CHEMICAL MANUFACTURERS ASSOCIATION

CHEMSTAR BUSINESS COUNCILS

PRELIMINARY FISCAL YEAR 1995/96 BUDGET

CHEMICAL MANUFACTURERS ASSOCIATION
PROGRAM DETAIL
FY 93/94 Actual Results, Approved FY 94/95 Budget, Projected FY 94/95 Results,
Preliminary FY 95/96 Budget

CHEMSTAR - BUSINESS COUNCILS
AMERICAN PLASTICS COUNCIL

PROGRAM DESCRIPTION: The American Plastics Council (APC) provides a forum for product stewardship advocacy and public outreach for resin/monomer producers, SPI/plastic processors, additive manufacturers, and machinery manufacturers, other plastic associations and downstream companies and groups in order to address the environmental, health and safety issues facing the plastics industry today. The mission of the APC is to develop and implement a strategic, industry-supported program for the responsible use, resource recovery (including recycling and energy recovery) and conservation of plastics that addresses recognized public interests and concerns. Communicate the industry's program, including the economic and environmental value and benefits of plastics, to the general public, policymakers and our customers and gain their support for our goals.

Primary Operational & Economic Challenges to the Chemical Industry Include:

- The plastics industry will address society's concerns relative to the environmental, health and safety impacts of its products. Plastic products have many benefits that will help resolve these concerns. The industry's challenge is to provide products that meet society's needs and expectations, demonstrate environmental responsibility, increase public understanding of the advantages of plastics and actively participate in the formulation of public policy relating to these issues. To achieve these goals, the industry must forge new partnerships with customers, industry members, governments and environmental groups.

Standing or Special Committee:

- CHEMSTAR Policy Committee

| PROGRAM RESOURCES AND COSTS: | FY 93/94 Actual Results | Approved FY 94/95 Budget | Projected* FY 94/95 Results | Preliminary* FY 95/96 Budget |
|---|---|---|---|---|
| REVENUE: | | | | |
| • Resin/Monomer Fees | $ 49,244,800 | $ 48,060,100 | $ 48,060,100 | $ 47,400,000 |
| • SPI Fees | 1,140,600 | 1,178,000 | 1,227,500 | 1,227,500 |
| • Investment & Other Income | 330,500 | 275,000 | 360,000 | 325,000 |
| TOTAL REVENUE: | $ 50,715,900 | $ 49,513,100 | $ 49,647,600 | $ 48,952,500 |
| STAFF AND RELATED RESOURCES: | | | | |
| • Administrative Support | $ 170,700 | $ 138,000 | $ 431,400 | $ 537,200 |
| • Meetings & Workshops | 12,000 | 17,000 | 12,000 | 6,000 |
| • General Office Expenses | 12,600 | 7,000 | 3,700 | 3,200 |
| TOTAL STAFF AND RELATED COSTS: | $ 195,300 | $ 162,000 | $ 447,100 | $ 546,400 |
| OUTSIDE PURCHASED RESOURCES; | | | | |
| • Direct Disbursements to SPI | $ 59,000,000 | $ 54,544,000 | $ 50,444,000 | $ 50,444,000 |
| • Other Direct Disbursements | 162,400 | 8,000 | 5,000 | 5,000 |
| TOTAL DIRECT OUTSIDE DISBURSEMENTS: | $ 59,162,400 | $ 54,552,000 | $ 50,449,000 | $ 50,449,000 |
| TOTAL PROGRAM COSTS: | $ 59,357,700 | $ 54,714,000 | $ 50,896,100 | $ 50,995,400 |
| MANAGED SPEND OUT: | $ 0 | $ (600,000) | $ 0 | $ 0 |
| BUDGET REDUCTIONS: | 0 | (3,563,000) | 0 | 0 |
| TOTAL EXPENSE: | $ 59,357,700 | $ 50,551,000 | $ 50,896,100 | $ 50,995,400 |
| CONTRIBUTION TO (Use of) RESERVE: | $ (8,641,800) | $ (1,037,000 | $ (1,248,500) | $ (2,042,900) |
| BEGINNING RESERVE: | 12,036,900 | 2,067,400 | 3,395,100 | 2,146,600 |
| CMA ENDING RESERVE: | $ 3,395,100 | $ 1,029,500 | $ 2,146,600 | $ 103,700 |

*The Financial Information as presented in the Projected FY 1994/95 and Preliminary FY 1995/96 columns represent "rough estimates" at best as the budget process had not at cut-off time for this report achieved its final results. FY 1995/96 simply assumes operation levels comparable with FY 1994/95 projections recognizing that the actual budgeted levels are yet to be determined.

| TOTAL ESTIMATED LOBBYING EXPENDITURES: | | | |
|---|---|---|---|
| STAFF & RELATED: | | $ 0 | $ 0 |
| OUTSIDE PURCHASED SERVICES: | | 5,044,400 | 1,540,200 |
| | TOTAL | $ 5,044,400 | $ 1,540,200 |

CHEMICAL MANUFACTURERS ASSOCIATION
PROGRAM DETAIL
FY 93/94 Actual Results, Approved FY 94/95 Budget, Projected FY 94/95 Results,
Preliminary FY 95/96 Budget

CHEMSTAR - BUSINESS COUNCILS
ATMOSPHERIC RESEARCH COUNCIL

PROGRAM DESCRIPTION: The CHEMSTAR Business Councils provide a mechanism for companies and other associations to pursue research, data gathering, program, and advocacy activities jointly in designated business sector or business function areas. Through coordination with the dues-funded activities of the Association, business councils pursue specialized business interests on a self-supporting basis, in concert with the broad spectrum of chemical industry issues and interests. The Atmospheric Research Council provides a forum to conduct independent scientific research projects on critical issues of atmospheric chemistry and transport of a regional or global nature. The Council would be concerned with identifying and helping to resolve key scientific uncertainties relative to the atmospheric chemistry, physics, and dynamics of our emissions and volatile products and their effects on the global environment.

Industry Positions are being analyzed, developed or advocated regarding:

- The scientific basis for UN-sponsored Intergovernmental Panel on Climate Change reports.
- The scientific basis for proposed protocols to be negotiated under a United Nations Framework Convention on climate change to limit certain emissions.

Primary Operational & Economic Challenges to the Chemical Industry Include:

- Participating in the development of sound science as the basis for effective policies.
- Following US development of a greenhouse gas reduction "action plan" to meet the stated objectives of the United Nations Conference on Environment and Development to stabilize greenhouse gas emissions by the year 2000.
- Following voluntary and nonvoluntary activities aimed at setting national and local targets for greenhouse gas emissions, enacting energy taxes, and increasing energy efficiency standards.
- Encouraging global cooperation in the development of policies that do not result in economic inequities.
- Working through broad business coalitions, while being alert that chemical industry-specific issues may necessitate greater visibility or specific CMA input.

Standing or Special Committee:

- CHEMSTAR Policy Committee

| PROGRAM RESOURCES AND COSTS: | FY 93/94 Actual Results | Approved FY 94/95 Budget | Projected FY 94/95 Results | Preliminary FY 95/96 Budget |
|---|---|---|---|---|
| DIRECT PROGRAM REVENUE: | | | | |
| • Participant Contributions | $ 261,900 | $ 230,000 | $ 251,500 | $ 250,000 |
| • Investment Revenue | 7,100 | 5,100 | 4,500 | 3,000 |
| TOTAL REVENUE: | $ 269,000 | $ 235,100 | $ 256,000 | $ 253,000 |
| STAFF AND RELATED RESOURCES: | | | | |
| • Administrative Support | $ 87,900 | $ 75,100 | $ 94,900 | $ 90,500 |
| • Travel & Staff Training | 900 | 2,000 | 2,000 | 5,000 |
| • Dues, Subscriptions & Publications | 100 | 100 | 1,600 | 2,000 |
| • Meetings & Workshops | 500 | 200 | 1,000 | 2,000 |
| • General Printing, Art & Supplies | 0 | 1,000 | 0 | 0 |
| • Direct Postage, Freight & Delivery | 900 | 600 | 1,000 | 1,000 |
| • Direct Supplies & General Office | 500 | 1,000 | 1,000 | 1,000 |
| TOTAL STAFF & RELATED COSTS: | $ 90,800 | $ 80,000 | $ 101,500 | $ 101,500 |
| OUTSIDE PURCHASED RESOURCES: | | | | |
| • Research | $ 168,500 | $ 165,000 | $ 198,800 | $ 200,000 |
| • Consultation Services | 6,500 | 55,000 | 0 | 0 |
| TOTAL OUTSIDE SERVICES: | $ 175,000 | $ 220,000 | $ 198,800 | $ 200,000 |
| TOTAL PROGRAM COSTS: | $ 265,800 | $ 300,000 | $ 300,300 | $ 301,500 |
| CONTRIBUTION TO (Use of) RESERVE: | $ 3,200 | $ (64,900) | $ (44,300) | $ (48,500) |
| BEGINNING RESERVE: | 100,200 | 64,900 | 103,400 | 59,100 |
| ENDING RESERVE: | $ 103,400 | $ 0 | $ 59,100 | $ 10,600 |

CMA 054524

CHEMICAL MANUFACTURERS ASSOCIATION
PROGRAM DETAIL
FY 93/94 Actual Results, Approved FY 94/95 Budget, Projected FY 94/95 Results,
Preliminary FY 95/96 Budget

CHEMSTAR - BUSINESS COUNCILS
CARRIER ASSESSMENT COUNCIL

PROGRAM DESCRIPTION: The Council will act as a forum to address carrier safety evaluation issues and carrier environmental and regulatory performance issues. The Council may address carriers of all modes, including motor, rail, marine, and air. The Council's efforts may focus on common, contract, and private carriage, which may include customer controlled carriers transporting bulk and package chemicals.

Industry Positions are being analyzed, developed or advocated regarding:

- The facilitation of a carrier qualification process that emphasizes carrier safety fitness and regulatory compliance, and includes regular reviews of carrier performance and compliance.
- A means to provide feedback to carriers on their safety performance and regulatory compliance, including suggestions for improvement.
- Standard audit protocols that can be used to assess carrier safety and regulatory compliance.
- The development of an impartial, equitable and efficient third-party carrier audit system.
- The development of an accreditation process for auditors.

Primary Operational & Economic Challenges to the Chemical Industry Include:

- The Carrier Assessment Council completed its mission at the end of 1994. Work products included highway, barge, container carrier, ISO tank and nonvessel operator evaluation protocols. Implementation of these evaluation protocols will start in January 1995 and will become an activity conducted by the Distribution division of CMA.

Standing or Special Committee:

- CHEMSTAR Policy Committee

| PROGRAM RESOURCES AND COSTS: | FY 93/94 Actual Results | Approved FY 94/95 Budget | Projected FY 94/95 Results |
|---|---|---|---|
| DIRECT PROGRAM REVENUE: | | | |
| • Participant Contributions | $ 5,700 | $ 0 | $ 0 |
| • Investment Revenue | 4,400 | 2,000 | 800 |
| TOTAL REVENUE: | $ 10,100 | $ 2,000 | $ 800 |
| STAFF AND RELATED RESOURCES: | | | |
| • Administrative Support | $ 140,500 | $ 9,300 | $ 50,000 |
| • Travel & Staff Training | 600 | 0 | 0 |
| • Dues, Subscriptions & Publications | 0 | 0 | 0 |
| • Meetings & Workshops | 3,700 | 0 | 0 |
| • General Printing, Art & Supplies | 100 | 0 | 4,000 |
| • Direct Postage, Freight & Delivery | 2,100 | 0 | 1,0000 |
| • Direct Supplies & General Office | 3,800 | 2,000 | 0 |
| TOTAL STAFF & RELATED COSTS: | $ 150,800 | $ 11,300 | $ 65,000 |
| OUTSIDE PURCHASED RESOURCES: | | | |
| • Legal Services | $ 900 | $ 1,000 | $ 0 |
| • Consultation Services | 17,800 | 0 | 0 |
| TOTAL OUTSIDE SERVICES: | $ 18,700 | $ 1,000 | $ 0 |
| TOTAL PROGRAM COSTS: | $ 169,500 | $ 12,300 | $ 65,000 |
| CONTRIBUTION TO (Use of) RESERVE: | $ (159,400) | $ (10,300) | $ (64,200) |
| BEGINNING RESERVE: | 223,600 | 92,300 | 64,200 |
| ENDING RESERVE: | $ 64,200 | $ 82,000 | $ 0 |

CHEMICAL MANUFACTURERS ASSOCIATION
PROGRAM DETAIL
FY 93/94 Actual Results, Approved FY 94/95 Budget, Projected FY 94/95 Results,
Preliminary FY 95/96 Budget

CHEMSTAR - BUSINESS COUNCILS
CHEMICAL DISTRIBUTORS COUNCIL

PROGRAM DESCRIPTION: The CHEMSTAR Business Councils provide a mechanism for companies and other associations to pursue research, data gathering, program, and advocacy activities jointly in designated business sector or business function areas. Through coordination with the dues funded activities of the Association, business councils pursue specialized business interests, on a self-supporting basis, in concert with the broad spectrum of chemical industry issues and interests.

The Chemical Distributors Council was a forum for companies promoting efficiency and good safety practices throughout the chemical distribution industry, and among users of chemical products. The Council was concerned with safety in handling, storage and disposal of chemicals and with improving aspects of business operations during chemical distribution. In 1994 the Council completed its mission and agreed to sunset.

Industry Positions are being analyzed, developed or advocated regarding:

- Implementation of the distribution code of management practice.
- Implementation of the product stewardship code of management practice.
- Safety audits.

Primary Operational & Economic Challenges to the Chemical Industry Include:

- International, federal and state and local controls affecting the distribution of chemicals.

Standing or Special Committee:

- CHEMSTAR Policy Committee

| PROGRAM RESOURCES AND COSTS: | FY 93/94 Actual Results | Approved FY 94/95 Budget | Projected FY 94/95 Results |
|---|---|---|---|
| DIRECT PROGRAM REVENUE: | | | |
| • Participant Contributions | $ 18,000 | $ 12,000 | $ 0 |
| • Investment Revenue | 500 | 200 | 100 |
| TOTAL REVENUE: | $ 18,500 | $ 12,200 | $ 100 |
| STAFF AND RELATED RESOURCES: | | | |
| • Administrative Support | $ 14,700 | $ 9,200 | $ 7,200 |
| • Travel & Staff Training | 800 | 400 | 700 |
| • Meetings & Workshops | 500 | 500 | 300 |
| • General Printing, Art & Supplies | 0 | 2,300 | 2,400 |
| • Direct Postage, Freight & Delivery | 100 | 100 | 100 |
| • Direct Supplies & General Office | 1,600 | 500 | 500 |
| TOTAL STAFF & RELATED COSTS: | $ 17,700 | $ 13,000 | $ 10,800 |
| OUTSIDE PURCHASED RESOURCES: | $ 0 | $ 0 | $ 0 |
| TOTAL PROGRAM COSTS: | $ 17,700 | $ 13,000 | $ 10,800 |
| CONTRIBUTION TO (Use of) RESERVE: | $ 800 | $ (800) | $ (10,700) |
| BEGINNING RESERVE: | 9,900 | 10,200 | 10,700 |
| ENDING RESERVE: | $ 10,700 | $ 9,400 | $ 0 |

CMA 054526

CHEMICAL MANUFACTURERS ASSOCIAITON

COMMENTS ON CHLORINE CHEMISTRY COUNCIL

GENERAL BACKROUND AND COMMENTS:

The Chlorine Chemistry Council (CCC) identifies and responds to health, safety and environmental issues that involve chlorine and chlorine derivatives. The CCC develops and implements a proactive, industry supported program promoting the practice and understanding of responsible stewardship for chlorine and chlorine derivatives. The CCC provides a forum to coordinate the efforts of allied organizations to ensure effective use of resources, avoid duplication of effort, and ensure that adequate resources are available to address priority issues.

CCC GOAL: Promote and achieve policies that will benefit the continuing, responsible uses of chlorine and the products of chlorine chemistry.

CCC OBJECTIVES:

- Stewardship - Demonstrate to policymakers and customer industry's commitment to and practice of responsible risk management in the manufacture, use and release of chlorine and chlorine compounds.
- Science - Promote government's use of sound science in the development of any policies affecting chlorine and chlorine-based products.
- Benefits - Create a conducive climate for the continued use of chlorine by creating a better understanding of chlorine's health and safety benefits to society among customers, policymakers and the public.
- Credibility - Establish CCC as the credible and respected source of information and expertise on chlorine and chlorine-related issues.

CCC STRATEGIES:

- Reframe issue as a public policy debate rather than a health and environmental threat.
- Contribute to scientific knowledge about human and environmental health effects associated with chlorine and chlorinated organics.
- Acknowledge and respond to environmental and health concerns.
- Help industry and its customers manage potential health risks associated with chlorine use and publicly communicate stewardship results.
- Mobilize industry employees, retirees, customers, suppliers and plant communities to communicate economic and benefits messages to key audiences.
- Use third-parties to deliver positive, scientifically-based, credible messages about chlorine.
- Educate key media about the health and safety benefits of chlorine, the need for sound science in the development of government policy and the chlorine industry's practice of responsible stewardship.
- Build coalitions of influentials, organizations and individuals to communicate health and safety benefits of chlorine.
- Communicate in an open, consistent manner about chlorine-related issues with key audiences.
- Promote fair, open and objective decision-making based on all relevant data.
- Evaluate quality, effectiveness and efficiency of CCC's efforts.

CHEMICAL MANUFACTURERS ASSOCIATION

CHLORINE CHEMISTRY COUNCIL

REVENUE AND EXPENSES BY DEPARTMENT & PROGRAM

| | FY 93/94 Actual Results | Approved FY 94/95 Budget | Projected FY 94/95 Results | Proposed FY 95/96 Budget |
|---|---|---|---|---|
| **REVENUE:** | | | | |
| Participant Contribution | $ 3,615,000 | $ 12,644,300 | $ 13,532,000 | $ 14,000,000 |
| Investment Revenue | 12,000 | 60,000 | 212,000 | 230,000 |
| Sale of Material | 3,400 | 0 | 11,200 | 10,500 |
| TOTAL REVENUE: | $ 3,630,400 | $ 12,704,300 | $ 13,755,200 | $ 14,240,500 |
| **EXPENSES BY DEPARTMENT & PROGRAM:** | | | | |
| 30 - MANAGEMENT OFFICE: | | | | |
| Staff & Related Expense | $ 1,322,100 | $ 3,391,400 | $ 2,751,700 | $ 3,528,400 |
| Operating Committee Programs | 0 | 1,890,000 | 1,905,000 | 1,400,000 |
| International Programs | 0 | 300,000 | 225,000 | 430,000 |
| TOTAL: | $ 1,322,100 | $ 5,581,400 | $ 4,881,700 | $ 5,358,400 |
| 31 - SCIENCE & STEWARDSHIP: | | | | |
| Staff & Related Expense | $ 0 | $ 124,000 | $ 121,200 | $ 117,700 |
| Dioxin | 145,200 | 447,000 | 475,000 | 200,000 |
| Naturally Occuring Organochlorine | 0 | 100,000 | 113,000 | 175,000 |
| Research | 91,600 | 673,000 | 1,010,000 | 1,705,000 |
| Human Health Issues | 0 | 400,000 | 300,000 | 500,000 |
| Science Monitoring/Promotion | 287,600 | 565,000 | 630,000 | 150,000 |
| Advisory Boards | 168,700 | 300,000 | 250,000 | 500,000 |
| Partnerships & Coalitions | 0 | 40,000 | 80,000 | 150,000 |
| Stewardship | 0 | 250,000 | 185,000 | 350,000 |
| Advocacy | 0 | 75,000 | 75,000 | 0 |
| TOTAL: | $ 693,100 | $ 2,974,000 | $ 3,239,200 | $ 3,847,700 |
| 32 - COMMUNICATIONS: | | | | |
| Staff & Related Expense | $ 0 | $ 76,000 | $ 85,200 | $ 85,000 |
| Outreach | 429,400 | 1,032,000 | 1,027,500 | 1,530,500 |
| Media Relations | 273,300 | 895,000 | 1,027,000 | 645,000 |
| Public Opinion Research | 59,000 | 238,000 | 255,000 | 170,000 |
| Communication Planning & Strategy | 551,200 | 385,000 | 385,000 | 125,000 |
| C3 Communications Materials | 0 | 0 | 0 | 200,000 |
| TOTAL: | $ 1,312,900 | $ 2,626,000 | $ 2,779,700 | $ 2,755,500 |
| 33 - FEDERAL GOVERNMENT RELATIONS: | | | | |
| Staff & Related Expense | $ 0 | $ 5,000 | $ 7,500 | $ 13,700 |
| Federal Legislative Consulting | 0 | 150,000 | 84,000 | 95,000 |
| Federal Legislative Coalitioning | 29,800 | 100,000 | 10,000 | 100,000 |
| Special Projects | 0 | 0 | 105,000 | 30,000 |
| TOTAL: | $ 29,800 | $ 255,000 | $ 206,500 | $ 238,700 |
| 34 - ECONOMIC ANALYSIS: | | | | |
| Staff & Related Expense | $ 0 | $ 0 | $ 10,700 | $ 10,000 |
| Outreach | 0 | 0 | 155,000 | 100,000 |
| Economic Analysis | 0 | 0 | 95,000 | 100,000 |
| TOTAL: | $ 0 | $ 0 | $ 260,700 | $ 210,000 |
| 35 - GRASSROOTS: | | | | |
| Staff & Related Expense | $ 0 | $ 0 | $ 600 | $ 0 |
| Grassroots | 0 | 800,000 | 800,000 | 650,000 |
| TOTAL: | $ 0 | $ 800,000 | $ 800,600 | $ 650,000 |
| 36 - STATE AFFAIRS: | | | | |
| Staff & Related Expense | $ 0 | $ 79,000 | $ 59,500 | $ 69,700 |
| State Communications Materials | 0 | 50,000 | 50,000 | 50,000 |
| State Legislative Consultants | 0 | 100,000 | 100,000 | 200,000 |
| State Legislative Coalitioning | 33,900 | 25,000 | 25,000 | 25,000 |
| Public Policy Group | 0 | 50,000 | 50,000 | 50,000 |
| State Monitoring | 0 | 125,000 | 125,000 | 125,000 |
| Special Projects | 0 | 100,000 | 100,000 | 100,000 |
| TOTAL: | $ 33,900 | $ 529,000 | $ 509,500 | $ 619,700 |
| 37 - LEGAL: | | | | |
| Staff & Related Expense | $ 0 | $ 4,000 | $ 2,200 | $ 3,200 |
| Outside Legal Services | 34,200 | 75,000 | 278,000 | 160,000 |
| TOTAL: | $ 34,200 | $ 79,000 | $ 280,200 | $ 163,200 |
| TOTAL EXPENSES: | $ 3,426,000 | $ 12,844,400 | $ 12,958,100 | $ 13,843,200 |
| CONTRIBUTION TO (USE OF) RESERVES: | $ 204,400 | $ (140,100) | $ 797,100 | $ 397,300 |

**TOTAL ESTIMATED LOBBYING EXPENDITURES:**

| | Projected FY 94/95 Results | Proposed FY 95/96 Budget |
|---|---|---|
| Staff & Related Expenses: | $ 68,700 | $ 343,600 |
| Outside Purchased Services: | 1,540,100 | 1,289,700 |
| TOTAL: | $ 1,608,800 | $ 1,633,300 |

CMA 054528

CHEMICAL MANUFACTURERS ASSOCIATION
PROGRAM DETAIL
FY 93/94 Actual Results, Approved FY 94/95 Budget, Projected FY 94/95 Results,
Preliminary FY 95/96 Budget

CHEMSTAR - BUSINESS
COUNCILS
TOTAL QUALITY COUNCIL

PROGRAM DESCRIPTION: The CHEMSTAR Business Councils provide a mechanism for companies and other associations to pursue research, data gathering, program, and advocacy activities jointly in designated business sector or business function areas. Through coordination with the dues-funded activities of the Association, business councils pursue specialized business interests on a self-supporting basis, in concert with the broad spectrum of chemical industry issues and interests.

The Total Quality Council provides a forum for advancing the quality culture throughout the chemical industry. The Council identifies and addresses quality management issues of concern and interest to chemical manufacturers. The Council is concerned with quality services and management practices.

Industry Positions are being analyzed, developed or advocated regarding:
- Integration of quality concepts within the chemical industry, including encouraging collaborative programs with supplier industries.
- Challenges to US voluntary standards development and implementation process.
- Recognition by the US Government of the conformity assessment mechanism developed by the private sector.
- Use of the ISO 9000 and Malcolm Baldrige National Quality Award criteria for assessing supplier industries.
- Harmonization of international standards for quality and environmental management with Responsible Care® objectives.

Primary Operational & Economic Challenges to the Chemical Industry Include:
- The growth of universally accepted quality practices and use of a certification process to qualify individual company sites and product lines against those practices.
- The trend toward independent agencies certifying individual operations as conforming to quality management practices.
- The current inappropriate application of quality assurance criteria that best fit operations of other discrete processes or goods to chemical production and management systems.
- The lack of official US Government recognition of the current voluntary standards-setting and implementation process in the US and internationally.
- Future access to European markets for US chemical products in light of quality system registration issues.

Standing or Special Committee:

- CHEMSTAR Policy Committee

| PROGRAM RESOURCES AND COSTS: | FY 93/94 Actual Results | Approved FY 94/95 Budget | Projected FY 94/95 Results | Preliminary FY 95/96 Budget |
|---|---|---|---|---|
| DIRECT PROGRAM REVENUE: | | | | |
| • Participant Contributions | $139,000 | $ 90,000 | $ 99,000 | $129,500 |
| • Investment Revenue | 4,900 | 5,000 | 5,000 | 3,400 |
| • Publication Sales | 19,300 | 54,000 | 12,000 | 10,000 |
| TOTAL REVENUE: | $163,200 | $149,000 | $116,000 | $142,900 |
| STAFF AND RELATED RESOURCES: | | | | |
| • Administrative Support | $102,700 | $ 96,000 | $116,500 | $132,000 |
| • Travel & Staff Training | 2,800 | 500 | 700 | 1,100 |
| • Dues, Subscriptions & Publications | 400 | 500 | 1,300 | 200 |
| • Meetings & Workshops | 3,100 | 4,800 | 6,000 | 5,000 |
| • General Printing, Art & Supplies | 17,100 | 10,000 | 10,300 | 9,000 |
| • Direct Postage, Freight & Delivery | 1,300 | 800 | 500 | 500 |
| • Direct Supplies & General Office | 5,000 | 11,500 | 11,500 | 11,500 |
| TOTAL STAFF & RELATED COSTS: | $132,400 | $124,100 | $146,800 | $159,300 |
| OUTSIDE PURCHASED RESOURCES: | | | | |
| • Legal Services | $ 13,000 | $ 25,000 | $ 25,000 | $ 35,000 |
| • Consultation Services | 11,900 | 10,000 | 10,000 | 10,000 |
| TOTAL OUTSIDE SERVICES: | $ 24,900 | $ 35,000 | $ 35,000 | $ 45,000 |
| TOTAL PROGRAM COSTS: | $157,300 | $159,100 | $181,800 | $204,300 |
| CONTRIBUTION TO (Use of) RESERVE: | $ 5,900 | $(10,100) | $(65,800) | $(61,400) |
| BEGINNING RESERVE: | 121,300 | 114,900 | 127,200 | 61,400 |
| ENDING RESERVE: | $127,200 | $104,800 | $ 61,400 | $ 0 |

CMA 054529