
**MARYLAND INTERNATIONAL
DIVISION**

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Established in 1988, the Maryland International Division directs and coordinates State efforts to promote international business development. Its goal is to expand job and income opportunities through international trade, commerce, and reverse investment programs.

The Division helps Maryland firms sell their products and services in the international marketplace. The Division also encourages foreign companies to locate new international business enterprises in Maryland and to retain or expand such enterprises here. State international marketing activities are coordinated and implemented by the Division under the authority of the Governor and the Governor's International Cabinet. The Division also coordinates its work with federal, State and local agencies. Within the Division are the Offices of International Trade, Developing Markets, Foreign Investment, and Marketing and Operations, as well as the Maryland Sisters Program.

PRIVATE SECTOR ADVISORY COUNCIL

Warren R. Hartenstine, *Chairperson*, 1993
(410) 333-8180

The Private Sector Advisory Council was formed in 1989 (Chapter 483, Acts of 1989). The Council advises the Governor, the Governor's International Cabinet, and the General Assembly on policies that concern the State's role in international trade, commerce, tourism, direct foreign investment, and related international activities. Between public agencies and the private sector involved in international activities, the Council fosters coordination and communication. The Council also evaluates federal, State and local programs designed to promote or assist international activities.

The Governor appoints the Council's nineteen members to four-year terms (Code 1957, Art. 83A, sec. 2-108).

OFFICE OF INTERNATIONAL TRADE

Andrew Gordon, *Director*
(410) 333-3105

The Office of International Trade was created in 1985 to promote international trade opportunities and activities for the citizens of Maryland (Chapter 119, Acts of 1985). The Office provides leads and market information to Maryland businesses seeking

foreign markets for their products and services. The Office also helps export businesses retain and expand existing markets. With other State agencies, local economic development offices, universities, federal and quasi-federal agencies, and trade associations, the Office works to provide international assistance to the Maryland business community. For firms with export potential, the Office provides an outreach program of in-depth counseling and market information tailored to the particular needs of each firm.

With the cooperation of local and federal governments, trade organizations, and industry associations, the Office organizes Maryland representation at international trade fairs and promotional events to support Maryland's presence in the international marketplace. The Office coordinates its work with other offices of the Maryland International Division and with the Trade Finance Program of the Maryland Industrial Development Financing Authority (MIDFA) (Code 1957, Art. 83A, sec. 2-107).

OFFICE OF DEVELOPING MARKETS

Robert E. MacDonald, *Director*
(410) 333-8195

The Office of Developing Markets was formed by the Department in 1988 as the Office of International Business Development and was reorganized under its present name in 1992. The Office identifies opportunities for Maryland firms in countries that are increasing their economic activity or making the transition to a free-market business structure. Office initiatives include the Maryland Eastern European People's Program, the Minority-Owned Business Liaison, and the Americas Partnership.

OFFICE OF FOREIGN INVESTMENT

James Belch, *Director*
(410) 333-3106

In 1992, the Office of Foreign Investment was organized by the Department to encourage foreign businesses to locate and invest in Maryland. In cooperation with the Division of Business Development, the Office offers expertise to foreign interests regarding available sites, building specifications, labor availability, industrial training programs, taxes, and financing.

OFFICE OF MARKETING & OPERATIONS

Kathleen Bond, *Director*
(410) 333-8184

The Office of Marketing and Operations was established by the Department in 1992 to market and promote the State of Maryland and the activities of the Maryland International Division. Designed to gain positive exposure for the State's international activities, Office marketing and com-