

is only just now getting its program under way, the basic themes which will govern its activities and promotional efforts have been established. Primarily, it will stress these five primary advantages which Maryland can offer industry: (1) our strategic location, (2) the diversity in environment which our State can provide industry, (3) the sound and stable tax and financial structure of the State, (4) our history of industrial know-how and good labor-management relations and (5) a way of life that permits both executives and workers to live a relaxed and pleasure-filled existence within our borders.

Let us examine these assets a little further . . . . Maryland has the kind of diverse characteristics that make it appealing to industry. Within its confines are big cities, small towns, suburban communities and open country. There are deepwater sites, inland locations, mountain areas, wide navigable rivers and countless other rivers and streams of all sizes. The labor supply includes workers trained for heavy industry, light industry, agriculture and seafood processing and all manners of white-collar employment. State and local governments have sound and stable tax structures and financial programs. . . .

With these attributes—these advantages—the selling job we have to do should not be too difficult. But it will require intelligent programming and co-ordinated effort. The State Department of Economic Development does not intend to pre-empt the field of industrial development in Maryland. On the contrary, it will rely heavily upon private and public agencies which have done so well in the past in promoting our State. The Association of Commerce here in Baltimore, as an example, has done a splendid job in promoting the many opportunities for industry and business in this great metropolitan area. The same can be said of chambers of commerce and other organizations in many parts of the State.

Public utilities such as are represented here tonight have their own organizations and own programs of industrial development. What our State agency hopes to do is to complement the activities of these private and public agencies. Our goal, a common one, is clearly defined. Maryland has been, and will continue to be, a place where industry, trade and agriculture can prosper, as well as a pleasant place in which to live and travel.

To safeguard its future, we must work together to nurture all of its great assets and resources.