imagination and innovation of the private sector working in partnership with the Government to obtain the maximum market development impact.

Evaluation Criteria

The Department of Commerce is interested in projects that demonstrate the possibility of both significant results during the project period and lasting benefits extending beyond the project period. To that end, consideration for financial assistance under the MDCP will be based upon the following evaluation criteria:

(1) Projected:

(a) Increase in U.S. exports generated (per dollar of cooperator program funds spent) by the proposed expenditure of funds; and

(b) Increase in the U.S. industry's foreign market share. Applicant should provide quantifiable estimates of projected project results, along with detailed explanations, for (1)a and (1)b above.

(2) Projected:

(a) Increase in the number of U.S. companies operating in the market(s) selected (multiplier effect); and/or

(b) Increase in the number of companies currently in the market that are undertaking new export initiatives. Applicant should provide quantifiable estimates of projected project results for either (2)a or (2)b above, or for both where proposed project increases are anticipated.

(3) Export potential of the good(s) and/or service(s) to be promoted.

(4) Size of the cash portion of the applicant's funding for the proposed project and reasonableness of the itemized budget for project activities.

(5) The institutional capacity of the applicant to carry out the work plan and the degree to which a proposal initiates or enhances partnership with the Department of Commerce.

(6) Creativity and innovation displayed by the work plan while at the same time being realistic.

(7) Willingness and ability of the applicant to back up promotional activities with aggressive marketing and after-sales service and probability that the project can be continued on a selfsustained basis after the completion of the award.

(8) Intent and capability of the applicant to enlist the participation of small and medium size American companies in consortia and activities that are to be part of the proposed project.

Evaluation criteria 1–4 are of utmost importance in the selection process and will be worth 70 out of a possible 100 points as follows: Criterion #1—maximum 20 points Criterion #2—maximum 20 points Criterion #3—maximum 15 points Criterion #4—maximum 15 points

The remaining evaluation criteria will be valued as follows:

Criterion #5—maximum 10 points Criterion #6—maximum 10 points Criterion #7—maximum 5 points Criterion #8—maximum 5 points

Selection Procedures

Each application will receive an independent, objective review by a panel qualified to evaluate the applications submitted under the program. The Review Panel, consisting of at least three people, will review all applications based on the criteria stated above. The Review Panel will identify and rank the top ten proposals in the regular MDCP competition and the top seven proposals submitted under the set-aside option and make recommendations to the Assistant Secretary for Trade Development concerning which of the proposals should receive awards. The Assistant Secretary for Trade Development will make the final selection regarding the funding of applications from the group of ten in the regular competition and the group of seven under the set-aside option identified by the Review Panel.

In making his decision, the Assistant Secretary for Trade Development will consider the following:

1. The evaluations of the individual reviewers of the Senior Officer Panel;

2. The degree to which applications satisfy the MDCP's goals and objectives;

3. The geographic distribution of the proposed awards;

4. The diversity of industry sectors covered by the proposed grant awards;

5. The diversity of project activities represented by the proposed awards;

6. The promotion of equitable access to MDCP funding for traditionally disadvantaged or under-served groups;

7. Avoidance of redundancy and conflicts with the initiatives of other

Federal agencies; and

8. The availability of funds.

Performance Measures

On August 3, 1993, the Government Performance and Results Act (GPRA) was enacted into law (Public Law 103– 62). Section 4 of the GPRA requires each agency to submit to the Office of Management and Budget (OMB), beginning with FY 99, a strategic plan for program activities. Among other things, each plan is to include "performance indicators to be used in measuring or assessing the relevant outputs, service levels and outcomes of each program activity." OMB has decided not to wait to begin development of the new performance indicators called for in GPRA. As part of the process of preparing the President's FY 1996 budget, OMB has asked agencies to submit prospective GPRA-type performance indicators they intend to use in future years.

Accordingly, current MDCP participants have been asked to identify new GPRA-type performance indicators as part of their FY 1995 operating plans. These indicators will include not only program inputs and outputs, but also measures that may be applied to determine outcomes (what happens as a direct result of an output being created) or final impacts (the effect of an outcome).

Applicants for this year's MDCP competition should describe in their proposals performance indicators of the type envisioned by GPRA that they intend to use to measure the results of their MDCP projects. Applicants should consult the MDCP application kit for more information, key terms and definitions used in developing performance indicators under GPRA.

Other Requirements

(1) Federal Policies and Procedures— Recipients and subrecipients are subject to all Federal laws and Federal and Department of Commerce policies, regulations, and procedures applicable to Federal financial assistance awards.

(2) *Past Performance*—Unsatisfactory performance under prior Federal awards may result in an application not being considered for funding.

(3) *Preaward Activities*—If applicants incur any costs prior to an award being made, they do so solely at their own risk of not being reimbursed by the Government. Notwithstanding any verbal or written assurance that they may have received, there is no obligation on the part of the Department of Commerce to cover preaward costs.

(4) No Obligation for Future Funding—If an application is selected for funding, the Department of Commerce has no obligation to provide any additional future funding in connection with that award. Renewal of an award to increase funding or extend the period of performance is at the total discretion of the Department of Commerce.

(5) *Delinquent Federal Debts*—No award of Federal funds shall be made to an applicant who has an outstanding delinquent Federal debt until either:

i. The delinquent account is paid in full,

ii. A negotiated repayment schedule is established and at least one payment is received, or