

opment. In 1995, it was renamed Division of Marketing. By attracting new and expanding businesses, the Division helps create jobs and improve the State's economy. The Division assists domestic and international firms in finding attractive locations in Maryland and works to maintain an environment where business thrives.

Within the Division of Marketing are four offices: Business and Economic Research; Business Development; Industry Sector Assistance; and International Business.

OFFICE OF BUSINESS & ECONOMIC RESEARCH

Pradeep Ganguly, Ph.D., *Director*
(410) 767-6398

The Office of Business and Economic Research conducts in-depth research on business and economic development issues for the Department and other State government agencies. It also provides information for businesses seeking to locate or expand in Maryland. The Office analyzes savings realized in enterprise zones; compares tax structures in states; and provides information about State, property and income taxes, and regulatory costs.

The Office also oversees the *State Enterprise Zone Program*. The Program helps local governments promote economic development in their areas, or zones. To encourage businesses to locate, expand, or remain within the zone, local governments grant property tax credits. Tax credits also become incentives for businesses to create jobs. Certified new and existing businesses are eligible for local property tax credits equal to 80 percent of the additional tax assessed for improvements for five years; thereafter, smaller credits are given for an additional five years.

BUSINESS RESEARCH GROUP

Allen G. Smeltz, *Manager*
(410) 767-6442

The Business Research Group provides analyses, information, and studies on business development projects.

ECONOMIC RESEARCH GROUP

Massoud Ahmadi, *Manager*
(410) 767-6441

The Economic Research Group provides in-depth analyses of issues having implications for Maryland's business and commerce.

OFFICE OF BUSINESS DEVELOPMENT

Mary A. Burkholder, *Director*
(410) 767-6740

The Office of Business Development originated in 1991 as National Business Development. It was renamed the Business Development Group in 1992

and resumed its earlier name in 1994. In 1995, it was renamed Office of Business Development.

The Office conducts marketing campaigns in this country and abroad to encourage the location and development of new business in Maryland. It provides information to corporations about the economic resources of the State, including raw materials, power and water resources, transportation facilities, markets, labor, banking and financing options, industrial sites, and incentives offered by the State.

Under the Office are two programs: Business Location Assistance; and National Trade Shows and Missions.

BUSINESS LOCATION ASSISTANCE

Gary P. Ventry, *Manager*
(410) 767-6657

Created in 1991, as the Business Location Group, Business Location Assistance assists businesses interested in Maryland. It advises them on the best place to locate their business and the financial, technical and training resources available to them.

NATIONAL TRADE SHOWS & MISSIONS

Robert W. McGlotten, *Manager*
(410) 767-6795

National Trade Shows and Missions conducts a national marketing campaign to attract new economic activity to Maryland. With a special events coordinating team, the office seeks to gain recognition for Maryland among individuals, organizations, and corporations which might relocate. It works to convey the State's pro-business environment and generate business leads.

OFFICE OF INDUSTRY SECTOR ASSISTANCE

John J. Hamilton, *Interim Director*
(410) 767-6980

The Office of Industry Sector Assistance promotes the growth of businesses in targeted industry sectors, such as technology, manufacturing, distribution, health care, professional services, environment, and nonprofit organizations. For business, it provides access to resources. The Office also keeps the Department informed about these industry sectors.

OFFICE OF INTERNATIONAL BUSINESS

James L. Hughes, *Director*

217 East Redwood St.
Baltimore, MD 21202—3316 (410) 333-8180
fax: (410) 333-8200

The Office of International Business started as the Office of International Trade in 1985. It was reformed as the Maryland International Division in 1988 by the Department and in 1994 by statute (Chapter 257, Acts of 1994). In 1995, the Division