



The Maryland Port Administration

PRESS RELEASE

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PORT ADMINISTRATION SIGNS AGREEMENT WITH FRENCH PORT OF CALAIS

Memorandum of Understanding Benefits Information Sharing Between Two Ports

(BALTIMORE, MD) --- The Maryland Port Administration (MPA) and the French Port of Calais signed a Memorandum of Understanding (MOU) today that establishes a formal cooperation between the two ports aimed at increasing maritime business opportunities for both entities. The MOU was signed by MPA Director of Marketing Richard Powers and Port of Calais Vice President Antoine Ravisse.

"We look forward to utilizing this agreement as a way to generate new cargo opportunities and to share best practices with the Port of Calais," said Mr. Powers. "Calais has a wonderful history that dates back centuries. Today it is one of the largest ports in France and handles some of the same commodities as the Port of Baltimore."

Under the MOU, the MPA and Port of Calais may elect to undertake joint marketing efforts to generate new shipping business, share data that may be helpful in forecasting future trade flows, and exchange information on training programs.

We look forward to developing mutually beneficial business opportunities as part of our newly signed agreement with the Maryland Port Administration," said Mr. Ravisse. "We believe there are some good opportunities for further cooperation with Port of Baltimore, especially with the cargo commodities we both have in common which include roll on/roll off equipment, autos, and cruises. Our goal is a good exchange of information that can benefit both parties."

The MPA has similar agreements with other international ports including Adani Ports (India); Nagoya (Japan); Gdynia (Poland); Genoa (Italy); Sokhna (Egypt); Tallin (Estonia) and Cotonou (Africa).

The Port of Baltimore is ranked as the top port among 360 U.S. ports for handling autos, farm and construction machinery, imported forest products, imported sugar, imported aluminum and imported gypsum. Baltimore ranks second in the U.S. for exported coal, and imported iron ore. Overall Baltimore is ranked ninth for the total dollar value of international cargo and 11th for international cargo tonnage.

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Port Administration Signs Agreement with French Port of Calais

Business at the Port of Baltimore generates about 14,630 direct jobs, while about 108,000 jobs in Maryland are linked to port activities. The Port is responsible for \$3 billion in personal wages and salary and more than \$300 million in state and local taxes.

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