

activities of the Ocean City Convention Hall. The Division's mission is to attract new industry into Maryland and to encourage expansion of existing firms, and by so doing to widen job opportunities in the State. Additionally, the Division assists Maryland business and industry to resolve problems and to broaden markets for Maryland products through exporting.

The Division also administers the Maryland Industrial Land Act, which assists counties and Baltimore City to acquire and develop industrial land and shell buildings.

Community Economic Inventories and other business and industrial reference and promotional publications are prepared by the Division. It also conducts advertising programs in national and regional publications, which call attention to Maryland's business and industrial advantages and opportunities, tourist attractions, and the State's seafood delicacies (Code 1957, Art. 41, secs. 258-266).

Briefly, the Division operates through the following programs:

#### BUSINESS AND INDUSTRIAL DEVELOPMENT

Jerry McDonald, *Program Director*

1748 Forest Drive  
Annapolis 21401 Telephone: 269-3514

This program provides assistance and advice on plant location and expansion (sites, buildings, labor, taxes, financing, etc.). It also provides information and technical assistance regarding exporting and importing. A European Industrial Development Representative is stationed in Brussels, Belgium.

#### OFFICE OF BUSINESS LIAISON

George W. Hubley, Jr., *Program Director*

1748 Forest Drive  
Annapolis 21401 Telephone: 269-3727

The Office of Business Liaison, which was established in 1972, is Maryland's "businessman's ombudsman" and "hot line" to services, information, and expertise available from State agencies. Its main function is to reduce red tape and time-consuming delays. The Office serves as a central clearinghouse for solving many of the problems of the businessman in his relations with State government. It also provides services designed to find

and expand the export market for the products of Maryland industry.

#### TOURIST DEVELOPMENT

Peter C. Chambliss, *Acting Program Director*

1748 Forest Drive  
Annapolis 21401 Telephone: 269-3517

The Tourist Development program promotes Maryland's scenic, recreational, cultural, and historic attractions. It also provides matching funds to local jurisdictions for tourism purposes.

#### SEAFOOD MARKETING

Gordon P. Hallock, *Program Director*

1748 Forest Drive  
Annapolis 21401 Telephone: 269-3461

Seafood Marketing promotes increased consumption and distribution of Maryland seafood. It seeks more efficient methods or techniques that will reduce cost and improve product quality and marketability, as well as increase employment.

#### MINORITY BUSINESS ENTERPRISE

Henry T. Arrington, *Program Director*

1748 Forest Drive  
Annapolis 21401 Telephone: 269-2682

This program promotes and coordinates plans, programs, and program objectives and operations of State Government that affect or may contribute to the establishment, preservation, and strengthening of Minority Business Enterprise.

#### SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

*Directors:* Dr. Winifred O. Bryson, 1980; Cecil F. Flamer, 1982; Eve R. Grover, 1983; Robbie Page, 1981; Howard Pinckett, 1979.

*Vacancy, Secretary, Department of Economic and Community Development;* William S. James, *State Treasurer*

1748 Forest Drive  
Annapolis 21401 Telephone: 269-3944

The Small Business Development Financing Authority was created in 1978 to make working capital available to businesses owned by minority or disadvantaged individuals to fulfill contracts