

## **DIVISION OF BUSINESS DEVELOPMENT**

Michael S. Lofton, *Assistant Secretary*

45 Calvert St.  
Annapolis 21401 Telephone: 974-3514  
Business Assistance Center: 1-800-OK GREEN  
(Relocation to Baltimore planned Nov. 1987).

The Division of Business Development creates and implements an aggressive marketing program to solicit new economic activity for the State. The Office advises and assists business and industry on plant location and expansion, with particular expertise in such matters as sites, buildings, labor, industrial training, taxes, and financing. To encourage capital investment in Maryland by foreign corporations, the Office also operates international satellite offices in Brussels and Tokyo.

Within the Division, the Maryland Business Assistance Center (MBAC) informs business and industry about State programs and services. The Center provides the business community with a direct point of contact with State government and offers professional help for companies seeking to expand in Maryland. Central to this effort is a toll-free telephone line (1-800-OK-GREEN). The Center also serves as an advocate for business in dealing with government-related issues and problems.

## **OFFICE OF INTERNATIONAL TRADE**

Harold Zassenhaus, *Director*

World Trade Center, Suite 752  
401 E. Pratt St.  
Baltimore 21202 Telephone: 333-4295

The Office of International Trade was created in 1985 to promote the development of international trade activities and opportunities for the citizens of the State of Maryland (Chapter 119, Acts of 1985). To accomplish that end, the Office strives to increase the public's awareness of international trade opportunities, provides technical assistance to businesses interested in developing overseas markets, and helps businesses that are currently exporting to increase their sales to existing markets or to develop new ones. The Office works with other State agencies, local economic development offices, universities, federal and quasi-federal agencies, and trade associations to expand the international trade assistance available to the Maryland business community.

Specific activities of the Office include conducting an outreach program to firms with export potential, and providing in-depth counseling and market information tailored to the particular needs of each firm. The Office develops publications to increase knowledge about international trade techniques and about the services available to facilitate international trade. The Office publishes a monthly newsletter to advise Maryland businesses of market trends and to inform businesses about international marketing seminars concerning policies and programs affecting international commerce that are offered by the Office and by federal, non-profit, and private organizations.

The Office organizes overseas trade missions, trade fairs, and promotional events with the cooperation of the federal government, local governments, and trade organizations, and assists Maryland businesses to participate in these events. It also supports foreign buyer missions and sister-state relationships. The Office sponsors seminars and conferences, including a series of quarterly seminars on export strategies, methods of payment and finance, documentation, and federal export controls. The Office also assists Maryland businesses to obtain export-related financing through the Maryland Industrial Development Financing Authority (MIDFA) (Code 1957, Art. 41A, sec. 2-107).

## **STATE TRADE POLICY COUNCIL**

*Chairperson:* Melvin A. Steinberg, *Lieutenant Governor*

Horace T. Alston, 1987; William I. King, 1987; Richard H. White, 1987; Peggy Chaplin, 1988; Ernest L. Murphy, 1988; Tagi Sagafi-Nejad, 1988; William F. Ward, Jr., 1988; Daniel R. Baker, 1989; William J. Detweiler, 1989; W. Griffin Morrel, Jr., 1989; Roland Darcey, 1990; Stuart Greenberg, 1990; Parris N. Glendenning, 1991; Donald G. Hammen, 1991.

*Ex officio:* Wayne A. Cawley, Jr., *Secretary of Agriculture*; J. Randall Evans, *Secretary of Economic and Employment Development*; Richard H. Trainor, *Secretary of Transportation*; John S. Toll, *President, University of Maryland*; LoRee P. Silloway, *U.S. Dept. of Commerce*; John A. Pica, Jr., *State Senate*; Tyras S. Athey, *House of Delegates*.

World Trade Center, Suite 752  
401 E. Pratt St.  
Baltimore 21202 Telephone: 333-4295