

that no more than 25 percent of this time constitutes "burden" imposed solely by the Rule (as opposed to the normal business practices of most affected entities apart from the Rule's requirements), the burden subtotal attributable to these basic disclosures is 1,937,500 hours.

The TSR also requires further disclosures before the customer pays for goods or services. Specifically, telemarketers must disclose the total cost of the offered goods or services; all material restrictions; and all material terms and conditions of the seller's refund, cancellation, exchange, or repurchase policies (if a representation about such a policy is a part of the sales offer). If a prize promotion is involved in connection with the sale of goods or services, the telemarketer must also disclose information about the non-purchase entry method for the prize promotion. Staff estimates that these disclosures consume approximately 10 seconds. However, the Rule requires these disclosures only when a call results in a sale. Staff estimates that sales occur in approximately 6 percent to telemarketing calls. Accordingly, the estimated amount of time for these disclosures is 37.5 hours per firm (13,500 calls resulting in a sale $(.06 \times 225,000 \times 10 \text{ seconds})$ or 1.163 million hours for the 31,000 firms choosing marketing methods that require oral disclosures. When it initially published this estimate, the Commission received no comments on this estimate nor had it received related comments in the ensuing Rule review and PRA clearance processes. Again, staff believes the estimate remains reasonable. Based on the assumption that no more than 25 percent of this time constitutes "burden" imposed solely by the Rule, the burden subtotal attributable to these additional disclosures is 290,750 hours.

As noted above, staff estimates that approximately 9,000 telemarketing firms will choose the written disclosure option. Firms electing this option are likely to be those using written advertising materials. Thus, the burden of adding the required disclosures should be minimal. Staff previously estimated that a typical firm will spend approximately 10 hours per year engaged in activities ensuring compliance with this provision of the Rule, for an estimated total burden of 90,000 hours for all 9,000 firms using written disclosure. As was the case regarding the other estimates stated above, when the Commission initially published this estimate, it received no comments on it nor had the Commission received any such comments in the ensuing Rule review and PRA

clearance processes. Staff believes this estimate also remains reasonable. Based on the assumption that no more than 25 percent of this time constitutes "burden" imposed solely by the Rule, residual burden attributable to these written disclosures is 22,500 hours.

Estimated Annual Labor Cost Burden:
\$34,361,000

The estimated labor cost for recordkeeping is \$600,000. Assuming a cumulative burden of 10,000 hours/year to set up compliant recordkeeping systems, and applying to that a skilled labor rate of \$20/hour, start-up costs would approximate \$200,000 yearly for all new telemarketing entities. Staff also estimates that existing industry members require 40,000 hours, cumulatively, to maintain compliance with the TSR's recordkeeping provisions. Applying a clerical cost rate of \$10/hour, cumulative recordkeeping maintenance would cost approximately \$400,000 annually. The estimated labor cost for disclosure is \$33,765,000, based on an estimate of 2,251,000 disclosure burden hours and a wage rate of \$15/hour. Thus total labor cost, rounded to the nearest thousand, is \$34,361,000.

Estimated Annual Non-Labor Cost Burden: \$10,022,000

Total capital and start-up cost: Staff estimates that the capital and start-up costs associated with the TSR's information collection requirements are de minimis. The Rule's recordkeeping requirements mandate that companies maintain records but not in any particular form. While those requirements necessitate that affected entities have a means of storage, industry members should have that already regardless of the Rule. Even if an entity finds it necessary to purchase a storage device, the cost is likely to be minimal, especially when annualized over the item's useful life. The Rule's disclosure requirements require no capital expenditures.

Other non-labor cost: Affecters entities need some storage media such as file folders, computer diskettes, or paper in order to comply with the Rule's recordkeeping requirements. Although staff believes that most affected entities would maintain the required records in the ordinary course of business, staff estimated that the approximately 40,000 industry members affected by the Rule spend an annual amount of \$50 each on office supplies as a result of the Rule's recordkeeping requirements, for a total recordkeeping cost burden of \$2,000,000.

To comply with the Rule's disclosure requirements, telemarketing firms likely

incur additional cost for telephone service, assuming that the firms spend more time on the telephone with customers due to the required disclosures. As further detailed above, staff believes that the burden relating to the required oral disclosures amounts to 8,913.000 hours (7.75 million initial disclosure hours + 1.163 million hours regarding sales). Assuming all calls to customers are long distance, at a commercial calling rate of 6 cents per minute (\$3.60 per hour), affected entities as a whole may incur up to \$32,086,800 in telecommunications cost as a result of the Rule's disclosure requirements. However, as also noted above, staff estimates that only 25 percent of such disclosures constitute "burden." Accordingly, the oral disclosure cost burden, adjusted for this apportionment, is \$8,022,000, rounded to the nearest thousand.

Staff believes that the estimated 9,000 entities choosing to comply with the Rule through written disclosures incur no additional capital or operating expenses as a result of the Rule's requirements because they are likely to provide written information to prospective customers in the ordinary course of business. Adding the required disclosures to that written information likely requires no supplemental expenditures.

Thus, total estimated non-labor cost burden associated with the Rule is \$10,022,000 (\$2,000,000 for recordkeeping + \$8,022,000 for oral disclosures).

Christian S. White,
Acting General Counsel.

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GENERAL ACCOUNTING OFFICE

[Document No. JFMIP-SR-01-01]

Joint Financial Management Improvement Program (JFMIP)—Federal Financial Management System Requirements (FFMSR)

AGENCY: Joint Financial Management Improvement Program (JFMIP)

ACTION: Notice of document availability.

SUMMARY: The JFMIP is seeking public comment on an exposure draft entitled "Benefit System Requirements," dated May 2001. The draft is the first Federal Financial Management System Requirements (FFMSR) document to address standard requirements for Federal agency benefit systems. The document is intended to assist agencies when developing, improving or

evaluating benefit systems. It provides the baseline functionality that benefit systems must have to support agency missions and comply with laws and regulations. When issued in final, the JFMIP Benefit System Requirements document will augment the existing body of FFMSR that define financial system functional requirements which are used in evaluating compliance with the Federal Financial Management Improvement Act (FFMIA) of 1996.

DATES: Comments are due by July 1, 2001.

ADDRESSES: Copies of the exposure draft have been mailed to agency senior financial officials, together with a cover memo listing the questions on which JFMIP is soliciting feedback. The exposure draft and cover memo are available on the JFMIP website: WWW.JFMIP.GOV

Comments should be addressed to JFMIP, 1990 K Street, NW., Suite 430, Washington, DC 20006.

FOR FURTHER INFORMATION: Steven Fisher, (202) 219-0530 or via Internet: fishers@jfmip.gov.

SUPPLEMENTARY INFORMATION: The FFMIA of 1996 mandated that agencies implement and maintain systems that comply substantially with FFMSR, applicable Federal accounting standards, and the U.S. Government Standard General Ledger at the transaction level. The FFMIA statute codified the JFMIP financial system requirements documents as a key benchmark that agency systems must meet to substantially comply with systems requirements provisions under FFMIA. To support the provisions outlined in the FFMIA, the JFMIP is updating obsolete requirements documents and publishing additional requirements documents.

Comments received will be reviewed and the exposure draft will be revised as necessary. Publication of the final requirements will be mailed to agency senior financial officials and will be available on the JFMIP website.

Dated: May 1, 2001.

Steven A. Fisher,

Senior Management Analyst, Joint Financial Management Improvement Program.

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DEPARTMENT OF HEALTH AND HUMAN SERVICES

Office of the Secretary, Assistant Secretary for Planning and Evaluation; Notice Inviting Applications for New Award for Fiscal Year 2001

AGENCY: Office of the Assistant Secretary for Planning and Evaluation (ASPE), HHS.

ACTION: Announcement of the availability of funds and request for applications from states and large counties for cooperative agreements to study the characteristics of persons receiving cash assistance from the Temporary Assistance to Needy Families (TANF) program.

SUMMARY: The Office of the Assistant Secretary for Planning and Evaluation (ASPE) announces the availability of funds and invites applications for cooperative agreements to conduct research into the characteristics of individuals who receive cash assistance from the Temporary Assistance to Needy Families (TANF) program. Approximately four to five states or large counties will receive funding under a cooperative agreement that will enable them to monitor and conduct research into the characteristics of current TANF recipients and their families. Topics relevant to these studies fall into several interrelated categories: (1) Demographic characteristics of the caseload; (2) employment and economic outcomes of the caseload; and (3) barriers to employment. ASPE is particularly interested in assisting state and local efforts to study their TANF recipients' potential barriers and opportunities for obtaining employment and achieving self-sufficiency using survey data analysis enriched with administrative data. Given the nature of the research involved, competition is open only to state agencies that administer TANF programs and to counties with total populations greater than 500,000 that administer TANF programs.

Cooperative Agreements are assistance mechanisms and subject to the same administrative requirements as grants; however, they are different from either a grant or a contract. Cooperative Agreements allow more involvement and collaboration by the government in the affairs of the project compared to a grant, but provide less direction of project activities than a contract. The Terms of Award are in addition to not in lieu of otherwise applicable guidelines and procedures.

CLOSING DATE: The deadline for submission of applications under this announcement is June 18, 2001.

ADDRESSES: Application instructions and forms should be requested from and submitted to: Adrienne Little, Grants Officer, Office of the Assistant Secretary for Planning and Evaluation, Department of Health and Human Services, Room 405F, Hubert H. Humphrey Building, 200 Independence Avenue, SW, Washington, DC 20201. Telephone: (202) 690-8794. Requests for forms and administrative questions will be accepted and responded to up to ten (10) working days prior to the closing date.

Copies of this program announcement and many of the required forms may also be obtained electronically at the ASPE World Wide Web Page: <http://aspe.hhs.gov>. You may fax your request to the attention of the Grants Officer at (202) 690-6518. Applications may not be faxed or submitted electronically.

The printed **Federal Register** notice is the only official program announcement. Although reasonable efforts are taken to assure that the files on the ASPE World Wide Web Page containing electronic copies of this program announcement are accurate and complete, they are provided for information only. The applicant bears sole responsibility to assure that the copy downloaded and/or printed from any other source is accurate and complete.

FOR FURTHER INFORMATION CONTACT: Administrative questions should be directed to the Grants Officer at the address or phone number listed above. Programmatic/technical questions should be directed to Susan Hauan, Office of the Assistant Secretary for Planning and Evaluation, Department of Health and Human Services, Room 404E, Hubert H. Humphrey Building, 200 Independence Avenue, SW, Washington, DC 20201. Telephone: (202) 690-8698. Questions may be faxed to (202) 690-6562 or e-mailed to shauan@osaspe.dhhs.gov.

Part I. Supplemental Information

Legislative Authority

This cooperative agreement is authorized by section 1110 of the Social Security Act (42 U.S.C. 1310) and awards will be made from funds appropriated under the Departments of Labor, Health and Human Services, and Education, and Related Agencies Appropriations Act, 2001, as enacted by section 1000(a)(4) of the Consolidated Appropriations Act, 2001 (Pub. L. 106-554).