

ing, small business development, permit acquisition, and energy. It also counsels and assists with productivity improvement, labor-management relations, advocacy in State and local government, and technical training. It offers export promotion and other services to the Maryland business community.

OFFICE OF INDUSTRIAL TRAINING

Ray Adcock, *Director*

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The Maryland Industrial Training Program (MITP) was transferred on September 30, 1980 from the State Department of Education to the Office of Business Liaison (OBL) to enhance the growth and development of programs for new and expanding industry locating in Maryland. The starting up of a new industry locating in the State and the expansion of an existing industry require a trained workforce for the company to become productive. The Maryland Industrial Training Program provides a tailored program designed to help recruit, select, and train personnel according to a company's needs and specifications. The Training Program is an inducement to encourage plant location in the State.

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

Directors: Frank B. Coakley, 1984; W. Howard Pinckett, 1984; James F. DeCarlo, Jr., 1985; Robbie Page, 1986; Leonard Blackshear, 1987; Cecil E. Flamer, 1987.

James O. Roberson, *Secretary of Economic and Community Development*; William S. James, *State Treasurer*

Stanley W. Tucker, *Executive Director*

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The Maryland Small Business Development Financing Authority was created in 1978 to make working capital available to businesses owned by minority or disadvantaged individuals (Chapter 879, Acts of 1978). Until 1982, assistance was aimed solely at helping minority firms fulfill contracts awarded by any level of government. Under the original program, eligible firms must first show an inability to obtain working capital through private or commercial sources.

In 1982, the General Assembly enabled the Authority to expand its program. By Chapter 734, Acts of 1982, the Authority may offer loan guarantees and, in some cases, subsidize interest costs of working capital loans from private lending institutions to minority-owned firms. The guarantees are backed by a \$2.5 million special revolving fund created by the General Assembly. The new loan guarantee program does not limit the use of loan proceeds to work on government contracts. Loans are made at the prevailing market rate. Recipient firms, historically small in size and brief in experience, are usually considered "high risk" businesses by the private lender.

The Maryland Small Business Development Financing Authority is governed by five appointed directors, in addition to the Secretary of the Department of Economic and Community Development and either the State Treasurer or Comptroller (Code Financial Institutions Article, secs. 13-201 through 13-234).

MARYLAND INDUSTRIAL DEVELOPMENT FINANCING AUTHORITY (MIDFA)

Chairperson: James C. Johnson, 1983

Vice-Chairperson: Patricia B. Bissell, 1984

Ex officio members: James O. Roberson, *Secretary of Economic and Community Development*; William S. James, *State Treasurer*

Appointed members: Richard N. Dixon, 1984; William J. Detweiler, 1985; E. Kirkbridge Miller, 1986; John S. Lalley, 1987; Thomas H. Mullaney, 1987.

Oliver H. Fulton, *Executive Director and Secretary*

John G. Fitzpatrick, *Associate Director and Assistant Secretary*

Judith S. Waranch, *Assistant Attorney General—Counsel*

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The Maryland Industrial Development Financing Authority (MIDFA) was created by the General Assembly of 1965 to help the finance business enterprises seeking to locate or expand their operations in Maryland (Chapter 714, Acts of 1965). MIDFA consists of a nine-member Authority, seven of whom are appointed by the Secretary of Economic and Community Development