

| Table 2:                                             | Annualized Cost to the Federal Government              |                          |                      |                 |                            |             |          |                        |                      |                 |                            |             |           |                                  |
|------------------------------------------------------|--------------------------------------------------------|--------------------------|----------------------|-----------------|----------------------------|-------------|----------|------------------------|----------------------|-----------------|----------------------------|-------------|-----------|----------------------------------|
| Export Service                                       | Collection Activity                                    | Fas Washington Contracts | Staff Hours per Week | Number of Weeks | Number of Offices / Events | Hourly Rate | Total    | Fas Overseas Contracts | Staff Hours per Week | Number of Weeks | Number of Offices / Events | Hourly Rate | Total     | Total Cost to Federal Government |
| U.S. Supplier List                                   | Registration / First Time entry of U.S. Supplier data  |                          | 1.6                  | 52              | 1                          | 18          | \$1,333  |                        | 0.25                 | 52              | 50                         | 25          | \$16,250  | \$17,583                         |
|                                                      | Updating of U.S. Supplier data                         |                          | 8                    | 52              | 1                          | 33          | \$13,750 |                        |                      |                 |                            |             | \$0       | \$13,750                         |
| Foreign Buyer List                                   | Registration / First Time entry of Buyer/Importer data |                          |                      |                 |                            |             | \$0      |                        | 2                    | 12              | 50                         | 25          | \$30,000  | \$30,000                         |
|                                                      | Updating of Buyer/Importer data                        |                          |                      |                 |                            |             | \$0      |                        | 2                    | 52              | 50                         | 25          | \$130,000 | \$130,000                        |
|                                                      | U.S. Company Requesting a List / Fee Payment           |                          | 1.5                  | 52              | 1                          | 18          | \$1,404  |                        |                      |                 |                            |             | \$0       | \$1,404                          |
| Trade Shows (35 Events per year)                     | Performance Measures--on-Site Evaluation               |                          | 3.5                  | 1               | 35                         | 18          | \$2,205  |                        |                      |                 |                            |             | \$0       | \$2,205                          |
| American Café (3 Events per year)                    | Registration / Fee Payment                             |                          | 2                    | 4               | 3                          | 33          | \$792    |                        | 12.5                 | 1               | 10                         | 25          | \$3,125   | \$3,917                          |
|                                                      | Performance Measures--on-Site Evaluation               |                          | 3.5                  | 1               | 10                         | 33          | \$1,155  |                        |                      |                 |                            |             | \$0       | \$1,155                          |
| Export Directory of U.S. Food Distribution Companies | Registration / First Time entry of data                | 0                        | 10                   | 3               | 4                          | 33          | \$3,960  |                        |                      |                 |                            |             | \$0       | \$3,960                          |
|                                                      | Performance Measures-- Participants                    |                          | 25                   | 3               | 1                          | 33          | \$2,475  |                        |                      |                 |                            |             | \$0       | \$2,475                          |
| Madigan Award                                        | Application                                            |                          | 10                   | 5               | 1                          | 33          | \$ 1,650 |                        |                      |                 |                            |             |           |                                  |
| TOTAL                                                |                                                        | 0                        |                      |                 |                            |             | \$28,724 |                        |                      |                 |                            |             | \$179,375 | \$206,449                        |