

(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;

(3) Coordinate its programs with the Departments of Agriculture, Environment, and Transportation, the University System of Maryland, and other appropriate federal, State, local, and private agencies and organizations;

[(4) Assume lead agency status with respect to the maintenance and development of sister-state relationships;]

[(5)](4) Encourage and facilitate regional efforts to develop local and regional international trade programs and expertise, consistent with State efforts, through technical assistance and use of matching grants to public or private regional entities;

[(6)](5) Participate, where appropriate, and in conjunction with other units of the Department, the Department of Transportation, and any other State agencies or departments, in Maryland overseas offices to provide informational and marketing services to support international trade efforts of the Office;