

for any service it desires. In other circumstances an industry will first contact the Department of Economic Development and ask the Department to recommend a number of communities in the State which seem to have the facilities and atmosphere desired by the industry. Often the firm desires that its interest remain undisclosed until it has had an opportunity to survey the various suggested localities.

However, after the industry indicates that it wants to make contact with the people of the community, it is then up to the town and its businessmen and other officials to clinch the deal. That is why—in the final analysis—the real credit for the acquisition of any industry within the State belongs to the community where that business eventually locates. This is a truth which our Economic Development Department fully recognizes.

In order to successfully service the firms that make inquiries about Maryland, the Department of Economic Development needs to have a competent research division, which is able to come up quickly with detailed and factual replies to the prospect's questions. We are quite pleased with our Research Division, and we have been fortunate to acquire the services of experts in a number of special fields. In the few short months the Department has been in business the new staff has had to answer questions ranging from such diverse matters as water analyses, to the price of stewing hens, to providing a synopsis of certain courses offered by institutions of higher learning in and around the city of Frederick.

Incidentally, the Business and Industrial Development Division of the Department informs me that it has furnished information about Frederick to nine prospects. Five of these prospects have subsequently sent representatives to Frederick. All but one has asked to be put in contact with the Chamber of Commerce and this one has indicated that it may take this step soon.

In addition to filling its key staff assignments and recruiting other personnel—which now number more than 20—the Department of Economic Development has engaged in a number of special projects which are important to the economic welfare of the State as a whole Another major project engaged in by the Department of Economic Development was the Appalachian Governors' Conference, held in Annapolis last May 20th. This Conference was held at my instigation, because I felt that many of the problems besetting the western counties of Maryland were part of the larger problems of the entire Appalachian area. It was my feeling that if all of the states with a portion of their territory