

contribute to the effective creation, expansion, or maintenance of foreign markets, FAS seeks to identify a clear, long-term agricultural trade strategy by market or product and a program effectiveness time line against which results can be measured at specific intervals using quantifiable product or country goals. These performance indicators are part of FAS' resource allocation strategy to fund applicants which can demonstrate performance based on a long-term strategic plan and address the performance measurement objectives of the GPRA.

Following is a description of the FAS process for reviewing applications and the criteria for allocating available MAP funds.

*(1) Phase 1—Sufficiency Committee and FAS Divisional Review*

Applications received by the closing date will be reviewed by FAS to determine the eligibility of the applicants and the completeness of the applications. These requirements appear at § 1485.12 and § 1485.13 of the MAP regulations. Applications which meet the application requirements will then be further evaluated by the applicable FAS Commodity Division. The Divisions will review each application against the criteria listed in § 1485.14 of the MAP regulations. The purpose of this review is to identify meritorious proposals and to recommend an appropriate funding level for each application based upon these criteria.

*(2) Phase 2—Competitive Review*

Meritorious applications will then be passed on to the office of the Deputy Administrator, Commodity and Marketing Programs, for the purpose of allocating available funds among the applicants. Applications which pass the Divisional Review will compete for funds on the basis of the following evaluation criteria (the number in parentheses represents a percentage weight factor):

(a) Applicant's Contribution Level (40)

- The applicant's 4-year average share (1997–2000) of all contributions (cash and goods and services provided by U.S. entities in support of overseas marketing and promotion activities) compared to
- The applicant's 4-year average share (1997–2000) of the funding level for all MAP participants.

(b) Past Performance (30)

- The 3-year average share (1997–99) of the value of exports promoted by the applicant compared to
- The applicant's 2-year average share (1998–99) of the funding level for all

MAP applicants plus, for those groups participating in the Cooperator program, the 2-year average share (1999–2000) of Cooperator marketing plan budgets and the 2-year average share (1998–99) of foreign overhead provided for co-location within a U.S. agricultural office;

(c) Projected Export Goals (15)

The total dollar value of projected exports promoted by the applicant for 2000 compared to

- The applicant's requested funding level;

(d) Accuracy of Past Projections (15)

- Actual exports for 1998 as reported in the 2000 MAP application compared to

- Past projections of exports for 1998 as specified in the 1998 MAP application.

The Commodity Divisions' recommended funding level for each applicant is converted to a percentage of the total MAP funds available and multiplied by the total weight factor as described above to determine the amount of funds allocated to each applicant.

**Closing Date for Applications**

All Internet-based applications must be properly submitted by 5:00 p.m. Eastern Standard Time, March 13, 2000. Signed certification statements also must be received by that time at one of the addresses listed below.

All applications on diskette (with two accompanying paper copies and a signed certification statement) and any other applications must be received by 5:00 p.m. Eastern Standard Time, March 13, 2000, at one of the following addresses:

Hand Delivery (including FedEx, DHL, UPS, etc.): U.S. Department of Agriculture, Foreign Agricultural Service, Marketing Operations Staff, Room 4932–S, 1400 Independence Avenue, S.W., Washington, D.C. 20250–1042.

U.S. Postal Delivery: Marketing Operations Staff, STOP 1042, 1400 Independence Ave., SW, Washington, D.C. 20250–1042.

Dated: December 28, 1999.

**Timothy J. Galvin,**

*Administrator, Foreign Agricultural Service, and Vice President, Commodity Credit Corporation.*

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**DEPARTMENT OF AGRICULTURE**

**Foreign Agricultural Service**

**Announcement of the Foreign Market Development Cooperator Program for Fiscal Year 2001**

**AGENCY:** Foreign Agricultural Service, USDA.

**ACTION:** Notice.

**SUMMARY:** This notice announces the availability of funds for the Fiscal Year 2001 Foreign Market Development Cooperator (Cooperator) Program.

**DATES:** All applications must be received by 5:00 p.m. Eastern Standard Time, March 13, 2000.

**FOR FURTHER INFORMATION CONTACT:** Marketing Operations Staff, Foreign Agricultural Service, U.S. Department of Agriculture, STOP 1042, 1400 Independence Ave., SW., Washington, DC 20250, (202) 720–4327.

**SUPPLEMENTARY INFORMATION:**

**Introduction**

The Foreign Agricultural Service (FAS) announces that applications are being accepted for participation in the Fiscal Year 2001 Cooperator program. The program is designed to create, expand, and maintain foreign markets for United States agricultural commodities and products through cost-share assistance. Financial assistance under the Cooperator program will be made available on a competitive basis and applications will be reviewed against the evaluation criteria contained herein. The Cooperator program is administered by personnel of FAS.

Under the Cooperator program, FAS enters into agreements with nonprofit U.S. trade organizations that have the broadest possible producer representation of the commodity being promoted and gives priority to those organizations that are nationwide in membership and scope. Cooperator program agreements involve the promotion of agricultural commodities on a generic basis and may not involve activities targeted directly toward consumers. The program generally operates on a reimbursement basis.

**Authority**

The Cooperator program is authorized by Title VII of the Agricultural Trade Act of 1978, 7 U.S.C. 5721, *et seq.* Cooperator program regulations appear at 7 CFR part 1550.

**Eligible Applicants**

To participate in the Cooperator program, an applicant must be a nonprofit U.S. agricultural trade organization.

### Available Funds

\$27.5 million may be obligated to eligible Cooperator program applicants.

### Application Process

To be considered for the Cooperator program, an applicant must submit to FAS information required by the Cooperator program regulations set forth in 7 CFR part 1550. Incomplete applications and applications that do not otherwise conform to this announcement will not be accepted for review.

We also point out that FAS administers various other agricultural export assistance programs, including the Cooperator program, the Market Access Program (MAP), Cochran Fellowships, the Emerging Markets Program, the Quality Samples Program, Section 108 foreign currency program, and several Export Credit Guarantee programs. Organizations which are interested in applying for Cooperator program funds are encouraged to submit their requests using the Unified Export Strategy (UES) format. This allows interested entities to submit a consolidated and strategically coordinated single proposal that incorporates requests for funding and recommendations for virtually all FAS marketing programs, financial assistance programs, and market access programs. The suggested UES format encourages applicants to examine the constraints or barriers to trade they face, identify activities which would help overcome such impediments, consider the entire pool of complementary marketing tools and program resources, and establish realistic export goals. Applicants are not required, however, to use the UES format.

Organizations can submit applications in the UES format by two methods. The first allows an applicant to submit information directly to FAS through data entry screens at a specially designed UES application Internet site. FAS highly recommends applying via the Internet, as this format virtually eliminates paperwork and expedites the FAS processing and review cycle. Also, by using the Internet, applicants currently participating in the 2000 Cooperator program will not need to enter historical information as it will appear automatically in the data entry screens. Applicants also have the option of submitting electronic versions (along with two paper copies) of their applications to FAS on diskette.

Applicants planning to use the Internet-based system must contact the Marketing Operations Staff of FAS at (202) 720-4327 to obtain site access

information. The Internet-based application, including step-by-step instructions for its use, is located at the following URL address: <http://www.fas.usda.gov/cooperators.html>.

Applicants who choose to submit applications on diskette can download the UES handbook, including the suggested application format and instructions, from the following URL address: <http://www.fas.usda.gov/mos/ues/unified.html>. A UES handbook may also be obtained by contacting the Marketing Operations Staff at (202) 720-4327.

All Cooperator program applicants, whether or not applying via the Internet or diskette, must also submit by March 13, 2000, via hand delivery or U.S. mail, an original signed certification statement as specified in 7 CFR section 1485.13(a)(2)(i)(G) and 7 CFR 1550.20(a)(14), respectively. The UES handbook contains an acceptable certification format.

Any organization which is not interested in applying for the Cooperator program or the MAP but would like to request assistance through one of the other programs mentioned, should contact the Marketing Operations Staff at (202) 720-4327.

### Review Process and Allocation Criteria

FAS allocates funds in a manner that effectively supports the strategic decision-making initiatives of the Government Performance and Results Act (GPRA) of 1993. In deciding whether a proposed project will contribute to the effective creation, expansion, or maintenance of foreign markets, FAS seeks to identify a clear, long-term agricultural trade strategy by market or product and a program effectiveness time line against which results can be measured at specific intervals using quantifiable product or country goals. These performance indicators are part of FAS' resource allocation strategy to fund applicants which can demonstrate performance based on a long-term strategic plan and address the performance measurement objectives of the GPRA.

Following is a description of the FAS process for reviewing applications and the criteria for allocating available Cooperator program funds.

#### (1) Phase 1—Sufficiency Committee and FAS Divisional Review

Applications received by the closing date will be reviewed by FAS to determine the eligibility of the applicants and the completeness of the applications. These requirements appear at § 1550.14 and § 1550.20 of the Cooperator program regulations.

Applications which meet the application requirements will then be further evaluated by the applicable FAS Commodity Division. The Divisions will review each application against the criteria listed in § 1550.21 and § 1550.22 of the Cooperator program regulations. The purpose of this review is to identify meritorious proposals and to recommend an appropriate funding level for each application based upon these criteria.

#### (2) Phase 2—Competitive Review

Meritorious applications will then be passed on to the office of the Deputy Administrator, Commodity and Marketing Programs, for the purpose of allocating available funds among the applicants. Applications which pass the Divisional Review will compete for funds on the basis of the following allocation criteria (the number in parentheses represents a percentage weight factor). Data used in the calculations for contribution levels, past export performance and past demand expansion performance will cover not more than a 6-year period, to the extent such data is available.

##### (a) Contribution Level (40)

- The applicant's 6-year average share (1996–2001) of all contributions (contributions may include cash and goods and services provided by U.S. entities in support of foreign market development activities) compared to
  - The applicant's 6-year average share (1996–2001) of all Cooperator marketing plan budgets.

##### (b) Past Export Performance (20)

- The 6-year average share (1995–2000) of the value of exports promoted by the applicant compared to
  - The applicant's 6-year average share (1995–2000) of all Cooperator marketing plan budgets plus a 6-year average share (1994–1999) of MAP program ceiling levels and a 6-year average share (1994–99) of foreign overhead provided for collocation within a U.S. agricultural trade office.

##### (c) Past Demand Expansion Performance (20)

- The 6-year average share (1995–2000) of the total value of world trade of the commodities promoted by the applicant compared to
  - The applicant's 6-year average share (1995–2000) of all Cooperator marketing plan budgets plus a 6-year average share (1994–99) of MAP program ceiling levels and a 6-year average share (1994–99) of foreign overhead provided for collocation within a U.S. agricultural trade office.

## (d) Future Demand Expansion Goals (10)

- The projected total dollar value of world trade of the commodities being promoted by the applicant for the year 2006 compared to
- The applicant's requested funding level.

## (e) Accuracy of Past Demand Expansion Projections (10)

- The actual dollar value share of world trade of the commodities being promoted by the applicant for the year 1999 compared to
- The applicant's past projected share of world trade of the commodities being promoted by the applicant for the year 1999, as specified in the 1999 Cooperator program application.

The Commodity Divisions' recommended funding level for each applicant is converted to a percentage of the total Cooperator program funds available and multiplied by the total weight factor to determine the amount of funds allocated to each applicant.

**Closing Date for Applications**

All Internet-based applications must be properly submitted by 5 p.m. Eastern Standard Time, March 13, 2000. Signed certification statements also must be received by that time at one of the addresses listed below.

All applications on diskette (with two accompanying paper copies and a signed certification statement) and any other applications must be received by 5 p.m. Eastern Standard Time, March 13, 2000, at one of the following addresses:

Hand Delivery (including FedEx, DHL, UPS, etc.): U.S. Department of Agriculture, Foreign Agricultural Service, Marketing Operations Staff, Room 4932-S, 1400 Independence Avenue, SW., Washington, DC 20250-1042.

U.S. Postal Delivery: Marketing Operations Staff, STOP 1042, 1400 Independence Ave., SW., Washington, DC 20250-1042.

Dated: December 28, 1999.

**Timothy J. Galvin,**

*Administrator, Foreign Agricultural Service.*  
[FR Doc. 99-34057 Filed 12-30-99; 8:45 am]

**BILLING CODE 3410-10-P**

**COMMITTEE FOR PURCHASE FROM PEOPLE WHO ARE BLIND OR SEVERELY DISABLED****Procurement List Additions and Deletions**

**AGENCY:** Committee for Purchase From People Who Are Blind or Severely Disabled.

**ACTION:** Additions to and deletions from the procurement list.

**SUMMARY:** This action adds to the Procurement List services to be furnished by nonprofit agencies employing persons who are blind or have other severe disabilities, and deletes from the Procurement List commodities and a service previously furnished by such agencies.

**EFFECTIVE DATE:** February 2, 2000.

**ADDRESSES:** Committee for Purchase From People Who Are Blind or Severely Disabled, Crystal Gateway 3, Suite 310, 1215 Jefferson Davis Highway, Arlington, Virginia 22202-4302.

**FOR FURTHER INFORMATION CONTACT:** Beverly Milkman (703) 603-7740.

**SUPPLEMENTARY INFORMATION:** On August 20, November 15, and 19, 1999, the Committee for Purchase From People Who Are Blind or Severely Disabled published notices (64 FR 45506, 61819, and 63283) of proposed additions to and deletions from the Procurement List:

**Additions**

After consideration of the material presented to it concerning capability of qualified nonprofit agencies to provide the services and impact of the additions on the current or most recent contractors, the Committee has determined that the services listed below are suitable for procurement by the Federal Government under 41 U.S.C. 46-48c and 41 CFR 51-2.4.

I certify that the following action will not have a significant impact on a substantial number of small entities. The major factors considered for this certification were:

1. The action will not result in any additional reporting, recordkeeping or other compliance requirements for small entities other than the small organizations that will furnish the services to the Government.
2. The action will not have a severe economic impact on current contractors for the services.
3. The action will result in authorizing small entities to furnish the services to the Government.
4. There are no known regulatory alternatives which would accomplish the objectives of the Javits-Wagner-O'Day Act (41 U.S.C. 46-48c) in

connection with the services proposed for addition to the Procurement List.

Accordingly, the following services are hereby added to the Procurement List:

Grounds Maintenance, Naval Air Station, New Orleans, Louisiana  
Janitorial/Custodial, New River Valley Memorial USARC, Dublin, Virginia

This action does not affect current contracts awarded prior to the effective date of this addition or options that may be exercised under those contracts.

**Deletions**

I certify that the following action will not have a significant impact on a substantial number of small entities. The major factors considered for this certification were:

1. The action may not result in any additional reporting, recordkeeping or other compliance requirements for small entities.
2. The action will not have a severe economic impact on future contractors for the commodities and service.
3. The action may result in authorizing small entities to furnish the commodities and service to the Government.
4. There are no known regulatory alternatives which would accomplish the objectives of the Javits-Wagner-O'Day Act (41 U.S.C. 46-48c) in connection with the commodities and service deleted from the Procurement List.

After consideration of the relevant matter presented, the Committee has determined that the commodities and service listed below are no longer suitable for procurement by the Federal Government under 41 U.S.C. 46-48c and 41 CFR 51-2.4.

Accordingly, the following commodities and service are hereby deleted from the Procurement List:

*Commodities*

Ladder, Extension (Wood), 5440-00-223-6025  
Broom, Upright, 7920-00-292-4370, 7920-00-292-2369

*Service*

Administrative Services, General Services Administration, PBS, Laguna Niguel Field Offices, Laguna Niguel, California

**Beverly L. Milkman,**

*Executive Director.*

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**BILLING CODE 6353-01-P**