

Maryland was one of the few states which did not have an economic development agency. I felt this lack very keenly. On the one hand, I was aware of the increasing activity by our neighboring states to attract industry. On the other hand, I found that we, in Maryland, were getting inquiries from businesses interested in establishing themselves in the State. And yet we had no organized clearing house of information which could provide our prospects with the accurate information and the advisory services needed to guide them to the advantages of doing business in Maryland. In fact, I shudder when I think that because even one letter may have gone astray or because another may have been too slow in answering, could conceivably have resulted in Maryland's failure to attract a new payroll running into millions of dollars

The Economic Development Department has been in existence only a few short months. During this period it not only recruited a competent and effective staff, but it also put together an impressive list of accomplishments. Just the other day, as a matter of fact, a member of the staff of the Ohio State Development Department came to Annapolis to see what we were doing. Even though Ohio has had a development department longer than we have, this man said he had come to Maryland because our Department was nationally recognized as outstanding, in spite of the short time we had been in business.

In that connection, I would like to list some of our accomplishments for you, because I take what I believe is a pardonable pride in the manner in which this extremely new agency has taken hold, and the number of ways in which it has already made a vital contribution to the welfare of our State. First, let me state the accomplishments of the Economic Development Department in dollars-and-cents-terms. Since it set itself up as the clearing house and reference center for inquiries about industrial possibilities coming into the State, the Department has played a vital role in the establishment of at least two new industries. These alone will provide the State with a great many new jobs and new payrolls amounting to millions of dollars annually. Moreover, the Department has handled about 50 really significant industrial inquiries in its short existence, and many of these represent very great potential investments for the future. Fundamentally, however, the primary function of the Economic Development Commission is to act as a catalyst between the inquiring concern and the locality where it wishes eventually to settle. In many cases a business will go directly to a town in which it is interested. In such a case the Economic Development Department's facilities are available to that community