

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

Summary for POST: Cleveland

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	20.0	0.0	24.0	0.0	1.08	1014 (Enquires)
from Territory	17.3	0.0	18.0	0.0	0.88	698 (Enquires)
B. Export Promotion Projects and Events	11.7	0.0	14.5	0.0	0.64	15 (Projects/Events)
C. Other Trade Development Activities	1.7	0.0	10.5	0.0	0.26	
D. Promotional Projects	9.7	0.0	28.0	0.0	0.85	15 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.7	0.0	0.0	0.0	0.05	4 (Enquiries)
from Territory	6.7	0.0	0.5	0.0	0.21	34 (Enquiries)
F. Service to Government						
External Affairs	4.0	0.0	1.0	0.0	0.14	69 (Reports)
OGDs, Provinces, ETC	5.0	0.0	0.5	0.0	0.16	70 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.30	
Leave, Professional Dev.	7.3	0.0	0.5	0.0	0.23	
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Total TID Program	95.1	0.0	97.5	0.0	4.30	
H. Other Programs	5.0	0.0	2.5	0.0	0.20	

Canadian Business Visitors: 136  
Local Business Visitors: 2056

Trade Officers: 5  
Non-Trade Officers: 0

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

COMMENTS