U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

NEW GPRA Reporting Requirements

For EDDs and Other Grantees of EDA's Non-Infrastructure Programs

December 3, 2020

EDA
U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

Performance measurement at EDA

“Old” vs. “New” Performance Data Collection for Non-infrastructure programs

New Metrics and Data Collection for Non-infrastructure portfolio a.k.a “the new GPRA for non-infrastructure portfolio”

What’s next?!

EDA collects and reports on performance measures in compliance with Government Performance and Results Act of 1993 that, as amended by the GPRA Modernization Act of 2010, establishes requirements for all agencies to collect, analyze and report on their performance.

EDA Performance Goal 1: **Infrastructure** investments that promote private enterprise and job creation in economically distressed communities and regions. (Public Works, Economic Adjustment Assistance (Construction & Revolving Loan Funds*)

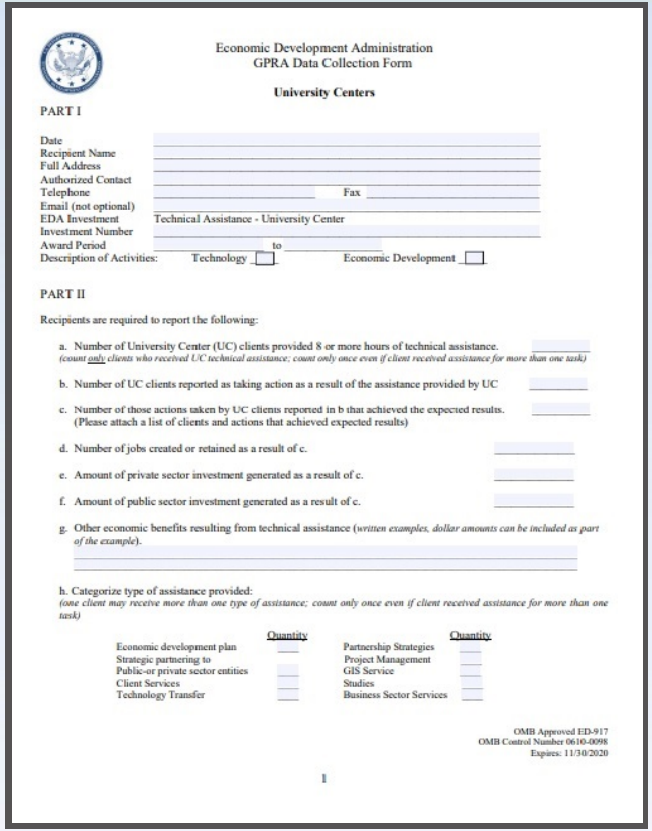
EDA Performance Goal 2: **Non-infrastructure** investments that build *community capacity to achieve and sustain regional competitiveness and economic growth*.

https://www.eda.gov/performance/

*RLFs awarded after 06/2020 will be subject to new non-infrastructure metrics collection under Goal 2.

“Old” Data Collection Forms

- ED-916 GPRA Data Collection Form: Economic Development Districts and Indian Tribes (PDF)
- ED-917 GPRA Data Collection Form: University Centers (PDF)
- ED-918 GPRA Data Collection Form: Trade Adjustment Assistance Centers (PDF)



Economic Development Administration
GPRA Data Collection Form

University Centers

PART I

Date
Recipient Name
Full Address
Authorized Contact
Telephone Fax
Email (not optional)
EDA Investment Technical Assistance - University Center
Investment Number
Award Period to
Description of Activities: Technology ☐ Economic Development ☐

PART II

Recipients are required to report the following:

a. Number of University Center (UC) clients provided 8 or more hours of technical assistance.
(count only clients who received UC technical assistance; count only once even if client received assistance for more than one task)

b. Number of UC clients reported as taking action as a result of the assistance provided by UC

c. Number of those actions taken by UC clients reported in b that achieved the expected results.
(Please attach a list of clients and actions that achieved expected results)

d. Number of jobs created or retained as a result of c.

e. Amount of private sector investment generated as a result of c.

f. Amount of public sector investment generated as a result of c.

g. Other economic benefits resulting from technical assistance (*written examples, dollar amounts can be included as part of the example*).

h. Categorize type of assistance provided:
(one client may receive more than one type of assistance; count only once even if client received assistance for more than one task)

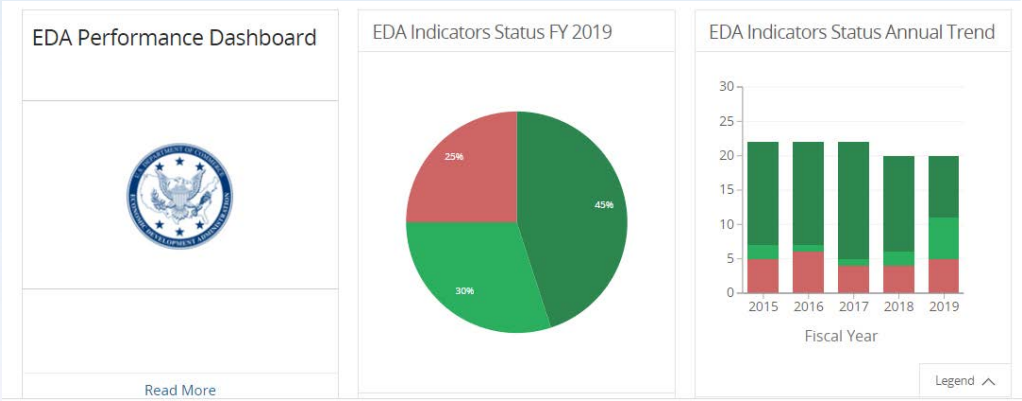
	Quantity		Quantity
Economic development plan		Partnership Strategies	
Strategic partnering to		Project Management	
Public-or private sector entities		GIS Service	
Client Services		Studies	
Technology Transfer		Business Sector Services	

OMB Approved ED-917
OMB Control Number 0610-0098
Expires: 11/30/2020

1

GPRA Data are VERY Important!!

- Congressional Budget Justifications!!!
- DOC Annual Performance Plan/Report
- Data requests from stakeholders: GAO, OMB, Congress!
- Internal analyses/
  Learning Agenda
- Story telling!



Foundations for Evidence-Based Policymaking Act of 2018

"The bill requires agencies to submit annually to the Office of Management and Budget (OMB) and Congress a systematic plan for identifying and addressing policy questions. The plan must include, among other things

- questions for developing evidence to support policymaking;
- data the agency intends to collect, use, or acquire to facilitate the use of evidence in policymaking;
- methods and analytical approaches that may be used to develop evidence to support policymaking; and
- challenges to developing evidence to support policymaking, including any statutory or other restrictions to accessing relevant data…"

https://www.congress.gov/bill/115th-congress/house-bill/4174

Old vs. New

Current (expiring) ED-916, ED-917, ED-918

- **Program-focused** (Partnership Planning, University Centers, and Trade and Adjustment Assistance for Firms)
- **Narrow in scope** (select outputs and outcomes)
- **PDF forms**
- **Annual** data collection

NEW ED-916, ED-917, ED-918

- Apply to **all of EDA's non-infrastructure** programs to accommodate a variety of projects and intended outcomes
- Based on **years** of novel research by leading research institutions and EDA
- **Web-based** instruments (Qualtrics) that allow for flexibility and easier record-keeping
- **Data collection:**

  Semi-Annual (ED-916) during the period of performance (outputs/activities)

  Annual (ED-917 or ED-918) collection for **five** years (outcomes)

Economic Development Logic Model
(non-infrastructure portfolio)

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Initial Conditions

- Economic conditions / business cycle (regional, national, global)
- Industry/cluster conditions, competitiveness & level of definition/ development
- Existing regional networks & innovation ecosystems
- Existing workforce skills & knowledge
- Existing facilities

Inputs

- Portfolio of Programs
- EDA Funding
- Other Funding
- Client/Participant Resources

Outputs
(Program Activities)

- Facilities & Equipment
- Events, Networking & Referrals
- R&D & Commercialization Support
- Financing Support
- Mentoring, Coaching & Training
- Planning & Institutional Development

Capacity Outcomes
(Shorter Term)

- Product, Production Processes & Business Capacities
- Markets & Business Networks
- Innovation, Technology Transfer & Commercialization
- Financing & Investment
- Human Capital & Workforce
- Organizational Capacity

Realized Outcomes
(Longer Term)

Regional-Level:

- *Establishment Growth/Survival*
- *Job Growth*
- *Earnings/Wage Growth*
- *Revenue/Sales Growth*
- *Opportunities/ Equity*
- *Increased share of cluster activity*

The **NEW** ED-916: Semi-annual Questionnaire on Outputs sponsored under an EDA grant

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General Information

Grant Number/Target Beneficiary

Facilities & Equipment:
- Existing & new space & purpose (e.g., maker space/lab);
- Type & value of equipment

Events, Networking Referrals:
- **Type and # of events (showcases/conferences)**
- Focus of events (e.g., workforce development, disaster recovery, GVC)
- Referral type/# of clients

R&D & Commercialization Support
- # Clients assisted w/ technology commercialization or licensing
- # Clients assisted w/ patenting
- # Clients assisted w/coll. agreements
- Type of R & D activities;
- # TAAF recovery plans focused on R&D or commercialization &licensing

Financing Support
- # clients assisted with seed/angel/vc funding
- # clients assisted w/ grant proposals or loan applications
- # clients assisted w/ other types of financial assistance (e.g., contracts)
- # and type of financial assistance appl. by the organization
- # TAAF business recovery plans focused on financing

Mentoring, Coaching & Training
- # training/skill assistance sessions held
- # firms/participants
- **focus of training/skills assistance (e.g., project management, business analytics)**
- role of private sector firms in training
- # bootcamps & accelerators held
- # mentoring/coaching sessions
- type of business assistance provided (e.g, product development or exporting advice)
- # of TAAF business recovery plans to include mentoring/coaching/training

Planning & Institutional Development
-Type of planning/institutional devt. activities (e.g., research, feasibility study, economic impact analysis, etc.)
- **# Outreach events to stakeholders**
- Type of stakeholders
- Type of data tools used
-Consulting or other professional expertise sought.

→ Planning & Institutional Development/CEDS

Capital Challenge Questions

Seed Fund:
- Total target seed fund;
- total amount raised;
- # of fund contributors;
- # of investments in portfolio companies;
-average investment in portfolio companies;
- time horizon for the fund

Angel Network:
- # meetings w/ investors;
- # outreach events;
- #workshops/ networking/bootcamps
- # of participants

The NEW ED-917: Annual Outcomes Questionnaire for the Grantees serving clients

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General Information

EDA Grant Number

Number of beneficiaries/clients served over the past year

Product, Production Processes & Business Capacities:

- # of **new products** introduced by clients into the markets;
- Amount ($) of cost reductions from operational efficiencies;
- Energy and sustainability improvements

Markets & Business networks:

- # of **new customers gained by clients**;
- **# of new professional or business partnerships formed**;
- Type of market strategies developed (e.g., e-commerce, marketing)
- Type of international market strategies developed (e.g., exports, FDI)

Innovation, Technology Transfer & Commercialization:

- # of brought to market/**licensed technologies**;
- # of new patents, copyrights, and trademarks **obtained;**
- # of new patents, copyrights, and trademarks **pending**;
- Optional**: technology readiness levels increase**

Financing & Investment:

- **# of seed stage deals**, angel investments, & early stage venture capital deals ; Sums ($) of the deals reported (USD);
- # of companies **served** that experienced outcomes (e.g., IPO)
- # and **amount of loans, grants, and/or contracts - non-govt.** sources;
- # and amount of grants/contracts/other funding **- government**

Human Capital & Workforce:

- # of clients' employees/stakeholders new skills;
- Type **of new skills required** (e.g., data analytics)
- # of clients' employees/stakeholders receiving certificates/licenses;
- Type of **outcomes from training**/skills assistance
- New hiring activities (contractors, consultants).

Organizational Capacity:

- Type of organizational strategy/planning tools **created by clients** (e.g., post-disaster recovery)
- Type of strategies for building regional economic resilience (e.g., industry diversification)
- # of clients applying for non-govt. grant for econ. devt. & **amount secured**;
- # of clients applying for govt. grant for econ. devt. & **amount secured**;
- Type of projects under the secured funding.

Jobs, Private Investment, Revenue and New Firms Outcomes:

- Private Investment leveraged by clients;
- Changes in operating revenue reported by clients;
- # and characteristics (size & NAICS) of new firms created;
- # of jobs created and/or retained;
- Average wages/income in the reported jobs

Organizational Capacity: CEDS

-CEDS use for strategies for building economic resilience;

- # and amount secured under CEDS-aligned non-govt. & govt. econ. devt. appl.

The **NEW** ED-918: Annual Outcomes Questionnaire

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General Information

EDA Grant Number
Industry focus (NAICS) (if applicable)

Product, Production Processes & Business Capacities:
- # of **new products** introduced into the markets;
- Amount ($) of cost reductions from operational efficiencies;
- Energy and sustainability improvements;
- Improved resilience to disasters.

Markets & business networks:
- **# of new professional or business partnerships formed**;
- Participation in regional cluster;
- Type of international market strategies developed (e.g., exports, FDI)

Innovation, Technology Transfer & Commercialization:
- # of brought to market/**licensed technologies**;
- # of new patents, copyrights, and trademarks **obtained;**
- # of new patents, copyrights, and trademarks **pending**;
- Optional**: technology readiness levels increase**

Financing & Investment:
- # and **amount of loans, grants, and/or contracts - non-govt.** sources;
- # and amount of grants/contracts/other funding **- government**
- Type of govt. funding secured (e.g., Local, Federal, etc.)

Human Capital & Workforce:
- # of stakeholders using new skills;
- Type **of new skills required** (e.g., data analytics)
- # of stakeholders receiving certificates/licenses;
- Type of **outcomes from training**/skills assistance
- New hiring activities (contractors, consultants).

Organizational Capacity:
- Type of organizational strategy/planning tools created by clients (e.g., post-disaster recovery)
- Type of strategies for building regional economic resilience (e.g., industry diversification)
- Collaboration with other entities (e.g., local govt)
- # of applications for non-govt. grant for econ. devt. & amount secured;
- # applications for govt. grant for econ. devt. & amount secured;
- Type of projects under the secured funding.

Jobs, Private Investment Outcomes:
- Private Investment leveraged;
- # of jobs created and/or retained;
- Industry focus of the jobs (if applicable);
- Average wages/income in the reported jobs

Organizational Capacity: CEDS
-CEDS & types of strategies for building economic resilience;
- # and amount secured under CEDS-aligned non-govt. & govt. econ. devt. applications

- *NOT all categories of questions will apply to the outputs or outcomes you expect from your project, so you will be able to bypass any category that is not applicable to your project or skip or select "N/A" in the cases of inapplicable questions.*
- *You may access PDF versions of the questionnaires on our website: www.eda.gov/performance/gpra*
- *The last section of the questionnaires contains a geographic information and narrative section where you can submit a success story or any other information you would like to share about the project.*
- *ALL outcomes you report on should be attributable to the scope of work under the EDA grant.*
- *You can save your responses and return to filling out the questionnaires later.*
- *You can download your responses to keep track of your data!*

What's next?

- Unless directed otherwise by your EDA program officer, if you have received a grant on or after 06/01/20, you will receive your first semi-annual questionnaire some time in early December and your first annual questionnaire around 06/01/21!
- The semi-annual questionnaires will be distributed **only during the period of performance of your grant.**
- The annual questionnaires-for **five years** since the start of the grant
- Visit www.eda.gov/performance/gpra
- E-mail Programevaluation@eda.gov with any questions!

Demos

ED-916 Demo

ED-917 Demo

ED-918 Demo

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Thank You!