



# Memorandum of Understanding

between the

**Maryland Port Administration**

and the

**Opal Coast Chamber of Commerce and Industry**

**W**HEREAS, the organizations mentioned here above (hereinafter referred to collectively as the “Parties”) agree to enter into this Memorandum of Understanding (hereinafter referred to as the “MOU”) in consideration of the recitals and mutual promises contained herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree to make public their commitment to join with one another in promoting and facilitating those mutual interests that the organizations share.

The Parties have therefore agreed to the following non-binding terms of cooperation with the intent to strengthen relations in respective attempts to promote economic growth and development. In recognition of the growing business relations between the region of Calais and the State of Maryland, the Parties hereby confirm their intent to make common cause, expand bilateral relations and increase mutual cooperation towards the following objectives, as resources allow:

## Objectives

- To encourage, support and expand business cooperation in the following specific areas of common interest:
  1. Port-related shipping and transport activities, to wit:
    - \* Marketing – Parties may elect to undertake joint marketing efforts to generate new shipping business opportunities for the Port of Calais and the Port of Baltimore; especially in the automotive and wind energy sectors
    - \* Data Interchange – Parties may elect to share data that may be helpful in

forecasting future trade flows, developing marketing strategies and obtaining additional knowledge about specific trade lanes between the Port of Calais and the Port of Baltimore;

- \* Modernization and Improvements – The Parties may elect to share information on Port Modernization / Improvement efforts undertaken, and share best practices information on such projects;

## 2. Tourism (sightseeing, cruise).

- To actively pursue and facilitate the export and import of goods and services to and from Maryland and northeastern Europe;
- To promote economic growth and development via enhanced interorganizational communications and exchange of market intelligence and ‘how-to-do-business’ information;
- To maintain periodic contact to discuss and review current activities and jointly plan future activities, and
- To offer assistance for visiting officials and businesspersons to identify specific trade and partnering opportunities.

## **General Provisions & Term**

- This MOU becomes effective upon signature by the Parties and shall remain in force for an initial period of three (3) years;
- Notwithstanding the foregoing, this MOU may be terminated at any time by either Party with or without cause via written notification of intent to terminate;
- This MOU may be renewed by written consent to a term extension between the Parties;
- In the absence of any consent to an extension of the term, this MOU will be deemed to have expired at the end of its term;
- This MOU will not preclude either Party from entering into similar arrangements with any other party;
- Amendments to this MOU must be made and consented to in writing by both Parties;
- Information may be shared with each respective business community with the exception of information that has been marked as “not for dissemination” or with similar wording and/or by verbal request, provided, however, that this MOU is subject to each of the Parties’ applicable laws and regulations, including but not limited to the Maryland Public Information Act, which

governs disclosure of records in the custody of the Maryland Department of Business and Economic Development; and


- The Parties will not assume any legal obligation under this MOU and will act in good faith in implementing the terms described herein.

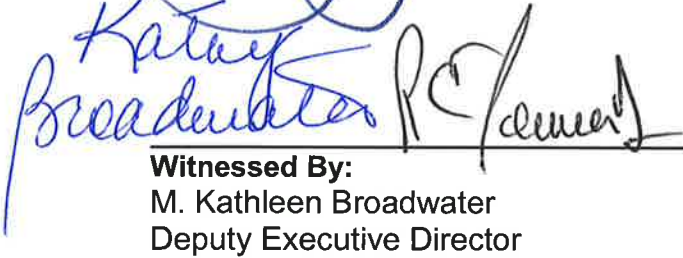
**S**IGNED this, Thursday 31<sup>st</sup> of October 2013 by:


**For the Maryland Port Administration**

**For the Opal Coast Chamber of Commerce and Industry**

  
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James J. White – Executive Director

  
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Jean-Marc PUISSESSEAU, President

  
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**Witnessed By:**  
M. Kathleen Broadwater  
Deputy Executive Director

  
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**Witnessed By:**  
Antoine RAVISSE, Vice-President