

[Title 7. Maryland International Division.]

SUBTITLE 3. OFFICE OF INTERNATIONAL TRADE.

[7-101.] 3-301.

(a) There is [a Maryland International Division] AN OFFICE OF INTERNATIONAL TRADE within the Department to promote the development of international trade activities and opportunities for the citizens of this State.

(b) In furtherance of the purpose set forth in subsection (a) of this section, the [Division] OFFICE shall:

(1) Encourage Maryland businesses to increase international trade activities, with special emphasis on exports, by:

(i) Providing informational and consultative services on the international trade process including, but not limited to, market research and selection, marketing techniques and risks, foreign trade laws and regulations, and the availability of private or public financing;

(ii) Developing publications to facilitate the exchange of product and services information between Maryland businesses and foreign businesses;

(iii) In cooperation with local government and the private sector, initiating and organizing trade missions to and from foreign countries and participation in trade fairs;

(iv) Establishing an outreach program to small and medium sized businesses with export potential that provides counseling and that utilizes experienced private sector exporters and other qualified individuals;

(v) Assisting, where appropriate, in obtaining export related financing through the Maryland Industrial Development Financing Authority and other federal, local, or private programs; and

(vi) Channeling trade leads and providing a list of prescreened foreign intermediaries;

(2) Encourage and facilitate the participation by Maryland businesses in barter and counter trade transactions and joint venture transactions, where appropriate, by:

(i) Providing informational and consultative services on, but not limited to, the necessary components, laws, and regulations involved in these transactions;

(ii) Facilitating the commercial relationship between the Maryland business and counterpart foreign business involved in these transactions; and

(iii) Providing, in cooperation with the private sector, a listing of potential barter and joint venture opportunities;