

keting seminars on policies and programs affecting international commerce. Seminars and conferences sponsored by the Office include a series of quarterly seminars on export strategies, methods of payment and finance, documentation, and federal export controls.

With the cooperation of the federal government, local governments, and trade organizations, the Office organizes overseas trade missions, trade fairs, and promotional events and encourages Maryland businesses to participate in these events. It also supports foreign buyer missions and sister-state relationships. Additionally, the Office helps Maryland businesses to obtain export-related financing through the Maryland Industrial Development Financing Authority (MIDFA) (Code 1957, Art. 83A, sec. 2-107).

STATE TRADE POLICY COUNCIL

Chairperson:

Melvin A. Steinberg, *Lieutenant Governor*

Appointed by Governor: Daniel R. Baker, 1989; William J. Detweiler, 1989; W. Griffin Morrel, Jr., 1989; Richard H. White, 1989; Roland Darcey, 1990; Stuart Greenberg, 1990; Parris N. Glendening, 1991; Donald G. Hammen, 1991; *four vacancies.*

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

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Baltimore, MD 21202 333-4295

Established in 1985, the State Trade Policy Council advises the Governor and General Assembly on the State's role in international commerce (Chapter 119, Acts of 1985). The Council recommends programs or strategies to enhance Maryland's international trade.

State and local programs designed to promote or assist international trade are evaluated by the Council, which also assesses and recommends changes in federal trade programs. The Council fosters coordination and communication between public entities and the private sector engaged in international trade. Annually, it sponsors a conference on international trade.

The Council consists of twenty-five members. Eighteen are appointed to four-year terms by the Governor. They represent local government, the business community, agriculture, labor, international trade professionals, and the public. Seven

serve as ex officio voting members. They include the Secretaries of Agriculture, Economic and Employment Development, and Transportation; the Chancellor of the University of Maryland System; a representative of the Baltimore office of the U.S. Department of Commerce; and two members of the General Assembly, one nominated by the Senate President and one by the House Speaker. A member of the Governor's Cabinet is designated to serve as chairperson (Code 1957, Art. 83A, sec. 2-108).

SISTER STATES PROGRAM

Contact: Harold R. Zassenhaus

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The Sister States Program is based on special formal agreements between Maryland and states or provinces in other countries to stimulate the exchange of trade and of cultural, educational and scientific information. Maryland presently has three sister states: Nord Pas de Calais in France, Kanagawa Prefecture in Japan, and Anhui Province in the People's Republic of China.

OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

Thomas Buser, *Manager*

World Trade Center, Suite 752
401 E. Pratt St.
Baltimore, MD 21202 333-8195

Formed by the Department in 1988, the Office of International Business Development works with international businesses considering investment in Maryland.

FINANCING PROGRAMS

Shirley Diamond, *Assistant Secretary*

217 E. Redwood St.
Baltimore, MD 21202 333-6932

The Assistant Secretary for Financing Programs is responsible for six programs: Maryland Industrial and Commercial Redevelopment Fund; Maryland Industrial Land Act Program; Maryland Industrial Development Financing Authority; Maryland Small Business Development Financing Authority; Day Care Financing Program; and the Community Development Block Grant/Economic Development Program.