

Maryland Port Commission
Open Session Minutes
April 2, 2024

The Four Hundred and Sixth Session of the Maryland Port Commission was called to order at 9:00 a.m. by Secretary of Transportation Paul J. Wiedefeld. The Commission met in Open Session from 9:00 a.m. until 9:40 a.m. in the Stanton Room, 20th floor, World Trade Center, 401 E. Pratt Street, Baltimore, MD 21202.

Present: Secretary Wiedefeld, Commissioners Barber, Dandy, McDonald, Richardson, Roberts and Webb, and Commerce Secretary Kevin Anderson (*ex-officio*).

Staff: Samantha Biddle (MDOT Deputy Secretary), Jonathan Daniels (Executive Director), Brian Miller (Deputy Executive Director, Operations and Logistics), Robert Munroe (Deputy Executive Director, Administration and Environment), Philip Whaling (Assistant Attorney General and Principal Counsel), Richard Scher (Director of Communications), Dominic Scurti (Director of Planning), Ryan Barry (Director of Operations), Darren Swift (Chief of Innovative Reuse Strategies and Partnership, Office of Harbor Development), Steve Johnson (Director of Engineering), Richard Powers (Director of Business Development), Bradley Smith (Director of Maritime Commercial Management & Strategic Initiatives), Mary Kay Radford (Executive Finance Manager), William Richardson (Director of the Environment), John Boden (Director of Human Resources), John Arnold (Director of Internal Audits), Margie Koppelman (Procurement Supervisor, Services/IT/Commodities), Mark Riesett (Procurement Supervisor, Construction/AE), Jayson Knott (Maryland Department of Commerce Senior Director, Office of Business Development), and Krystal Jones (Executive Office).

Minutes of the Four Hundred and Fifth Closed Session and Open Session Meeting

Commissioner Roberts moved to approve the Closed Session and Open Session Minutes of the Four Hundred and Fifth Port Commission meeting. Commissioner Barber seconded the motion. The Commission then voted unanimously to approve the Closed and Open Session Minutes.

Executive Director's Update, Jonathan Daniels, Executive Director

MPA Executive Director Jonathan Daniels provided an update on recent activities at the Port of Baltimore. Mr. Daniels held an introductory in-person “meet and greet” meeting with Port stakeholders earlier in March. The meeting was collaborative, and participants were engaged as he set forth his vision for the Port of Baltimore. Mr. Daniels and the stakeholders had the opportunity to learn about each other and they discussed the importance of having such meetings on a quarterly basis.

One week later, he held a stakeholder meeting with the Port of Baltimore stakeholder community to discuss the response to the March 26 collapse of the Francis Scott Key Bridge. Mr. Daniels discussed with the stakeholders the response efforts being conducted by the Key Bridge Response Unified Command, the multi-agency group led by the U.S. Coast Guard and U.S.

Army Corps of Engineers. Mr. Daniels discussed with the stakeholders the priorities of the response and the process going forward. He provided information on resources available for displaced workers, and businesses and entities impacted by the Key Bridge collapse.

The Key Bridge collapse will result in the diversion of cargo to other ports and to Tradepoint Atlantic, as efforts are made to restore the shipping channel. Vigorous efforts are being made to reopen the channel with everyone involved demonstrating a high-level of cooperation.

Mr. Daniels reported that MPA staff will be attending the Seatrade Cruise Global conference in Miami next week and will meet with cruise lines to promote the benefits and value of cruising out of Baltimore.

Maryland Department of Commerce Secretary, Kevin Anderson

Commerce Secretary Kevin Anderson, an ex-officio member of the Maryland Port Commission, stated that the Governor is being briefed on the economic and financial impacts of the Key Bridge incident. Secretary Anderson thanked Mr. Daniels for his leadership and for his great work with the State. He commented that the various entities involved in the response are responding well.

Secretary Anderson stated that the U.S. Small Business Administration made a disaster declaration in response to the Key Bridge collapse. The SBA has opened “recovery centers” to assist small businesses economically impacted by the Key Bridge collapse. The Maryland Department of Labor will also be involved in assisting those impacted. The State’s goal is to ensure the capacity and the continued growth of the Port and to be supportive to those impacted by the incident.

Secretary Wiedefeld highlighted the critical effort to recover the six construction workers lost in the bridge collapse and the loss suffered by their families. As the response moves to salvage, restoring Port operations and addressing the economic impacts, the Lt. Governor is leading the intergovernmental economic response team to address the issues and needs of the Port and its entire ecosystem. The response team has been actively communicating with businesses about immediate and future needs. The goal is to restore the Port to normal operations and provide care and guidance to the entire ecosystem of the Port.

Cargo Statistics/Economic Impact, Dominic Scurti, Director of Planning

Mr. Scurti presented an update on the Port’s economic impact based on the 2023 Study on the Economic Impact of the Port of Baltimore conducted by Martin Associates. The previous study was completed in 2017. From 2017 to 2023, total foreign cargo tonnage increased from 38.2 million tons to 52.3 million tons, and the value of the total foreign cargo increased from \$54.0 billion to \$80.8 billion. Important changes since 2017 include the development of Tradepoint Atlantic at Sparrows Point and the opening of the LNG Export Terminal at Cove Point in 2018.

POB Economic Impact – Employment Analysis

Port activity generates 51,365 jobs in Maryland. The 20,193 direct jobs include cargo handling workers (ILA), and workers at trucking companies, terminal operators, U.S. Customs and Border

Protection, U.S. Coast Guard, freight forwarders, pilots, ocean carriers and railroads. There are 23,950 induced jobs which are jobs in business that cater to the individuals holding direct jobs, such as grocery stores, retail outlets, restaurants, transportation services, local government services, schools, and hospitals. There are 7,223 indirect jobs supported by the employers of direct jobs. Finally, there are approximately 222,310 other jobs in Maryland that are directly related to activities at the Port. In total, there are over 273,675 jobs linked to the Port of Baltimore.

Most direct jobs are held by individuals who reside in the central Maryland region, including Baltimore City, Baltimore County, Anne Arundel County, Harford County and Howard County. Most direct jobs are with truckers, shippers/consignees, longshoremen, government, terminal operators, warehouse employers, maritime services, railroads, and freight forwarders.

The study also breaks down direct jobs by commodity with most direct jobs stemming from work with containers, followed by automobiles, roll-on/roll-off cargo (ro/ro), forest products (breakbulk), cruise, other breakbulk cargo, and coal.

POB Economic Impact – Value Analysis

The overall economic impact of the Port of Baltimore to the state of Maryland is \$70.3 billion. The Port of Baltimore generates revenue in the State of Maryland including \$5.3 billion in personal wages and salaries, \$3.9 billion in business revenues, and \$647 million in state, county and municipal tax revenues. The overall value of the Port of Baltimore to the United States is \$101.2 billion.

The study also analyzed the value of commodities within the Port of Baltimore by total revenue dollars and by tonnage. Containers generated \$1.516 billion in total revenues; automobiles generated \$425 million in total revenues, while roll-on/roll-off cargo generated \$87 million, forest products (breakbulk) generated \$96 million, other breakbulk cargo generated \$158 million, cruise business generated \$71 million, coal (dry bulk) generated \$641 million, other dry bulk generated \$250 million and liquid bulk cargo generated \$244 million in total revenues. Automobiles, containers and breakbulk cargo generated the most revenue per ton.

Contracts for Approval, John Thornton, General Manager, Procurement

John Thornton, General Manager of Procurement, presented the following contracts to the Maryland Port Commission for approval:

1. Contract #224006-S – Shuttle Bus Services at South Locust Point Cruise Terminal, Dream Management, Inc., Baltimore, Maryland; \$298,468. Term: July 1, 2024 – June 30, 2027 (Three Years with Two (2) One-Year Renewal Options).

After discussion, a motion to approve Contract #224006-S was made by Commissioner Dandy, seconded by Commissioner Sandy, and approved unanimously by the Commission.

2. Contract #522030R – Shed 201 B Roof Replacement at Dundalk Marine Terminal, Ruff Roofers, LLC, Baltimore, Maryland; \$5,826,390. Term: 420 Workdays.

After discussion, a motion to approve Contract #522030R was made by Commissioner McDonald, seconded by Commissioner Richardson, and approved unanimously by the Commission.

Adjournment

There being no further business, a motion to adjourn was made by Commissioner McDonald and seconded by Commissioner Richardson. The motion carried unanimously. The meeting adjourned at 9:40 a.m.