

Let me summarize some of its accomplishments: Since January 1, 1960, the Department of Economic Development has played a primary or secondary role in attracting eight new manufacturing plants to Maryland. In so doing, it has created 2,000 new jobs, representing new payrolls of \$7,000,000 annually. The capital investment of these plants exceeds \$6,800,000. Secondary jobs, of a professional and service nature, created by this increased employment and investment will probably total 1,500, with additional payrolls of more than \$4,500,000 annually. Now, these figures may not seem too impressive when compared with the overall statistics on employment, investment and annual payroll. But I would point out that our economic development program is new, in fact, is just beginning to produce results. In this connection, I would point out that Maryland was the last of 50 states to staff and organize an agency for economic development.

Currently, the Department is working on ten prospective out-of-state industrial investors, with reasonable expectations of success in bringing at least some of them here. One of them I think I may say, is a manufacturer with a major nationwide reputation. It is the largest single employer with which the Agency has worked. It plans to build a \$4 million plant, employing within the next few years, 1,000 persons. Quite naturally, we are using all of our resources of persuasion to obtain this plant and all the others which are searching for a location.

The impact of these new industries, particularly upon a smaller community suffering from economic adversity of one kind or another, can be tremendous. For example, the story was told to me the other day that a new small industry, establishing itself in one of our small cities, brought in 26 executives with their families. In a single day, they purchased 26 houses. The entire community, you may be assured, felt this. Let us think a bit about travel and tourism, which I think we all must confess has been until recently a much neglected field of endeavor in our State.

Now, Americans are, as we know, by far the most travel-minded people in the world. The American Automobile Association reported recently that we are spending \$25 billion annually for vacation travels in this country. Tourism, thus, is by any reckoning one of the major industries of the United States. It is estimated that tourism generates more income than the combined receipts of agriculture, seafood and forestry industries. The American Automobile Association estimated that a couple traveling modestly spends \$29 a day. And so, by attracting only 250,000 out-of-state tourists a year, our State stands to gain \$7¼ million dollars of business. Since November 1, 1960, the Department of Economic Development has printed approximately ¾ million pieces of