> **It is more than probable that the average man could, with no injury to his health, increase his efficiency fifty percent.**
>
> —**Walter Dill Scott**
> Professor

## Archived Information

## Becoming More Efficient

In their book *Reinventing Government: How the Entrepreneurial Spirit Is Transforming the Public Sector* (1992), David Osborne and Ted Gaebler put forth the premise that, "What gets measured gets done. If you don't measure results, you can't tell success from failure." TRIO projects are getting done; however, as we continually strive to increase our accountability, they need to get done in the most efficient manner possible in order to maximize success.

TRIO has developed efficiency measures for Upward Bound, Student Support Services, and Talent Search that will be used to report costs for each successful annual outcome. A successful annual outcome is defined as a student who persists toward or achieves the primary program performance goal of college enrollment or degree completion. In order for the TRIO efficiency measures to be used for making improvements and increasing efficiency, projects' staffs are being asked to examine the relative costs of the services they choose to provide and how to improve cost-effectiveness.

Efficiency measures will be developed for all TRIO programs. Like the measures above, other program efficiency measures will:

- be indicators of how well TRIO programs perform,
- be useful and relevant to TRIO programs' purposes,
- reflect improvements in TRIO programs' outcomes for a given level of resource use, and

- consider the benefits to the customers, i.e., the students who are served.

The TRIO office will calculate the average efficiency level of every program using existing project performance data and post these levels on the TRIO Web site. Individual project staffs will receive their specific local project efficiency levels that can then be compared to the average program measures. By utilizing this information, programs and projects can begin the process of using funds in a more efficient manner.

### MEASURING EFFECTIVENESS

All government programs are reviewed through the Program Assessment Rating Tool (PART) for effectiveness. Performance measures for effectiveness are key to the PART process and must focus on both outcomes and efficiency. For further information on PART, see the fall 2004 issue of *Let's Talk TRIO* on the TRIO Web site, **www.ed.gov/ope/trio**, or visit the OMB Web site, **www.omb.gov**.

> **"** What lies behind us and what lies before us are tiny matters compared to what lies within us. **"**

—**Ralph Waldo Emerson**
Author

OPE awarded over $2 billion in FY 2005 to approximately 5,600 grant recipients, making it the largest discretionary grant-making organization in the U.S. Department of Education.

## MESSAGE FROM THE DIRECTOR

*PRIORITY*

Just as Jan. 1 rings in a new calendar year, Oct. 1 heralds the start of a new government fiscal year and a new TRIO program year.

At the onset of the new program year, it is critical to have a thorough plan of operation in place. Having such a plan provides focus, direction, and a level of accountability for the work that we do. Directors and staff should review the prior year's operations in order to make informed planning decisions for the current year. Plans should include tasks that are to be accomplished each month, with the person or position responsible for those tasks clearly identified. Other planning-related activities may include:

■ establishing routine meetings with budget contacts for appropriate documentation of project expenditures,

■ addressing specific staff needs, whether hiring or training, such as identifying and selecting program participants, and

■ compiling the proper documentation of services provided.

Such planning activities help us more effectively do our work and increase the quality of services our students receive. As we look to continually improve our work and services together, I wish you a prosperous 2005–06 TRIO year.

*Larry Oxendine*

## IDEAS INTO ACTION

Talent Search (TS) and Educational Opportunity Centers (EOC) are complementary programs intended to increase the number of youths (TS) and adults (EOC) who pursue a postsecondary education. In addition to providing these direct, on-site services, Pennsylvania's Educational Opportunity Centers, Inc. is making full use of the Internet to serve a wider number of constituents.

Pennsylvania's Educational Opportunity Centers, Inc., a TRIO-funded agency, offers many services through its Web site. The site provides detailed information regarding job opportunities and how to get the necessary education for those jobs, helpful checklists, and links to financial aid applications, study and tutoring references, and college applications and searches. Additionally, for individuals who are unable to visit one of their regional offices or outreach sites throughout Pennsylvania, they provide counseling online. Users must register for membership on the site, and once that is completed, there is a special members-only section that may be accessed as well. Pennsylvania's EOC, Inc. also utilizes this site to post its e-newsletter and monthly activity calendar.

For further information on EOC, Inc.'s Web site and services, visit **www.eocinc.org** or contact Gary Ward at (570) 331-6755.

## DEPARTMENT HIGHLIGHTS

The Department of Education is now using Grants.gov as its online grant applications system. Grants.gov serves as a one-stop portal for finding all federal grants and will become a one-stop place for applying online for many, if not most, government grants.

The registration process is multitiered and is made simple through the checklists provided. It is important to note that registration can take several days to complete, so start early. The required software is free and is necessary to complete the application process, but, depending on the security level of your system, local administrator approval may be necessary prior to downloading to your system. TRIO partners are encouraged to begin the software download and registration process immediately. Grants.gov provides many online help tools, making it an applicant-friendly site. Users work off-line on their applications, and the application must be complete before it can be uploaded for submission. It is important to note that the application will not be date- and time-stamped as received until the entire file has been uploaded.

For further information and to get started using the Grants.gov site, visit **http://www.grants.gov**.

**Q:** Where can I find a complete listing of the trainings for the current fiscal year along with all of the contact information to sign up?

**A:** All training sessions for 2005–06 are now posted on the TRIO Web site, **www.ed.gov/ope/trio**. Focusing on five priority areas, these trainings are offered at no cost on a first-come, first-served basis. Any TRIO grantee can attend as long as the training meets an identified program or personnel need.

Listed below are training offerings by priority area through December 2005 only. Please go to the TRIO Web site for a complete listing of trainings and links to each of the training grantees, which will provide you with registration information.

### Priority 1 – fiscal and project management
- Oct. 17–19 (SSS) – Las Vegas, Nev.
- Dec. 1–3 – Houston, Texas
- Dec. 12–14 (UB) – Key West, Fla.

### Priority 2 – legislation and regulations
- Nov. 6–8 – Washington, D.C.
- Nov. 10–13 – Lake Geneva, Wis. (prior to MAEOPP Conference)
- Nov. 16–18 – Guam (in conjunction with the professional development meeting of the Pacific Island Chapter of WESTOP)
- Dec. 9–11 – Orlando, Fla.

### Priority 3 – counseling, retention, and graduation strategies
- Dec. 5, – Webcast teleconference on Counseling, Retention and Graduation

### Priority 4 – coordination/model projects
- Oct. 12 – Pittsburgh, Pa.
- Oct. 19–21 – Orlando, Fla.
- Nov. 4 – Miami, Fla. (in conjunction with Florida's state association, ASPIRA of Florida, Inc., conference)

### Priority 5 – educational technology
- Oct. 11 – Bar Harbor, Maine
- Oct. 19–21 – Orlando, Fla.
- Dec. 4 – San Juan, P.R.

Online training is available throughout the year. Detailed information is available on the individual training grantees' Web sites.

## KEY DATES

### September
New CCAMPIS grants awarded. Grant period is September 2005–August 2009.

18–22 – Department of Education (ED) TRIO staff presentations at the Council for Opportunity in Education conference, Washington, D.C. Presentations include:

- Site Visits: What to Expect
- New TRIO Personnel: Hear the Word From the Department of Education
- What Gets Measured Gets Done: Performance Measures (PART, GRPA, and Efficiency Measures)
- UB Expansion Initiative
- ED's Annual Performance Report for Talent Search, EOC, McNair

22 – First day of autumn

**SEPTEMBER 2005**

### October
National Stamp Collecting Month

10 – Columbus Day

20 – Baseball Hall of Fame's Mickey Mantle was born, in 1931.

28 – Helen Eugenie Moore Anderson became the first woman to hold the post of U.S. ambassador when she was sworn in by President Harry S. Truman on Oct. 28, 1949. She served as ambassador to Denmark.

**OCTOBER 2005**

### November
2 – American frontiersman, explorer, and militia officer Daniel Boone was born, in 1734.

11 – Veterans Day

24 – Thanksgiving Day
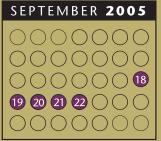
30 – APR due for UB, VUB, TS, EOC, and SSS

**NOVEMBER 2005**

### Mark Your Calendar
Dec. 31 – APR due for UBMS and McNair

> There is nothing like a dream to create the future.
>
> —**Victor Hugo**
> Author

**1 2 TRIO**

**UB / UBMS / VUB** – The UB/VUB APR is due in November; UBMS APR is due in December.

**TS** – Competitions for new grants will be held this fall. The due date for applications has yet to be determined, but it is expected to be prior to Dec. 31, 2005. Watch the TRIO Web site (www.ed.gov/ope/trio) for application availability and due date. The APR is due in November.

**EOC** – Competitions for new grants will be held this winter. The due date for applications has yet to be determined. Watch the TRIO Web site for application availability and due date. The APR is due in November.

**SSS** – The profile report for 1998–99 through 2001–02 was disseminated to project directors and posted on the TRIO Web site in August. The APR is due in November. Program specialist assignments have changed; check the TRIO Web site to verify yours.

**McNair** – The APR is due in December.

**Training** – Competition for new grants will be held in the winter of 2006. Training opportunities for this quarter can be found on the TRIO Web site.

**CCAMPIS** – Over 400 grant applications were read during August. Awards were made in September.

> It's a funny thing about life … if you refuse to accept anything but the very best, you will very often get it.
>
> —**W. Somerset Maugham**
> Novelist, playwright, and short-story writer

# R E S O U R C E S

The Federal Interagency Forum on Child and Family Statistics has released its annual report, *America's Children: Key National Indicators of Well-Being 2005*. This report presents a comprehensive look at critical indicators of child well-being, including statistical indicators of trends in education, health status, social environment, and economic security. To view this report or download a copy, go to **http://childstats.gov/americaschildren**.

The Fulbright program is the largest U.S. international exchange program offering opportunities for international graduate study, advanced research, university teaching, and teaching in elementary and secondary schools worldwide. To be eligible to compete, applicants must hold a B.A.

degree or the equivalent before the start of the grant. Applicants who have not earned a Bachelor of Arts degree or the equivalent but who have extensive professional study, or experience in fields in which they wish to pursue a project, or both study and experience, may be considered. The basic eligibility requirements in the creative and performing arts can also be met by four years of professional study, or experience, or a combination of both.

Each college or university in the nation has a Fulbright program advisor who can coordinate with program directors. Further requirements and detailed program information can be found at **www.fulbrightonline.org/us**.

**DID YOU KNOW?**

In academic year 2002–03, there were 2.5 million full-time, first-time degree- or certificate-seeking undergraduates attending Title IV institutions located in the United States. Of these, more than 1.8 million, or 73.0 percent, received financial aid. See the full report by going to **http://nces.ed.gov/pubsearch**, and entering pub#2005177.

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