

And if you find that there are one, two, or three very influential people who have developed this sort of business and are very successful, it doesn't have the right sort of connotation.

Are you familiar with this?

Dr. MARTIN. Yes, I am. Very familiar. There are a number of private consulting firms that are cashing in on it. There is no question about it.

I think in this region, though, we have the State universities rendering this service more than we do the private consulting firms.

I may be wrong. I have no documentation. But I do know that the State universities are furnishing consultant help to the local schools, for preparation of projects.

Mr. ERLBORN. Will the decentralization tend to take the emphasis away from this sort of service, because the place where the application is made, and the advice, will be closer to the institutions?

Dr. MARTIN. I think the program in which this is most prevalent is title III of the Elementary and Secondary Act, and I have my man here on that, too. He may want to comment on it. He is more familiar with it than I am, as to the extent in this region of private consulting firms getting into the act of writing projects.

Joe, would you mind?

Mr. PUKACH (Joseph R. Pukach, program management chief). There is only one project that I know of, from Sarasota, Fla., that has engaged Englehart & Englehart to do part of their work, but basically, they don't charge a fee, actually. They write project proposals, hopefully that the project will be approved eventually, and then they get part of the business. But prior to the time, there is no money exchanged between the local district and the private agency, so there is very little of this going on in the Southeast.

Having worked with the Northeast, I found in the New York area this is quite prevalent, probably where more of the agencies get into the picture.

Mrs. GREEN. I would hope that the regional offices could perform this function of providing services and information.

I am a little bit concerned about the statement you make on page 8.

You say this is due in part to the fact that some communities in the South look with disfavor on the Headstart program, also that school systems tend to show a degree of independence when Federal funds are available.

Dr. MARTIN. Perhaps independence is the wrong word to use. This was perhaps written hastily. But by that I meant they have a tendency not to want to cooperate with an outside agency if they are getting Federal funds for a particular purpose. And I don't guess that would be independence. That would be an unwillingness to cooperate, you might say. When they have Federal funds for themselves, they want their program as they design it and planned it.

The first statement, about the unpopularity of the Headstart program in the South, is true. I mean many of the States look with disfavor on it. It is improving from year to year, though, and I think you understand why they look with disfavor upon it.

Mrs. GREEN. In this region you have six States. What is the average expenditure per pupil in elementary and secondary schools?