proposals submitted to EDA for approval. In FY 2010, EDA approved an additional 114 petitions, a 53 percent increase as compared to FY 2009; and approved an additional 93 Adjustment Proposals, a 54 percent increase as compared to FY 2009.

The addition of TAAF staff resources facilitated EDA's ability to improve processing time for petitions and Adjustment Proposals in FY 2010. Although there was a spike in petitions and Adjustment Proposals, EDA successfully met the 40-day processing deadline to make a final determination for petitions accepted for filing; and the 60-day processing deadline for approval of Adjustment Proposals as required in the TGAAA. In fact, the average processing time for petitions has started to decline below the 40-day requirement and the average processing time for Adjustment Proposals is below 30 days.

ADDRESSES: Trade Adjustment Assistance for Firms Division, Room D100, Economic Development

Administration, U.S. Department of Commerce, Washington, DC 20230.

FOR FURTHER INFORMATION CONTACT: Bryan Borlik, Director of the TAAF Program, 202-482-3901.

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Introduction

This report is provided in compliance with Section 1866 of the Trade and Globalization Adjustment Assistance Act (TGAAA) of 2009, which was included as subtitle I (letter "I") of title I of Division B of the American

Recovery and Reinvestment Act of 2009 (Pub. L. 111-5, 123 Stat. 115, at 367). Section 1866 of the TGAAA directs the Secretary of Commerce to provide an annual report on the Trade Adjustment Assistance for Firms (TAAF) program by the 15th of December each year. Section 1866 of the TGAAA states:

IN GENERAL.—Not later than December 15, 2009, and each year thereafter, the Secretary of Commerce shall prepare a report containing data regarding the trade adjustment assistance for firms program provided for in chapter 3 of title II of the Trade Act of 1974 (19 U.S.C. 2341 *et seq.*) for the preceding fiscal year.

This report will provide findings and results to the extent that the data is available on the following 14 measures:

1. The number of firms that inquired about the program.
2. The number of petitions filed under section 251.
3. The number of petitions certified and denied.
4. The average time for processing petitions.
5. The number of petitions filed and firms certified for each congressional district of the United States.
6. The number of firms that received assistance in preparing their petitions.
7. The number of firms that received assistance developing business recovery plans (Adjustment Proposals).
8. The number of Adjustment Proposals approved and denied by the Secretary of Commerce.
9. Sales, employment, and productivity at each firm participating in the program at the time of certification.
10. Sales, employment, and productivity at each firm upon completion of the program and each year for the two-year period following completion.
11. The financial assistance received by each firm participating in the program.
12. The financial contribution made by each firm participating in the program.
13. The types of technical assistance included in the Adjustment Proposals of firms participating in the program.

14. The number of firms leaving the program before completing the project or projects in their Adjustment Proposals and the reason the project was not completed.

Program Description

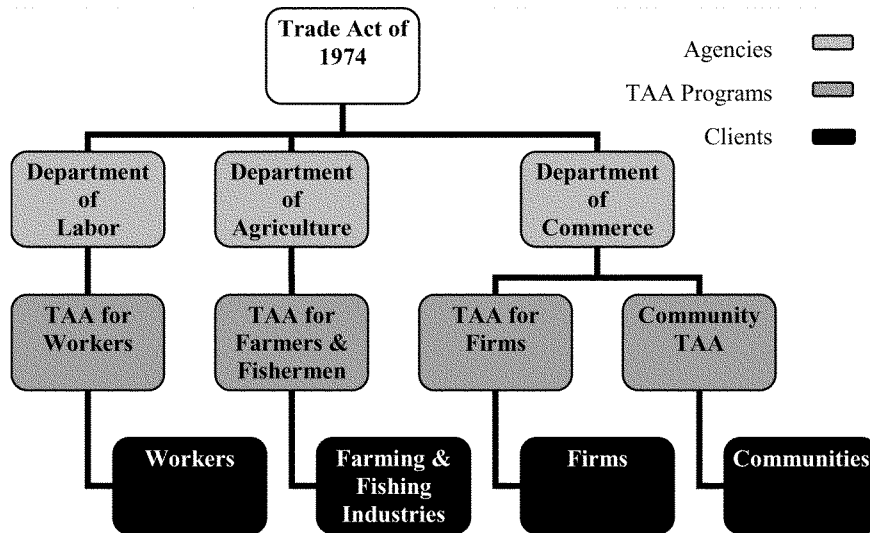
The TAAF program is one of four Trade Adjustment Assistance (TAA) programs authorized under the Trade Act of 1974 (19 U.S.C. 2341 *et seq.*) (Trade Act). The responsibility for administering the TAAF program is delegated by the Secretary of Commerce to the Economic Development Administration (EDA). TAAF program provides technical assistance to manufacturers and service firms affected by import competition to help the firms develop and implement projects to regain global competitiveness.

The mission of the TAAF Program is to help U.S. firms regain competitiveness in the global economy. Import-impacted U.S. manufacturing, production, and service firms can receive matching funds for projects that expand markets, strengthen operations, and sharpen competitiveness through TAAF. The program provides assistance in the development of business recovery plans, which are known as Adjustment Proposals under Section 252 of the Trade Act, and matching funds to implement projects outlined in the Adjustment Proposals.

The TAAF Program supports a national network of 11 non-profit or university-affiliated Trade Adjustment Assistance Centers (TAACs) to help U.S. manufacturing, production, and service firms in all fifty states, the District of Columbia, and the Commonwealth of Puerto Rico. Firms work with the TAACs to apply for certification for TAAF assistance, and prepare and implement strategies to guide their economic recovery.

The other TAA programs are TAA for Workers, Farmers, and Communities, which are administered by the Departments of Labor, Agriculture, and Commerce through EDA, respectively.

Exhibit 1: TAA Programs



Program Initiative

As noted above, the TAAF Program provides technical assistance in the development and implementation of Adjustment Proposals. Projects are aimed at improving a firm’s competitive position. Specifically, funds are applied toward the cost of consultants, engineers, designers, or industry experts for improvement projects in targeted areas that can better a firm’s position, such as engineering, information technology, management, market development, marketing, new product development, quality improvement, and

sales. Funds are not provided directly to firms; instead EDA funds TAACs and TAACs pay a cost-shared proportion of the cost to secure specialized business consultants.

To certify a firm as eligible to apply for adjustment assistance, the Secretary must determine that three conditions are met:

1. A significant number or proportion of the workers in the firm have been or are threatened to be totally or partially separated;
2. Sales and/or production of the firm have decreased absolutely, or sales and/or production of an article or service

that accounted for at least 25 percent of total production or sales of the firm during the 12, 24, or 36 months preceding the most recent 12, 24, or 36-month period for which data are available have decreased absolutely; and

3. Increased imports of articles like or directly competitive with articles produced or services provided by the firm have “contributed importantly” to both the layoffs and the decline in sales and/or production.

BILLING CODE 3510-24-P

Exhibit 2: TAACs and Their Respective Service Areas

| TAAC | Service Areas |
|----------------|--|
| Great Lakes | Indiana, Michigan, and Ohio |
| Mid-America | Arkansas, Kansas, and Missouri |
| MidAtlantic | Delaware, District of Columbia, Maryland, New Jersey, Pennsylvania, Virginia, and West Virginia |
| Midwest | Illinois, Iowa, Minnesota, and Wisconsin |
| New England | Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont |
| New York State | New York |
| Northwest | Alaska, Idaho, Montana, Oregon, and Washington |
| Rocky Mountain | Colorado, Nebraska, New Mexico, North Dakota, South Dakota, Utah, and Wyoming |
| Southeastern | Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee, and the Commonwealth of Puerto Rico |
| Southwest | Louisiana, Oklahoma, and Texas |
| Western | Arizona, California, Hawaii, and Nevada |

The main responsibilities of the TAACS include:

- Assisting firms in preparing their petitions for TAAF. Firms are not charged for any assistance related to preparing a petition.
- Once a petition has been approved, TAACs work closely with firm management to identify the firm's strengths and weaknesses and develop a customized Adjustment Proposal designed to stimulate recovery and growth. The program pays up to 75% of the cost of developing an Adjustment Proposal and the firm must pay the rest. EDA must approve all Adjustment

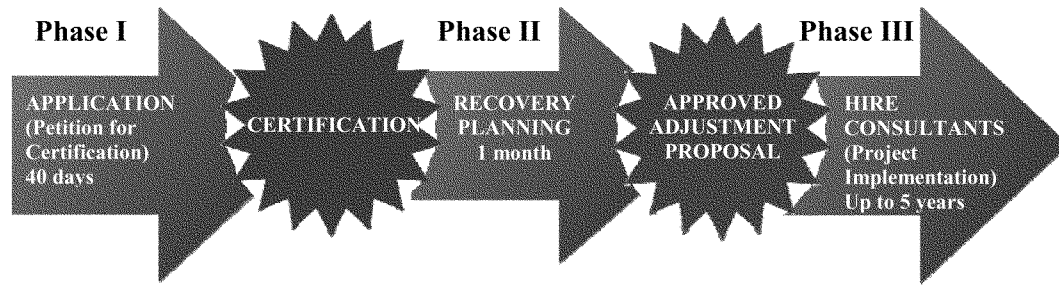
Proposals to ensure they conform to statutory and regulatory requirements.

- After an Adjustment Proposal has been approved, company management and TAAC staff jointly identify consultants with the specific expertise required to assist the firm.
- Under the TAAF Program, EDA shares the cost of Adjustment Proposal task implementation. For an Adjustment Proposal in which proposed tasks total \$30,000 or less, EDA will provide 75 percent of the cost and the firm is responsible for the balance. For an Adjustment Proposal in which proposed tasks total over \$30,000, EDA and the

firm share the implementation costs evenly; EDA pays 50 percent of the total cost and the firm pays 50 percent. Due to limited program funding, EDA limits its share of technical assistance to a certified firm to \$75,000. After a competitive procurement process, the TAAC and the firm generally contract with private consultants to implement the Adjustment Proposal.

There are three main phases to receiving technical assistance under the program. The phases are (1) petitioning for certification, (2) recovery planning, and (3) project implementation.

Exhibit 3: Program Phases



Application
Client Cost 0%

Federal Cost 100%

Recovery Planning
Client Cost 25%

Federal Cost 75%

Hire Consultants
Client Cost 50% (if total costs > \$30K)
25% (if total costs = \$30K)

Federal Cost 50% (if total costs > \$30K)
75% (if total costs = \$30K)

Phase I—Petitioning for Certification

The first step to receiving assistance is the submission of a petition to EDA to be certified as a trade impacted firm. This petition is Form ED-840P “Petition by a Firm for Certification of Eligibility to Apply for Trade Adjustment Assistance” and any supporting documentation. Certification specialists within the TAACs generally work with the firm at no cost to complete and submit a petition to EDA.

Upon receipt of the petition, EDA performs a thorough analysis of the petition and supporting documents to determine if the petition is complete and may be accepted. EDA is required to make a final determination on the petition within 40 days of accepting a petition.¹

Phase II—Recovery Planning

Certified firms then work with TAAC staff to develop a customized Adjustment Proposal and submit to EDA for approval. Once an Adjustment Proposal has been submitted, EDA is required to make a final determination within 60 days.

Phase III—Adjustment Proposal Implementation

The firm works with consultants to implement projects in an approved Adjustment Proposal. As projects are implemented and if the firm is satisfied with the work, the firm will first pay their match to the consultant, and then send a notice to the TAAC stating that

they are satisfied with the work and that they have paid their matching share. The TAAC will then pay the Federal matching share. Firms have up to five years from the date of an Adjustment Proposal’s approval to implement it, unless they receive approval for an extension. Generally, firms complete the implementation of their Adjustment Proposals over a two-year period.

Results/Findings

Data for This Report

The data used in this report was collected from the TAACs as part of their reporting requirements, petitions for certification, and the Adjustment Proposals submitted by the TAACs on behalf of firms. Data from these sources were recorded into a central database by Eligibility Reviewers at EDA. Results for average processing times and the number of approved and denied petitions and Adjustment Proposal were derived by EDA.

(1) The Number of Firms That Inquired About the Program

In FY 2010, TAACs received 3,446 inquiries about the TAAF Program.

Exhibit 4: Inquiries about the TAAF Program by TAAC

| TAAC | Number of firms that inquired about the TAAF Program |
|-------------------|--|
| Great Lakes | 106 |
| Mid-America | 137 |
| MidAtlantic | 376 |
| Midwest | 82 |

| TAAC | Number of firms that inquired about the TAAF Program |
|----------------------|--|
| New England | 163 |
| New York State | 134 |
| Northwest | 806 |
| Rocky Mountain | 351 |
| Southeastern | 42 |
| Southwest | 280 |
| Western | 969 |
| Total | 3,446 |

(2) The Number of Petitions Filed Under Section 251

(3) The Number of Petitions Certified and Denied

(4) The Average Time for Processing Petitions

In FY 2010, 305 petitions were filed under Section 251 of the Trade Act, up an additional 27 petitions, a 10 percent increase compared to the number of petitions filed in FY 2009. EDA certified 330 petitions, up an additional 114 petitions, a 53 percent increase compared to the number of certifications in FY 2009. Petitions are certified on a rolling basis throughout the year. Petitions certified in FY 2010 may be the result of those filed or accepted in FY 2009; and petitions filed or accepted in FY 2010 may not result in certification in FY 2010.

The addition of TAAF staff resources facilitated EDA’s ability to improve processing time for petitions in FY 2010. Although there was a spike in petitions, EDA successfully met the 40-day processing deadline to make a final determination for petitions accepted for

¹ As of May 17, 2009, the deadline for making a final determination is 40 days. Before May 17, 2009, EDA had 60 days to make a determination.

filing as required in the TGAAA. In fact, has started to decline below the 40-day the average processing time for petitions requirement.

Exhibit 5: Petition Activity: FY 2008–FY 2010

| FY | Number of petitions filed | Number of petitions accepted for filing | Number of petitions certified | Number of petitions denied | Average days between acceptance and certification | Average days between filing and certification |
|-------------------------------|---------------------------|---|-------------------------------|----------------------------|---|---|
| 2008 | 189 | 190 | 188 | 0 | 45 | N/A |
| 2009 | 278 | 244 | 216 | 1 | 44 | 89 |
| 2010 | 305 | 325 | 330 | 0 | 40 | 74 |
| % Change (2009 to 2010) | 10% | 33% | 53% | N/A | (9)% | (17)% |

Exhibit 6: Petitions Filed by TAAC: FY 2008–FY 2010

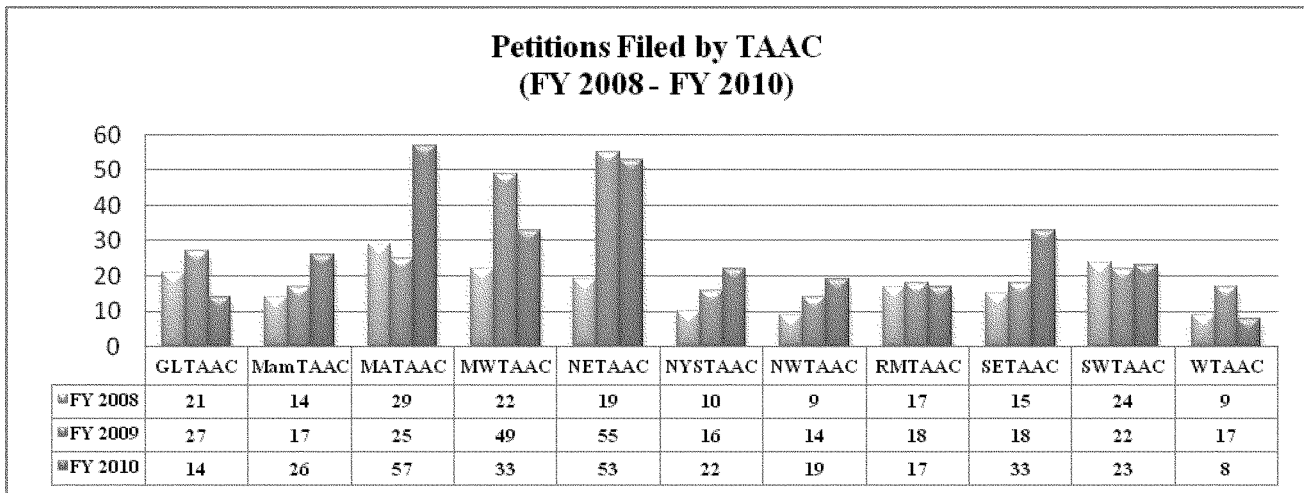


Exhibit 7: Petitions Accepted by TAAC: FY 2008–FY 2010

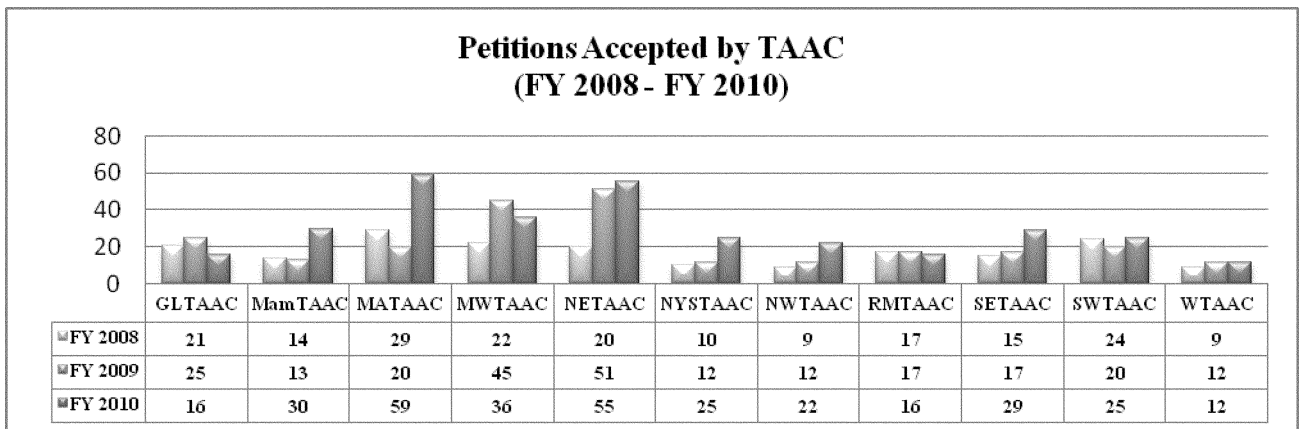


Exhibit 8: Petitions Certified by TAAC: FY 2008–FY 2010

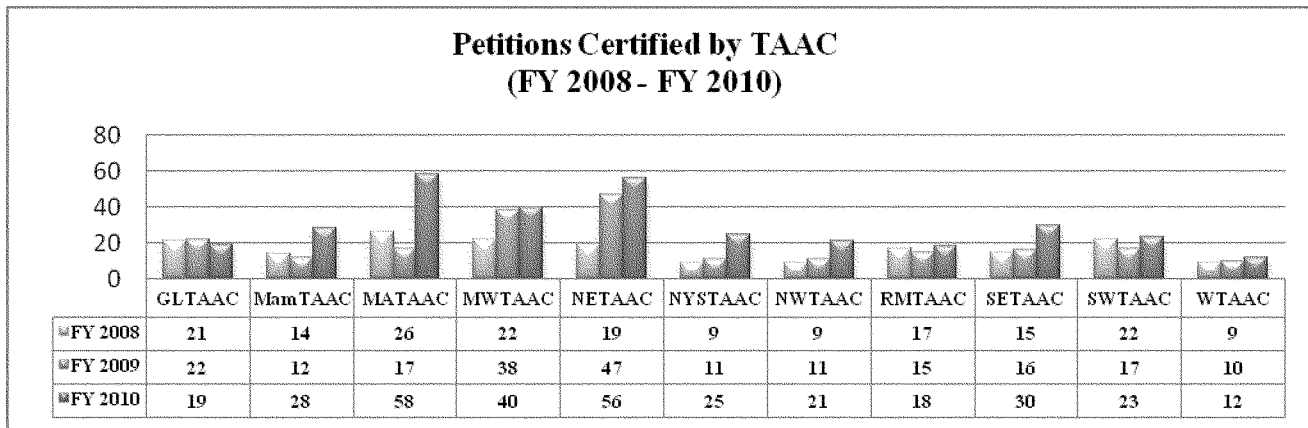
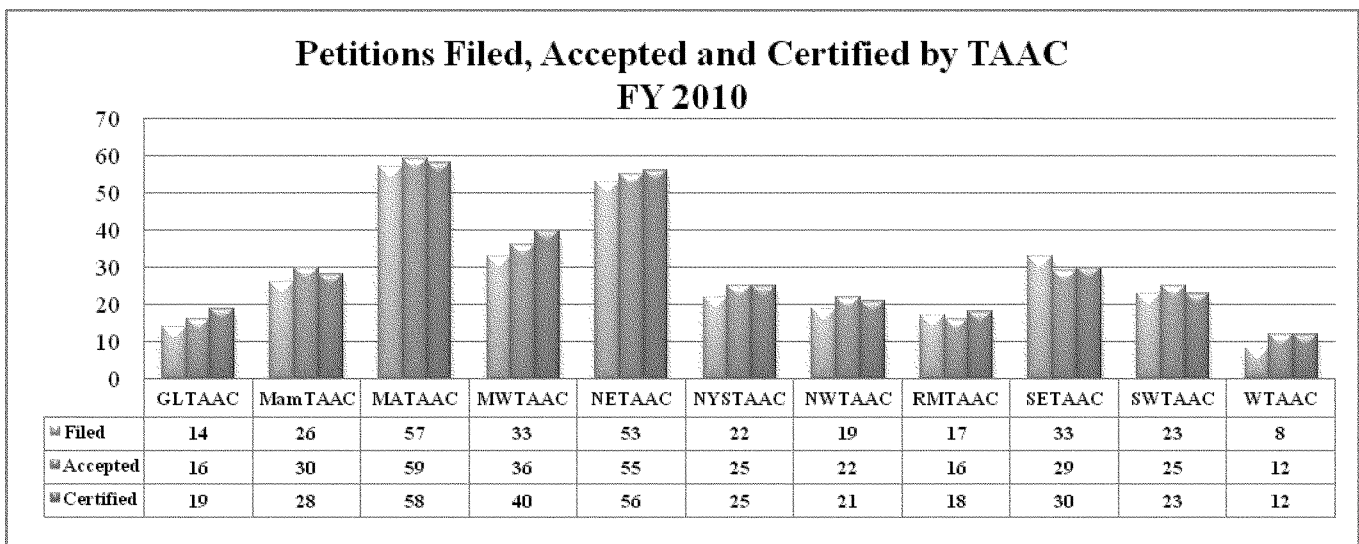


Exhibit 9: Petitions Filed, Accepted and Certified by TAAC: FY 2010²

| TAAC | Number of petitions filed ² | Number of petitions accepted for filing ² | Number of petitions certified |
|----------------------|--|--|-------------------------------|
| Great Lakes | 14 | 16 | 19 |
| Mid-America | 26 | 30 | 28 |
| MidAtlantic | 57 | 59 | 58 |
| Midwest | 33 | 36 | 40 |
| New England | 53 | 56 | 56 |
| New York State | 22 | 26 | 25 |
| Northwest | 19 | 22 | 21 |
| Rocky Mountain | 17 | 16 | 18 |
| Southeastern | 33 | 30 | 30 |
| Southwest | 23 | 25 | 23 |
| Western | 8 | 12 | 12 |
| Total | 305 | 328 | 330 |

Exhibit 10: Petitions Filed, Accepted, and Certified by TAAC: FY 2010



² Petitions are certified on a rolling basis throughout the year, therefore activity in these

categories may not result in certification within the

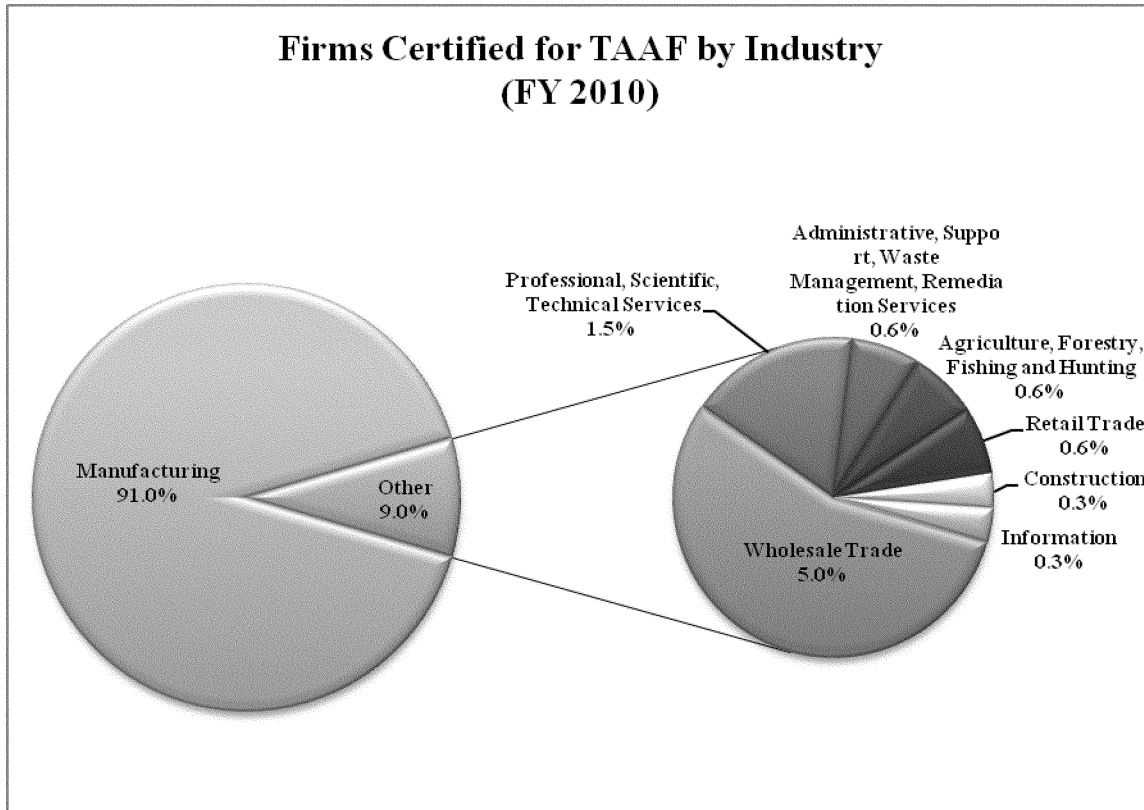
same FY. These totals represent the activity under each category within FY 2010.

Exhibit 11: Firms Certified for TAAF by Industry: FY 2010

The majority of petitions certified for TAAF were submitted by firms in the

manufacturing industry. Firms in wholesale trade and technical services rounded out the top three industries. Approximately 7 percent of firms

certified in FY 2010 were service sector firms. Demand from service firms in FY 2011 is likely to increase at the same rate as FY 2010.



(5) The Number of Petitions Filed and Firms Certified for Each Congressional District of the United States

Exhibit 12: Petitions Filed by Congressional District: FY 2010

| Congressional district(s) | No. of petitions filed | Congressional district(s) | No. of petitions filed |
|---------------------------|------------------------|---------------------------|------------------------|
| AK | | CT | |
| At Large | 1 | 1 | 2 |
| AL | | 2 | 2 |
| 4 | 1 | 5 | 1 |
| AR | | 6 | 1 |
| 1 | 1 | FL | |
| 2 | 4 | 10 | 1 |
| 3 | 2 | 21 | 1 |
| AZ | | 22 | 1 |
| 5 | 1 | 24 | 1 |
| 6 | 1 | GA | |
| CA | | 2 | 2 |
| 13 | 1 | 5 | 1 |
| 30 | 1 | 6 | 1 |
| 32 | 1 | 7 | 1 |
| 34 | 1 | 9 | 1 |
| 43 | 1 | HI | |
| CO | | 1 | 1 |
| 1 | 2 | ID | |
| 2 | 2 | 1 | 3 |
| 3 | 3 | IL | |
| 4 | 1 | 3 | 2 |
| 5 | 1 | 4 | 1 |
| | | 5 | 3 |
| | | 6 | 3 |
| | | 8 | 1 |
| | | 10 | 1 |
| | | 13 | 1 |
| | | 14 | 4 |
| | | 16 | 1 |
| | | IN | |
| | | 17 | 1 |
| | | IN | |
| | | 2 | 1 |
| | | 7 | 1 |
| | | 8 | 1 |
| | | 13 | 1 |
| | | KS | |
| | | 1 | 2 |
| | | 2 | 2 |
| | | 3 | 1 |
| | | 4 | 2 |
| | | KY | |
| | | 1 | 1 |
| | | 2 | 2 |
| | | 3 | 1 |
| | | LA | |
| | | 2 | 2 |
| | | 3 | 3 |
| | | 6 | 1 |
| | | 7 | 1 |
| | | MA | |
| | | 1 | 4 |
| | | 3 | 3 |
| | | 4 | 3 |
| | | 5 | 3 |
| | | 6 | 3 |
| | | 7 | 3 |
| | | 9 | 4 |
| | | 10 | 2 |
| | | MD | |

| Congressional district(s) | No. of petitions filed | Congressional district(s) | No. of petitions filed | Congressional district(s) | No. of petitions certified |
|---------------------------|------------------------|---|----------------------------|---------------------------|----------------------------|
| 2 | 1 | 10 | 2 | | |
| 4 | 1 | 11 | 8 | 34 | 1 |
| ME | | 12 | 1 | 43 | 1 |
| 1 | 3 | 13 | 2 | 48 | 1 |
| 2 | 3 | 15 | 8 | CO | |
| MI | | 16 | 3 | 1 | 1 |
| 1 | 1 | 17 | 6 | 2 | 2 |
| 7 | 1 | 18 | 1 | 3 | 3 |
| 9 | 2 | 19 | 6 | 4 | 1 |
| 11 | 3 | RI | | 5 | 1 |
| 12 | 1 | 1 | 8 | 6 | 1 |
| MN | | 2 | 3 | CT | |
| 3 | 2 | SC | | 1 | 2 |
| 4 | 1 | 2 | 2 | 2 | 2 |
| 5 | 1 | 3 | 1 | 5 | 1 |
| 6 | 1 | 5 | 3 | 6 | 1 |
| 7 | 1 | 6 | 2 | FL | |
| MO | | SD | | 10 | 1 |
| 1 | 1 | At Large | 1 | 22 | 1 |
| 2 | 1 | TN | | 24 | 1 |
| 4 | 1 | 4 | 1 | GA | 6 |
| 5 | 2 | 6 | 1 | 2 | 2 |
| 6 | 1 | TX | | 3 | 1 |
| 7 | 4 | 3 | 1 | 5 | 1 |
| 8 | 2 | 12 | 4 | 6 | 1 |
| MS | | 13 | 1 | 9 | 1 |
| 1 | 1 | 15 | 1 | HI | |
| MT | | UT | | 1 | 2 |
| At Large | 3 | 1 | 1 | IA | |
| NC | | 2 | 1 | 3 | 1 |
| 7 | 2 | 3 | 1 | ID | |
| 8 | 1 | VA | | 1 | 3 |
| 9 | 1 | 4 | 1 | IL | |
| 10 | 1 | 6 | 1 | 3 | 2 |
| 11 | 1 | VT | | 4 | 2 |
| 12 | 1 | 1 | 1 | 5 | 3 |
| ND | | WA | | 6 | 4 |
| 1 | 3 | 4 | 1 | 7 | 1 |
| NH | | 5 | 2 | 8 | 2 |
| 1 | 4 | 6 | 2 | 10 | 1 |
| NJ | | 7 | 2 | 13 | 1 |
| 8 | 1 | 9 | 2 | 14 | 5 |
| 12 | 1 | WI | | 16 | 1 |
| NY | | 1 | 1 | 17 | 1 |
| 1 | 1 | 4 | 1 | IN | |
| 3 | 1 | 5 | 4 | 2 | 1 |
| 8 | 2 | 6 | 2 | 7 | 1 |
| 20 | 2 | 7 | 1 | 8 | 1 |
| 22 | 1 | | | 13 | 1 |
| 25 | 6 | Exhibit 13: Petitions Certified by Congressional District: FY 2010 | | KS | |
| 26 | 4 | Congressional district(s) | No. of petitions certified | 1 | 2 |
| 27 | 1 | | | 2 | 1 |
| 28 | 2 | | | 3 | 1 |
| 29 | 2 | | | 4 | 2 |
| OH | | AK | | KY | |
| 4 | 1 | At Large | 2 | 1 | 1 |
| 14 | 1 | AL | | 3 | 1 |
| 16 | 1 | 4 | 1 | LA | |
| OK | | AR | | 2 | 2 |
| 1 | 5 | 1 | 1 | 3 | 2 |
| 2 | 1 | 2 | 4 | 6 | 1 |
| 3 | 3 | 3 | 2 | 7 | 1 |
| OR | | AZ | | MA | |
| 3 | 1 | 4 | 1 | 1 | 4 |
| 4 | 2 | 7 | 1 | 3 | 4 |
| PA | | 20 | 1 | 4 | 3 |
| 3 | 3 | 26 | 1 | 5 | 3 |
| 4 | 1 | 30 | 1 | 6 | 3 |
| 5 | 2 | 31 | 1 | 7 | 3 |
| 6 | 1 | 32 | 1 | 9 | 5 |
| 7 | 3 | | | 10 | 2 |
| 8 | 2 | | | MD | |
| 9 | 2 | | | 2 | 1 |

| Congressional district(s) | No. of petitions certified | Congressional district(s) | No. of petitions certified |
|---------------------------|----------------------------|---------------------------|----------------------------|
| ME 4 | 1 | 7 | 4 |
| ME 1 | 3 | 8 | 2 |
| ME 2 | 3 | 9 | 2 |
| MI 1 | 1 | 10 | 3 |
| MI 7 | 1 | 11 | 7 |
| MI 9 | 2 | 12 | 1 |
| MI 10 | 1 | 13 | 1 |
| MI 11 | 4 | 15 | 8 |
| MI 12 | 1 | 16 | 2 |
| MN 2 | 2 | 17 | 7 |
| MN 3 | 1 | 18 | 1 |
| MN 4 | 1 | 19 | 8 |
| MN 5 | 1 | RI 1 | 8 |
| MN 6 | 1 | RI 2 | 3 |
| MO 1 | 2 | SC 2 | 1 |
| MO 2 | 1 | SC 3 | 1 |
| MO 3 | 1 | SC 5 | 2 |
| MO 4 | 2 | SD 6 | 1 |
| MO 5 | 2 | SD At Large | 1 |
| MO 6 | 1 | TN 4 | 1 |
| MO 7 | 5 | TN 6 | 1 |
| MO 8 | 1 | TX 3 | 1 |
| MS 1 | 1 | TX 12 | 4 |
| MT At Large | 5 | TX 15 | 1 |
| NC 1 | 1 | TX 16 | 1 |
| NC 5 | 1 | TX 21 | 1 |
| NC 7 | 2 | UT 1 | 1 |
| NC 9 | 1 | UT 2 | 1 |
| NC 10 | 2 | UT 3 | 2 |
| NC 11 | 1 | UT 28 | 1 |
| NC 12 | 1 | VA 4 | 1 |
| ND 1 | 1 | VA 6 | 2 |
| ND At Large | 1 | WA 4 | 1 |
| NH 1 | 5 | WA 5 | 2 |
| NH 2 | 1 | WA 6 | 1 |
| NY 1 | 1 | WA 7 | 3 |
| NY 3 | 1 | WA 9 | 1 |
| NY 8 | 1 | WI 3 | 1 |
| NY 20 | 3 | WI 4 | 1 |
| NY 25 | 6 | WI 5 | 5 |
| NY 26 | 5 | WI 6 | 3 |
| NY 27 | 1 | | |
| NY 28 | 4 | | |
| NY 29 | 3 | | |
| OH 3 | 1 | | |
| OH 4 | 1 | | |
| OH 8 | 1 | | |
| OH 10 | 1 | | |
| OH 14 | 1 | | |
| OH 16 | 1 | | |
| OK 1 | 5 | | |
| OK 2 | 2 | | |
| OK 3 | 2 | | |
| OR 3 | 1 | | |
| OR 4 | 2 | | |
| PA 3 | 3 | | |
| PA 4 | 1 | | |
| PA 6 | 3 | | |

(6) The Number of Firms that Received Assistance in Preparing Their Petitions
 In FY 2010, on average, 232 firms received assistance in preparing petitions per quarter. The total number of firms that received technical assistance varies each quarter as assistance is provided throughout the year. A firm receiving assistance in one quarter may continue to receive assistance in the following quarter.

Exhibit 14: Petition Assistance Activity per Quarter: FY 2010

| TAAC | Average No. of firms receiving assistance with preparing petitions (per quarter) |
|----------------|--|
| Great Lakes | 8 |
| Mid-America | 61 |
| MidAtlantic | 10 |
| Midwest | 49 |
| New England | 9 |
| New York State | 15 |
| Northwest | 15 |
| Rocky Mountain | 21 |
| Southeastern | 20 |
| Southwest | 5 |
| Western | 19 |
| Total | 232 |

(7) The Number of Firms That Received Assistance Developing Business Recovery Plans (Adjustment Proposals)

In FY 2010, on average, 146 firms received assistance in developing Adjustment Proposals; and 690 firms received assistance in the implementation of Adjustment Proposal plans per quarter. The total number of firms that received technical assistance varies each quarter as assistance is provided throughout the year. A firm receiving assistance in one quarter may continue to receive assistance in the following quarter.

Exhibit 15: Adjustment Proposal Development Activity per Quarter: FY 2010

| TAAC | Average No. of firms receiving assistance with adjustment proposal development (per quarter) | Average No. of firms receiving assistance with adjustment proposal implementation (per quarter) |
|----------------|--|---|
| Great Lakes | 4 | 58 |
| Mid-America | 14 | 63 |
| MidAtlantic | 13 | 85 |
| Midwest | 13 | 64 |
| New England | 16 | 103 |
| New York State | 13 | 30 |
| Northwest | 5 | 61 |
| Rocky Mountain | 18 | 79 |
| Southeastern | 21 | 54 |
| Southwest | 16 | 54 |
| Western | 13 | 39 |
| Total | 146 | 690 |

(8) The Number of Adjustment Proposals Approved and Denied by the Secretary of Commerce

In FY 2010, EDA approved all 265 Adjustment Proposals that were submitted; an additional 93 business

recovery plans, a 54 percent increase as compared to FY 2009.

Exhibit 16: Summary of Adjustment Proposals Approved: FY 2008–FY 2010

| FY | Number of adjustment proposals approved | Total government share (millions) | Total firm share (millions) | Total projected adjustment proposal costs (millions) | Average government assistance per firm |
|-------------------------------|---|-----------------------------------|-----------------------------|--|--|
| 2008 | 139 | \$7.9 | \$7.5 | \$15.4 | \$56,835 |
| 2009 | 172 | \$10.3 | \$9.8 | \$20.2 | \$59,884 |
| 2010 | 265 | \$16.4 | \$15.6 | \$32.1 | \$61,958 |
| % Change (2009 to 2010) | 54% | 59% | 59% | 59% | 3% |

Exhibit 17: Adjustment Proposals Approved by TAAC: FY 2008–FY 2010

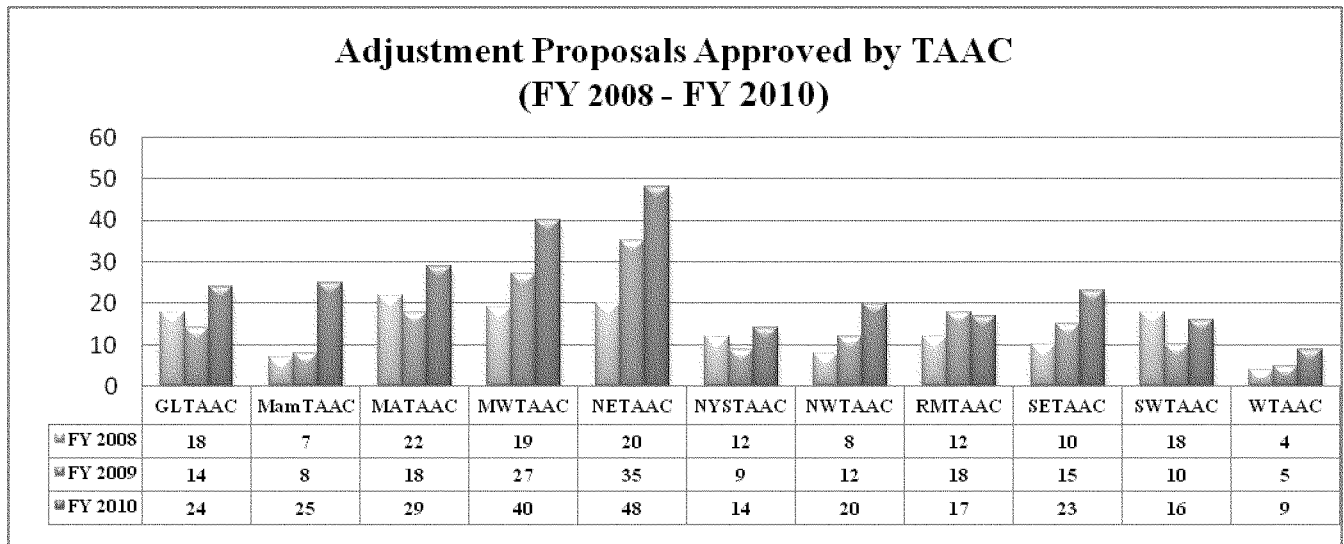


Exhibit 18: Adjustment Proposals Approved by TAAC: FY 2010

| TAAC | Number of adjustment proposals approved |
|----------------------|---|
| Great Lakes | 24 |
| Mid-America | 25 |
| MidAtlantic | 29 |
| Midwest | 40 |
| New England | 48 |
| New York State | 14 |
| Northwest | 20 |
| Rocky Mountain | 17 |
| Southeastern | 23 |

| TAAC | Number of adjustment proposals approved |
|-----------------|---|
| Southwest | 16 |
| Western | 9 |
| Total | 265 |

(9) Sales, Employment, and Productivity at Each Firm Participating in the Program at the Time of Certification

The average sales, employment and productivity of firms certified into the program in FY 2010 was higher than

that of firms certified in FY 2009. For the purposes of this report, productivity is defined as net sales per employee. Since the certified firms are in various industries, which have a variety of ways to measure productivity, sales per employee was chosen as the productivity measure. This measure is used because it can be generally applied to all certified firms.

Exhibit 19: Comparison of Average Sales, Employment, and Productivity at Firms at the Time of Certification: FY 2008–FY 2010

| FY | Average sales | Average employment | Average productivity |
|-------------------------------|---------------|--------------------|----------------------|
| 2008 | \$13,081,993 | 82 | \$159,537 |
| 2009 | \$10,338,422 | 79 | \$130,866 |
| 2010 | \$19,137,139 | 138 | \$138,675 |
| % Change (2009 to 2010) | 85% | 74% | 15% |

**Exhibit 20: Summary Comparison of
Average Sales, Employment, and
Productivity for Firms at the Time of
Certification by TAAC: FY 2010**

| TAAC | Average sales | Average employment | Average productivity |
|----------------------|---------------|--------------------|----------------------|
| Great Lakes | \$35,127,822 | 177 | \$198,462 |
| Mid-America | 10,265,214 | 88 | 116,650 |
| MidAtlantic | 15,122,655 | 89 | 169,917 |
| Midwest | 22,062,757 | 114 | 193,533 |
| New England | 7,632,080 | 51 | 148,649 |
| New York State | 14,585,421 | 91 | 160,279 |
| Northwest | 8,720,395 | 72 | 121,117 |
| Rocky Mountain | 43,725,204 | 203 | 215,395 |
| Southeastern | 11,052,021 | 68 | 162,530 |
| Southwest | 7,529,645 | 366 | 20,573 |
| Western | 34,685,316 | 196 | 176,966 |
| Total | 19,137,139 | 138 | 138,675 |

**Exhibit 21: Summary of Sales,
Employment, and Productivity at Each
Firm Participating in the Program at
the Time of Certification: FY 2010**

| Firm No. | Sales (\$) | Employment | Productivity (\$) |
|-------------------|-------------|------------|-------------------|
| —2118051509 | \$5,333,040 | 23 | \$231,871 |
| —2111249509 | 1,208,258 | 7 | 172,608 |
| —2104802926 | 2,455,461 | 39 | 62,961 |
| —2103906847 | 1,328,000 | 10 | 132,800 |
| —2083450313 | 42,874,044 | 185 | 231,752 |
| —2073175636 | 16,101,898 | 137 | 117,532 |
| —2068287522 | 11,938,999 | 31 | 385,129 |
| —2059136725 | 60,764,758 | 181 | 335,717 |
| —2023874564 | 2,518,000 | 21 | 119,905 |
| —2010236141 | 3,019,178 | 25 | 120,767 |
| —2007895508 | 613,906 | 6 | 102,318 |
| —1997824464 | 4,171,401 | 41 | 102,795 |
| —1990457870 | 7,559,350 | 98 | 77,136 |
| —1973580510 | 45,487,139 | 457 | 99,534 |
| —1958214488 | 7,467,369 | 49 | 153,429 |
| —1956376675 | 1,780,606 | 24 | 74,973 |
| —1941157067 | 612,124 | 5 | 122,425 |
| —1899532397 | 2,037,257 | 4 | 479,355 |
| —1898904502 | 315,272 | 5 | 63,054 |
| —1884551502 | 9,040,000 | 58 | 155,862 |
| —1880843073 | 5,265,708 | 41 | 128,432 |
| —1838877792 | 3,483,609 | 31 | 112,374 |
| —1828369285 | 17,140,309 | 162 | 105,804 |
| —1759758341 | 6,010,971 | 50 | 120,219 |
| —1742177269 | 9,976,653 | 62 | 160,914 |
| —1740960093 | 13,154,390 | 45 | 292,320 |
| —1740086291 | 26,940,727 | 147 | 183,270 |
| —1739842518 | 2,310,068 | 27 | 85,558 |
| —1704715418 | 12,875,152 | 171 | 75,293 |
| —1661485163 | 3,393,780 | 31 | 109,477 |
| —1635069591 | 7,537,000 | 51 | 147,784 |
| —1542448328 | 9,922,578 | 120 | 82,688 |
| —1520701304 | 4,697,310 | 77 | 61,004 |
| —1484222959 | 1,444,014 | 11 | 131,274 |
| —1471661205 | 6,322,000 | 40 | 158,050 |
| —1461073515 | 92,484,000 | 302 | 306,238 |
| —1454186553 | 282,778 | 4 | 70,695 |
| —1432738384 | 3,528,890 | 33 | 106,936 |
| —1427334167 | 37,484,000 | 359 | 104,412 |
| —1417226723 | 983,006 | 11 | 89,364 |
| —1281724603 | 4,028,000 | 38 | 106,000 |
| —1243439974 | 22,596,956 | 99 | 228,252 |
| —1241427110 | 10,487,391 | 104 | 100,840 |
| —1187326382 | 707,341 | 4 | 176,835 |
| —1169045359 | 5,046,000 | 43 | 117,349 |

| Firm No. | Sales (\$) | Employment | Productivity (\$) |
|-------------|-------------|------------|-------------------|
| —1129223838 | 10,578,429 | 104 | 101,716 |
| —1128703111 | 1,354,620 | 14 | 96,759 |
| —1126326868 | 2,212,064 | 19 | 116,424 |
| —1116912576 | 5,470,620 | 25 | 218,825 |
| —1097459358 | 92,988,380 | 461 | 201,601 |
| —1086130450 | 26,260,884 | 105 | 250,509 |
| —1038621441 | 14,126,803 | 103 | 137,153 |
| —1004329971 | 17,601,176 | 165 | 106,674 |
| —1000240433 | 15,690,666 | 102 | 153,830 |
| —999105849 | 2,547,000 | 21 | 121,286 |
| —995226650 | 4,930,000 | 24 | 205,417 |
| —947962116 | 4,549,568 | 34 | 133,811 |
| —934975561 | 4,495,541 | 39 | 115,270 |
| —885365563 | 3,121,641 | 34 | 91,813 |
| —857031178 | 11,353,000 | 99 | 114,677 |
| —852461053 | 932,387 | 143 | 6,520 |
| —843055880 | 1,606,394 | 36 | 44,622 |
| —840166025 | 10,585,957 | 109 | 97,119 |
| —806944983 | 9,609,077 | 85 | 113,048 |
| —794575305 | 1,406,804 | 3 | 468,935 |
| —788484912 | 15,056,348 | 108 | 139,411 |
| —779297214 | 108,005,394 | 736 | 146,746 |
| —759779489 | 43,715,000 | 160 | 273,219 |
| —726121634 | 1,660,145 | 14 | 118,582 |
| —702330654 | 12,073,751 | 125 | 96,590 |
| —692565138 | 6,173,766 | 23 | 268,425 |
| —681139744 | 13,963,911 | 85 | 164,281 |
| —674357347 | 5,304,000 | 52 | 102,000 |
| —672809309 | 10,311,629 | 28 | 368,272 |
| —654901806 | 10,811,000 | 53 | 203,981 |
| —622207779 | 3,122,027 | 41 | 76,147 |
| —591889087 | 2,346,285 | 237 | 9,900 |
| —585725005 | 16,463,961 | 85 | 193,694 |
| —560318612 | 4,131,687 | 22 | 190,664 |
| —554924474 | 171,103 | 3 | 57,034 |
| —550588573 | 943,348 | 10 | 97,554 |
| —543809333 | 9,295,728 | 25 | 371,829 |
| —504989951 | 25,003,966 | 78 | 320,235 |
| —436909589 | 11,245,912 | 337 | 33,371 |
| —429565845 | 194,828 | 8 | 24,354 |
| —426260672 | 677,432 | 12 | 56,453 |
| —413262258 | 16,722,097 | 104 | 160,789 |
| —370373838 | 2,195,090 | 14 | 156,792 |
| —356857349 | 8,882,300 | 105 | 84,593 |
| —347882712 | 10,155,480 | 508 | 19,991 |
| —334795766 | 2,737,505 | 31 | 88,307 |
| —334691552 | 2,927,563 | 25 | 117,103 |
| —325246775 | 16,232,121 | 108 | 150,297 |
| —322389137 | 3,344,284 | 32 | 104,509 |
| —311586268 | 939,857 | 5 | 187,971 |
| —297716183 | 34,926,049 | 192 | 181,509 |
| —263774128 | 4,637,869 | 42 | 110,425 |
| —229337262 | 1,529,815 | 18 | 84,990 |
| —222714747 | 10,140,682 | 157 | 64,590 |
| —172876934 | 3,873,669 | 41 | 94,480 |
| —167523770 | 1,377,000 | 15 | 91,800 |
| —138492743 | 10,056,766 | 35 | 287,336 |
| —126595790 | 5,781,000 | 116 | 49,836 |
| —111557939 | 14,913,000 | 108 | 138,083 |
| —106605238 | 94,110,272 | 316 | 297,817 |
| —80321537 | 2,496,868 | 28 | 88,135 |
| —75360888 | 3,998,950 | 21 | 190,426 |
| —72799676 | 14,999,842 | 67 | 223,878 |
| —52573030 | 3,731,345 | 38 | 99,503 |
| —41850669 | 20,268,686 | 98 | 206,823 |
| —2420921 | 1,191,242 | 13 | 91,634 |
| —438018 | 32,608,321 | 116 | 281,106 |
| 16573262 | 2,803,311 | 21 | 133,491 |
| 22130970 | 8,378,094 | 55 | 152,329 |
| 48907681 | 1,447,117 | 11 | 136,779 |
| 83564872 | 1,099,835 | 13 | 84,603 |
| 85474563 | 3,475,788 | 50 | 69,516 |
| 92019186 | 4,882,733 | 27 | 180,842 |
| 98077462 | 6,103,725 | 66 | 92,481 |

| Firm No. | Sales (\$) | Employment | Productivity (\$) |
|------------|-------------|------------|-------------------|
| 132107069 | 4,875,150 | 55 | 88,639 |
| 215326868 | 8,232,877 | 105 | 78,408 |
| 235292569 | 201,980,000 | 934 | 216,253 |
| 278618212 | 313,150 | 5 | 62,630 |
| 294844867 | 613,236 | 10 | 61,324 |
| 299352457 | 1,090,852 | 14 | 77,918 |
| 300171006 | 2,425,844 | 22 | 112,830 |
| 370006245 | 45,317,479 | 260 | 174,634 |
| 375977128 | 3,275,986 | 30 | 109,200 |
| 416345364 | 6,160,767 | 431 | 14,294 |
| 431287226 | 6,578,244 | 344 | 19,123 |
| 434352811 | 853,056 | 19 | 43,972 |
| 447765204 | 4,050,320 | 32 | 126,573 |
| 456495450 | 22,274,281 | 77 | 289,276 |
| 457871548 | 166,600,000 | 660 | 252,424 |
| 460220479 | 5,323,864 | 37 | 143,888 |
| 461983321 | 9,815,491 | 70 | 140,221 |
| 488397464 | 3,814,820 | 2122 | 1,798 |
| 507638153 | 1,168,480 | 14 | 83,463 |
| 605479507 | 3,393,771 | 35 | 96,965 |
| 695555564 | 3,774,516 | 18 | 209,695 |
| 709865456 | 2,505,135 | 34 | 73,680 |
| 725507790 | 134,197,000 | 914 | 146,824 |
| 737303963 | 7,042,585 | 40 | 176,065 |
| 742517299 | 3,196,691 | 52 | 61,475 |
| 765990946 | 11,298,809 | 110 | 102,716 |
| 769259150 | 7,770,655 | 16 | 485,666 |
| 774637751 | 14,856,715 | 62 | 239,624 |
| 807998327 | 19,015,349 | 846 | 22,477 |
| 816528506 | 9,998,096 | 41 | 242,085 |
| 821736854 | 4,502,400 | 57 | 78,989 |
| 831153636 | 884,344 | 130 | 6,803 |
| 870096733 | 10,389,478 | 82 | 126,701 |
| 916493089 | 5,939,422 | 57 | 104,200 |
| 920775500 | 13,044,545 | 691 | 18,878 |
| 921991757 | 23,726,780 | 113 | 209,972 |
| 923653641 | 2,722,000 | 18 | 151,222 |
| 931084257 | 19,809,756 | 57 | 347,540 |
| 931353658 | 13,942,054 | 69 | 202,059 |
| 936755382 | 1,990,490 | 24 | 82,937 |
| 938704928 | 9,793,612 | 126 | 77,727 |
| 952223001 | 3,371,521 | 31 | 108,759 |
| 974323566 | 7,510,846 | 78 | 96,293 |
| 998418962 | 4,612,000 | 35 | 131,771 |
| 1008993417 | 1,065,256 | 21 | 50,726 |
| 1036673242 | 86,665,926 | 458 | 189,227 |
| 1047544912 | 12,706,348 | 167 | 76,086 |
| 1079241463 | 639,588 | 4 | 159,897 |
| 1080100154 | 13,493,317 | 86 | 156,899 |
| 1157306813 | 23,214,000 | 204 | 113,794 |
| 1170995123 | 1,954,476 | 13 | 150,344 |
| 1176704596 | 1,551,985 | 23 | 68,369 |
| 1190314840 | 16,885,829 | 808 | 20,898 |
| 1190725189 | 6,360,142 | 68 | 93,532 |
| 1199996737 | 12,773,634 | 66 | 193,540 |
| 1208792226 | 2,043,850 | 21 | 97,326 |
| 1237998436 | 14,291,766 | 134 | 106,655 |
| 1246033896 | 15,392,000 | 58 | 265,379 |
| 1246285115 | 11,261,303 | 61 | 184,612 |
| 1246302114 | 40,310,044 | 3115 | 12,941 |
| 1246892583 | 5,306,225 | 43 | 123,401 |
| 1247153819 | 7,454,736 | 63 | 118,329 |
| 1247167949 | 57,390,191 | 259 | 221,584 |
| 1247662700 | 105,504,196 | 395 | 267,099 |
| 1247670190 | 112,370,000 | 998 | 112,595 |
| 1247750161 | 158,893 | 4 | 39,723 |
| 1247758341 | 5,834,248 | 68 | 85,798 |
| 1247766035 | 5,108,385 | 34 | 150,247 |
| 1249481184 | 1,492,256 | 12 | 124,355 |
| 1250022715 | 7,189,955 | 76 | 94,605 |
| 1250103435 | 28,962,384 | 187 | 154,879 |
| 1250105714 | 4,800,000 | 53 | 90,566 |
| 1250174776 | 20,457,000 | 124 | 164,976 |
| 1250186876 | 88,739,000 | 333 | 266,483 |

| Firm No. | Sales (\$) | Employment | Productivity (\$) |
|------------|-------------|------------|-------------------|
| 1250192980 | 433,632 | 4 | 108,408 |
| 1250257754 | 3,281,352 | 41 | 80,033 |
| 1251302450 | 4,018,650 | 40 | 100,466 |
| 1252079576 | 110,491,969 | 497 | 222,318 |
| 1252436282 | 217,035 | 2 | 108,518 |
| 1253720272 | 14,816,335 | 77 | 192,420 |
| 1254322240 | 100,962,620 | 320 | 315,508 |
| 1255105505 | 465,216 | 5 | 93,043 |
| 1256321189 | 1,731,646 | 20 | 86,582 |
| 1256768152 | 2,917,626 | 34 | 85,813 |
| 1256819844 | 52,569,607 | 195 | 269,588 |
| 1256829696 | 5,821,437 | 62 | 93,894 |
| 1256861475 | 511,901 | 4 | 127,975 |
| 1256921129 | 7,230,791 | 24 | 301,283 |
| 1257376509 | 1,926,715 | 25 | 77,378 |
| 1257516574 | 10,874,000 | 99 | 109,838 |
| 1258743222 | 8,813,262 | 42 | 209,840 |
| 1260826068 | 1,978,584 | 22 | 89,936 |
| 1262959682 | 15,889,753 | 86 | 184,765 |
| 1264723282 | 3,640,000 | 20 | 182,000 |
| 1266339861 | 6,975,566 | 45 | 155,013 |
| 1266353281 | 11,331,686 | 135 | 83,938 |
| 1266507166 | 640,737 | 9 | 71,193 |
| 1266857885 | 1,625,000 | 19 | 85,526 |
| 1266942829 | 7,291,000 | 118 | 61,788 |
| 1266943121 | 16,868,347 | 115 | 146,173 |
| 1266947270 | 1,876,145 | 32 | 58,630 |
| 1267027715 | 1,656,638 | 29 | 57,622 |
| 1267462374 | 663,920 | 10 | 66,392 |
| 1267470068 | 10,547,269 | 76 | 138,780 |
| 1267543458 | 6,961,334 | 90 | 77,348 |
| 1267648076 | 3,323,141 | 26 | 127,813 |
| 1267651976 | 10,210,351 | 71 | 143,808 |
| 1268086064 | 10,016,000 | 34 | 294,588 |
| 1268146310 | 3,392,384 | 45 | 75,386 |
| 1268157420 | 25,542,464 | 321 | 79,572 |
| 1268224827 | 1,532,111 | 8 | 191,514 |
| 1268670167 | 355,324,231 | 1143 | 310,870 |
| 1268744533 | 2,474,000 | 43 | 57,535 |
| 1268751244 | 1,688,308 | 16 | 105,519 |
| 1268925702 | 1,794,208 | 14 | 128,158 |
| 1268951389 | 22,679,000 | 152 | 149,204 |
| 1269004689 | 161,938 | 3 | 52,577 |
| 1269269057 | 4,748,940 | 20 | 237,447 |
| 1269271489 | 3,866,340 | 30 | 128,878 |
| 1269291616 | 2,906,220 | 34 | 85,477 |
| 1269368306 | 20,343,681 | 108 | 188,367 |
| 1269436574 | 991,000 | 203 | 4,882 |
| 1269956130 | 48,092,000 | 352 | 136,625 |
| 1270041484 | 2,214,350 | 21 | 105,045 |
| 1270057007 | 11,118,850 | 90 | 123,543 |
| 1270480498 | 6,162,659 | 69 | 89,314 |
| 1270494120 | 7,701,343 | 64 | 120,333 |
| 1271250626 | 8,126,174 | 98 | 82,920 |
| 1271253012 | 3,574,300 | 26 | 137,473 |
| 1271254787 | 2,428,448 | 17 | 142,850 |
| 1271444344 | 3,399,635 | 38 | 89,464 |
| 1273082444 | 1,757,269 | 19 | 92,488 |
| 1273151594 | 2,636,265 | 18 | 146,459 |
| 1273511065 | 3,415,979 | 38 | 89,894 |
| 1273604467 | 935,330 | 16 | 59,386 |
| 1273670517 | 1,588,074 | 9 | 176,453 |
| 1274280512 | 185,220 | 1 | 185,220 |
| 1274377941 | 59,439,842 | 223 | 266,546 |
| 1274732253 | 4,418,363 | 33 | 133,890 |
| 1274891083 | 8,212,101 | 89 | 92,271 |
| 1274904043 | 7,013,000 | 55 | 127,509 |
| 1274977621 | 10,041,631 | 107 | 93,847 |
| 1274982453 | 24,617,949 | 165 | 149,200 |
| 1275498608 | 8,194,926 | 82 | 99,938 |
| 1275501481 | 8,854,439 | 42 | 210,820 |
| 1275511967 | 8,679,385 | 47 | 186,333 |
| 1276001619 | 1,921,000 | 10 | 192,100 |
| 1276010273 | 837,229 | 8 | 104,654 |

| Firm No. | Sales (\$) | Employment | Productivity (\$) |
|------------|-------------|------------|-------------------|
| 1276103578 | 6,547,098 | 43 | 152,258 |
| 1276522602 | 1,096,375 | 14 | 78,313 |
| 1276536764 | 1,760,404 | 7 | 251,486 |
| 1276720693 | 23,845,594 | 153 | 155,854 |
| 1276793499 | 912,115 | 8 | 114,014 |
| 1276868869 | 90,881,308 | 633 | 143,572 |
| 1276881128 | 6,249,947 | 65 | 96,153 |
| 1277148172 | 4,047,406 | 51 | 79,361 |
| 1277321808 | 29,153,315 | 202 | 144,323 |
| 1277389938 | 1,154,435 | 11 | 104,949 |
| 1277834733 | 32,327,732 | 144 | 225,280 |
| 1279745224 | 209,812,000 | 990 | 211,931 |
| 1280248531 | 9,645,673 | 48 | 200,952 |
| 1280327279 | 5,206,736 | 17 | 306,279 |
| 1280333008 | 1,855,202 | 19 | 97,642 |
| 1280413966 | 12,554,000 | 181 | 69,359 |
| 1280432405 | 9,508,149 | 73 | 130,249 |
| 1280778333 | 15,244,156 | 65 | 234,525 |
| 1281015259 | 4,717,220 | 56 | 84,236 |
| 1281019133 | 4,188,055 | 23 | 182,089 |
| 1281025757 | 4,588,575 | 31 | 148,019 |
| 1281031551 | 844,748 | 6 | 151,389 |
| 1281037430 | 686,821 | 8 | 85,853 |
| 1281105917 | 5,609,499 | 23 | 243,891 |
| 1281107514 | 2,896,917 | 16 | 180,157 |
| 1282051642 | 10,719,785 | 111 | 96,575 |
| 1282140686 | 4,415,042 | 35 | 125,534 |
| 1288447499 | 9,275,776 | 68 | 136,408 |
| 1294227725 | 1,198,400 | 19 | 63,074 |
| 1295078554 | 69,520,128 | 245 | 283,756 |
| 1350478164 | 7,764,988 | 73 | 106,735 |
| 1364503640 | 2,604,710 | 13 | 200,362 |
| 1397900651 | 20,812,200 | 72 | 289,058 |
| 1438893258 | 709,112 | 9 | 76,661 |
| 1442035945 | 104,000 | 62 | 1,677 |
| 1456199116 | 14,937,310 | 71 | 210,385 |
| 1461210273 | 688,001 | 5 | 137,600 |
| 1489228822 | 34,534,810 | 222 | 155,562 |
| 1508209231 | 58,126,775 | 247 | 235,331 |
| 1528554001 | 34,240,000 | 191 | 179,267 |
| 1531789493 | 6,468,184 | 656 | 9,860 |
| 1535674410 | 83,743,273 | 391 | 214,177 |
| 1565479699 | 4,024,755 | 31 | 129,831 |
| 1569320561 | 2,785,528 | 32 | 87,048 |
| 1605100384 | 1,196,061 | 172 | 6,954 |
| 1625376772 | 5,722,000 | 63 | 90,825 |
| 1658462633 | 191,092,628 | 608 | 314,297 |
| 1739021199 | 7,540,427 | 61 | 123,614 |
| 1751920052 | 4,841,397 | 70 | 69,163 |
| 1866991437 | 2,250,498 | 36 | 62,514 |
| 1871304606 | 1,807,141 | 17 | 106,302 |
| 1874228463 | 10,409,004 | 76 | 136,961 |
| 1919568775 | 1,769,572 | 18 | 98,310 |
| 1974568513 | 430,401 | 16 | 27,768 |
| 1974830581 | 1,518,225 | 16 | 94,889 |
| 1976603120 | 4,028,269 | 37 | 108,872 |
| 1995751409 | 14,548,104 | 254 | 57,276 |
| 2012969340 | 24,295,000 | 185 | 131,324 |
| 2044046179 | 27,293,631 | 110 | 248,124 |
| 2050270334 | 59,757,408 | 192 | 311,237 |
| 2071124572 | 30,636,210 | 212 | 144,510 |
| 2086748305 | 37,808,432 | 175 | 216,048 |
| 2109627131 | 11,900,000 | 75 | 158,667 |

(10) Sales, Employment, and Productivity at Each Firm Upon Completion of the Program and Each Year for the Two-year Period Following Completion

Firms that completed the TAAF Program in FY 2008 report that at

completion, average sales were \$10.9 million, average employment was 73, and average productivity was \$150,674 (sales per employee).

Between FY 2008 and FY 2009, one year after completing the program, firms report that average sales increased by

one percent, average employment decreased by 10 percent, and average productivity increased by 11 percent. The Bureau of Labor Statistics (BLS) reports that nationwide for the manufacturing industry, average employment decreased 12 percent and

average productivity increased by 4 percent.

Between FY 2008 and FY 2010, two years after completing the program, firms report that average sales decreased by 14 percent, average employment decreased by 16 percent, and average productivity increased by 3 percent. BLS reports that nationwide for the manufacturing industry, average

employment decreased 12 percent and average productivity increased by 9 percent.

For the purposes of this report, data was reported only for firms where all data was available. Since the certified firms are in various industries, which have a variety of ways to measure productivity, sales per employee was chosen as the productivity measure.

This measure is used because it can be generally applied to all certified firms. However, BLS' productivity measures relate output to the labor hours used in the production of that output.

Exhibit 22: Summary of Average Sales, Employment, and Productivity at Firms Upon Completion of the Program and the One-Year Period Following Completion

| Program completion | Average sales | Average employment | Average productivity |
|---|---------------|--------------------|----------------------|
| Completion (FY 2008) | \$10,999,200 | 73 | \$150,674 |
| 1st Year Following Completion (FY 2009) | \$11,079,460 | 66 | \$167,871 |
| % Change 1st Year Following Completion | 1% | -10% | 11% |

Exhibit 23: Summary of Average Sales, Employment, and Productivity at Firms Upon Completion of the Program and the Two-Year Period Following Completion

| Program completion | Average sales | Average employment | Average productivity |
|---|---------------|--------------------|----------------------|
| Completion (FY 2008) | \$10,999,200 | 73 | \$150,674 |
| 2nd Year Following Completion (FY 2010) | \$9,498,479 | 61 | \$155,713 |
| % Change 2nd Year Following Completion | -14% | -16% | 3% |

Exhibit 24: Sales, Employment, and Productivity at Each Firm Upon Completion of the Program and Two-Year Period Following Completion

| Firm ID | Average sales at completion (FY 2008) | Average sales 1st yr following completion (FY 2009) | Average sales 2nd yr following completion (FY 2010) | Average employment at completion (FY 2008) | Average employment 1st yr following completion (FY 2009) | Average employment 2nd yr following completion (FY 2010) | Average productivity at completion (FY 2008) | Average productivity 1st yr following completion (FY 2009) | Average productivity 2nd yr following completion (FY 2010) |
|---------|---------------------------------------|---|---|--|--|--|--|--|--|
| FY08-01 | \$39,390,601 | \$37,698,350 | \$21,692,925 | 325 | 275 | 173 | \$121,202 | \$137,085 | \$125,393 |
| FY08-05 | 10,630,000 | 10,800,000 | 4,800,000 | 64 | 55 | 38 | 166,094 | 196,364 | 126,316 |
| FY08-03 | 28,400,000 | 31,500,000 | 25,150,000 | 190 | 180 | 158 | 149,474 | 175,000 | 159,177 |
| FY08-04 | 5,130,000 | 5,800,000 | 5,325,204 | 33 | 35 | 31 | 155,455 | 165,714 | 171,781 |
| FY08-02 | 16,500,000 | 17,800,000 | 17,000,000 | 53 | 55 | 56 | 311,321 | 323,636 | 303,571 |
| FY08-23 | 3,000,000 | 2,000,000 | 2,000,000 | 25 | 25 | 23 | 120,000 | 80,000 | 86,957 |
| FY08-24 | 7,500,000 | 7,000,000 | 7,020,687 | 67 | 65 | 65 | 111,940 | 107,692 | 108,011 |
| FY08-20 | 2,000,000 | 1,000,000 | 2,400,000 | 21 | 10 | 22 | 95,238 | 100,000 | 109,091 |
| FY08-25 | 4,200,000 | 4,000,000 | 4,200,000 | 33 | 31 | 33 | 127,273 | 129,032 | 127,273 |
| FY08-26 | 1,700,000 | 1,100,000 | 1,200,000 | 9 | 9 | 9 | 188,889 | 122,222 | 133,333 |
| FY08-21 | 6,056,458 | 5,500,000 | 3,006,918 | 27 | 31 | 21 | 224,313 | 177,419 | 143,187 |
| FY08-28 | 3,070,000 | 3,080,000 | 2,300,000 | 19 | 18 | 15 | 161,579 | 171,111 | 153,333 |
| FY08-22 | 10,200,000 | 9,000,000 | 10,000,000 | 58 | 55 | 57 | 175,862 | 163,636 | 175,439 |
| FY08-27 | 18,750,000 | 17,000,000 | 18,500,000 | 86 | 80 | 85 | 218,023 | 212,500 | 217,647 |
| FY08-30 | 275,000 | 248,000 | 229,000 | 6 | 8 | 7 | 45,833 | 31,000 | 32,714 |
| FY08-29 | 313,000 | 416,000 | 533,000 | 22 | 12 | 12 | 14,227 | 34,667 | 44,417 |
| FY08-34 | 3,081,000 | 2,220,000 | 1,597,000 | 39 | 25 | 22 | 79,000 | 88,800 | 72,591 |
| FY08-31 | 17,500,000 | 14,200,000 | 10,900,000 | 195 | 160 | 120 | 89,744 | 88,750 | 90,833 |
| FY08-32 | 3,210,000 | 4,273,000 | 4,637,000 | 36 | 41 | 35 | 89,167 | 104,220 | 132,486 |
| FY08-36 | 18,592,000 | 18,227,000 | 16,852,000 | 130 | 105 | 125 | 143,015 | 173,590 | 134,816 |
| FY08-37 | 354,000 | 859,000 | 1,117,000 | 5 | 7 | 6 | 70,800 | 122,714 | 186,167 |
| FY08-33 | 30,000,000 | 40,000,000 | 40,000,000 | 200 | 100 | 120 | 150,000 | 400,000 | 333,333 |
| FY08-35 | 14,300,000 | 14,200,000 | 13,000,000 | 38 | 35 | 37 | 376,316 | 405,714 | 351,351 |
| FY08-38 | 6,500,000 | 7,100,000 | 8,400,000 | 50 | 68 | 80 | 130,000 | 104,412 | 105,000 |
| FY08-39 | 37,000,000 | 40,000,000 | 43,000,000 | 440 | 429 | 439 | 84,091 | 93,240 | 97,950 |
| FY08-41 | 7,500,000 | 8,900,000 | 9,400,000 | 25 | 29 | 31 | 300,000 | 306,897 | 303,226 |
| FY08-40 | 8,500,000 | 10,500,000 | 10,750,000 | 15 | 25 | 28 | 566,667 | 420,000 | 383,929 |
| FY08-44 | 911,948 | 881,669 | 430,401 | 20 | 16 | 11 | 45,597 | 55,104 | 39,127 |
| FY08-42 | 1,972,425 | 1,629,361 | 945,420 | 18 | 14 | 14 | 109,579 | 116,383 | 67,530 |
| FY08-43 | 19,493,382 | 15,767,000 | 19,000,000 | 88 | 86 | 86 | 221,516 | 183,337 | 220,930 |
| FY08-47 | 520,610 | 452,662 | 301,635 | 8 | 6 | 5 | 65,076 | 75,444 | 60,327 |
| FY08-49 | 4,250,000 | 3,386,346 | 1,818,408 | 22 | 19 | 15 | 193,182 | 178,229 | 121,227 |
| FY08-57 | 769,184 | 816,322 | 674,255 | 11 | 11 | 10 | 69,926 | 74,211 | 67,426 |

| Firm ID | Average sales at completion (FY 2008) | Average sales 1st yr following completion (FY 2009) | Average sales 2nd yr following completion (FY 2010) | Average employment at completion (FY 2008) | Average employment 1st yr following completion (FY 2009) | Average employment 2nd yr following completion (FY 2010) | Average productivity at completion (FY 2008) | Average productivity 1st yr following completion (FY 2009) | Average productivity 2nd yr following completion (FY 2010) |
|---------|---------------------------------------|---|---|--|--|--|--|--|--|
| FY08-56 | 2,960,719 | 3,027,576 | 2,292,154 | 37 | 37 | 33 | 80,019 | 81,826 | 69,459 |
| FY08-53 | 7,278,583 | 6,535,827 | 4,675,983 | 43 | 36 | 36 | 169,269 | 181,551 | 129,888 |
| FY08-52 | 6,160,677 | 6,101,363 | 4,593,196 | 34 | 26 | 27 | 181,196 | 234,668 | 170,118 |
| FY08-54 | 41,000,000 | 40,000,000 | 22,500,000 | 75 | 70 | 75 | 546,667 | 571,429 | 300,000 |
| FY08-55 | 29,000,000 | 28,000,000 | 18,700,000 | 200 | 204 | 147 | 145,000 | 137,255 | 127,211 |
| Total | 10,299,200 | 11,079,460 | 9,498,479 | 73 | 66 | 61 | 150,674 | 167,871 | 155,713 |

(11) The Financial Assistance Received by Each Firm Participating in the Program

(12) The Financial Contribution Made by Each Firm Participating in the Program

In FY 2010, firms received \$8.7 million in technical assistance provided

by the TAACs to prepare petitions; and in the development and implementation of Adjustment Proposals (often through business consultants and other experts). Firms participating in the program contributed \$6.1 million towards the development and implementation of

Adjustment Proposals. Funds are not provided directly to firms; instead EDA funds TAACs and TAACs pay a cost-shared proportion of the cost to secure specialized business consultants.

Exhibit 25: Summary of TAAF Program Financial Assistance by TAAC: FY 2010

| TAAC | TAAC assistance to firms | Amount paid to consultants by the TAACs | Total TAAC assistance to firms (TAACs + consultants) | Financial contribution by the firms |
|----------------------|--------------------------|---|--|-------------------------------------|
| Great Lakes | \$196,060 | \$677,560 | \$873,620 | \$646,809 |
| Mid-America | 93,836 | 466,399 | 560,235 | 466,399 |
| MidAtlantic | 309,655 | 910,562 | 1,220,217 | 910,562 |
| Midwest | 178,428 | 705,954 | 884,382 | 631,906 |
| New England | 229,249 | 1,283,189 | 1,512,438 | 1,256,739 |
| New York State | 152,425 | 366,230 | 518,655 | 271,104 |
| Northwest | 53,257 | 499,053 | 552,310 | 443,905 |
| Rocky Mountain | 493,122 | 433,261 | 926,383 | 433,261 |
| Southeastern | 243,177 | 514,935 | 758,112 | 495,659 |
| Southwest | 128,997 | 453,751 | 582,748 | 373,376 |
| Western | 98,004 | 183,943 | 281,947 | 170,524 |
| Total | 2,176,210 | 6,494,837 | 8,671,047 | 6,100,244 |

(13) The Types of Technical Assistance Included in the Adjustment Proposals of Firms Participating in the Program

Firms proposed various types of projects in Adjustment Proposals. Marketing/sales projects are geared toward increasing revenue, whereas production/manufacturing projects tend

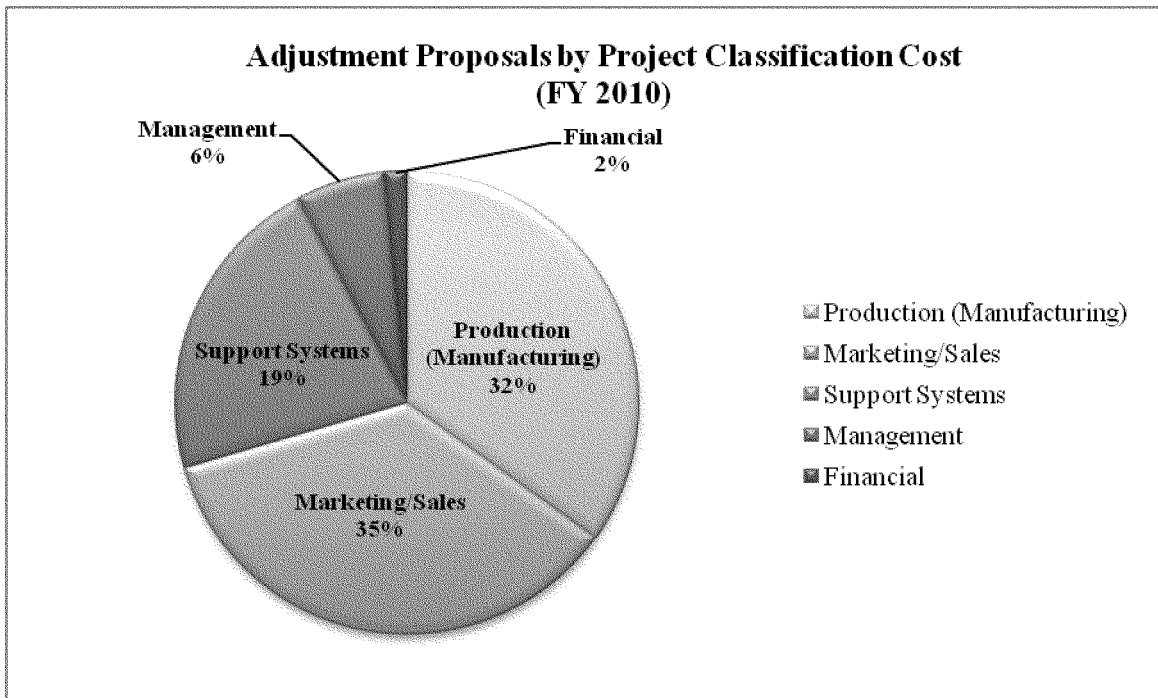
to be geared toward cutting costs. Support system projects can provide a competitive advantage by either cutting costs or creating new sales channels. Management and financial projects are designed to improve management's decision making ability and business control. More than half of all firms

proposed to implement marketing/sales or production/manufacturing projects. Sample projects are listed below in Exhibit 26.

Exhibit 26: Characteristics of Technical Assistance in Adjustment Proposals: FY 2010

| Project classification | Sample types of projects | Number of adjustment proposal projects | Adjustment proposal project costs |
|------------------------|--|--|-----------------------------------|
| Financial | <ul style="list-style-type: none"> Accounting systems upgrade Cost control tracking system Automatic Data Processing development | 30 | \$517,000 |
| Management | <ul style="list-style-type: none"> Strategic business planning Succession management Management development | 79 | 1,987,100 |
| Marketing/Sales | <ul style="list-style-type: none"> Sales process training Market expansion and feasibility analysis Web site design and upgrade | 228 | 11,416,092 |
| Production | <ul style="list-style-type: none"> Lean manufacturing and certification New product development Production and warehouse automation | 215 | 11,918,300 |
| Support Systems | <ul style="list-style-type: none"> Enterprise Resource Planning MIS upgrades Computer Aided Design software Supply chain management software | 162 | 6,984,400 |

Exhibit 27: Adjustment Proposals by Project Classification: FY 2010



(14) The Number of Firms Leaving the Program Before Completing the Project or Projects in Their Adjustment Proposals and the Reason the Project Was Not Completed

In FY 2010, of the 102 firms that left the TAAF program, 57 completed the program and the remaining 45 firms left for the reasons listed below in Exhibit 28.

Exhibit 28: Summary of Firms Leaving the TAAF Program: FY 2010

| Reason for leaving program | Number of firms |
|---|-----------------|
| Completed Assistance | 57 |
| Firm Filed Chapter 11 | 1 |
| Firm Sold | 2 |
| Inadequate Funds for Project Implementation | 4 |
| Lost Interest in Program | 4 |
| Out of Business | 11 |
| Past 5-year Threshold | 23 |
| Total | 102 |

Conclusion

TAAF effectively targeted small and medium sized firms FY 2010. The average sales, employment and productivity of firms certified into the program in FY 2010 was higher than that of firms certified in FY 2009. More than half of all firms proposed to implement a marketing/sales project or

production/engineering project in their Adjustment Proposals.

Firms that completed the TAAF Program in FY 2008 report that at completion, average sales were \$10.3 million, average employment was 73, and average productivity was \$140,977 (sales per employee). One year after completing the program (FY 2009), firms report that average sales increased by one percent, average employment decreased by 10 percent, and average productivity increased by 11 percent. BLS reported that nationwide for the manufacturing industry in FY 2009, average employment decreased 12 percent and average productivity increased by 4 percent. Two years after completing the program (FY 2010), firms report that average sales decreased by 14 percent, average employment decreased by 16 percent, and average productivity increased by 3 percent. BLS reported that nationwide for the manufacturing industry in FY 2010, average employment decreased 12 percent and average productivity increased by 9 percent.

Overall, there has been an increase in the demand for the TAAF Program in FY 2010, as demonstrated by the increase in the number of petitions for certification and Adjustment Proposals submitted to EDA for approval. In FY 2010, EDA approved an additional 114 petitions, a 53 percent increase as compared to FY 2009; and approved an

additional 93 Adjustment Proposals, a 54 percent increase as compared to FY 2009.

The addition of TAAF staff resources facilitated EDA's ability to improve processing time for petitions and Adjustment Proposals in FY 2010. Although there was a spike in petitions and Adjustment Proposals, EDA successfully met the 40-day processing deadline to make a final determination for petitions accepted for filing; and the 60-day processing deadline for approval of Adjustment Proposals as required in the TGAAA. In fact, the average processing time for petitions has started to decline below the 40-day requirement and the average processing time for Adjustment Proposals is below 30 days.

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Bryan Borlik,

Director, Trade Adjustment Assistance for Firms Program.

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