

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 3RD QUARTER OF 1986 (863)

Summary for SUB-REGION: UNITED STATES EAST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	18.5	0.0	37.1	0.0	11.31	4054 (Enquiries)
	from Territory	10.7	0.0	19.3	0.0	6.04	2726 (Enquiries)
B. Export Promotion Projects and Events		8.5	0.0	7.3	0.0	2.97	119 (Projects/Events)
C. Other Trade Development Activities		8.5	0.0	6.3	0.0	2.72	
D. Promotional Projects		12.9	0.0	13.4	0.0	5.02	86 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		1.7	0.0	0.7	0.0	0.41	43 (Enquiries)
	from Territory	4.7	0.0	1.6	0.0	1.06	481 (Enquiries)
F. Service to Government	External Affairs	5.2	0.0	2.2	0.0	1.29	141 (Reports)
	OGDs, Provinces, ETC	2.4	0.0	2.3	0.0	0.88	93 (Contacts)
G. Administration	Program Management	14.7	0.0	1.0	0.0	2.42	
	Leave, Professional Dev.	7.1	0.0	7.2	0.0	2.73	
<hr/>							
Total TID Program		94.9	0.0	98.4	0.0	36.85	
H. Other Programs		5.1	0.0	1.7	0.0	1.15	

Canadian Business Visitors: 1123  
Local Business Visitors: 796

Trade Officers: 38  
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS