



The Maryland Port Administration

PRESS RELEASE

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MARYLAND PORT ADMINISTRATION NAMES NEW DIRECTOR AND DEPUTY DIRECTOR OF BUSINESS DEVELOPMENT

(BALTIMORE, MD) – The Maryland Port Administration (MPA) has promoted Nick Porter as director and Jeff Gutowski as deputy director of its Business Development department which connects opportunities and develops successful logistical solutions for its customers at the Helen Delich Bentley Port of Baltimore. MPA's Business Development team markets and recruits new business focused on the MPA's targeted cargo commodities: autos, breakbulk, containers, cruise, forest products and roll on/roll off high and heavy equipment.

"Nick and Jeff are uniquely qualified to keep the MPA laser focused on adapting to the global trade challenges and changes that are impacting our industry," said MPA Deputy Executive Director for Commercial Development Matt Wypyski. "Although we had a very good year in 2025, it's critical that to stay ahead of our competition we need to be creative and innovative in the approach of business development. Both Nick and Jeff bring strong customer service skills, experience in our industry, and an understanding of the direction the MPA needs to go to continue to perform at a high level."

Mr. Porter joined the MPA in 2017 after a long logistics management career working for companies such as UPS and Sam's Club. Since becoming a member of the Business Development team nine years ago, his focus has been on the Port of Baltimore's container accounts. Working closely with the MPA's container partner, Ports America Chesapeake, Mr. Porter has played a significant role in Baltimore's rise as a national container port, culminating last year with a record year for twenty-foot equivalent units. He has also worked closely over the past two years preparing the Port of Baltimore for the beginning of double-stacked containers on rail when the CSX Howard Street Tunnel Project concludes this spring.

Mr. Gutowski joined the Business Development department in 2025 after 11 years in the MPA's Operations department managing quality operations and overseeing its industry-renowned quality team. As part of his duties, he also oversaw rail operations and worked closely with Baltimore's rail partners, CSX and Norfolk Southern. Since his arrival in Business Development, Mr. Gutowski has played a key role in helping to manage the Port's roll on/roll off high and heavy equipment business. Last year, Baltimore finished first among all U.S. ports and handled the most farm and construction machinery in the nation. Prior to his arrival at the MPA, Mr. Gutowski managed vessel and terminal operations for Rukert Terminals, a private terminal within the Port of Baltimore.

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Maryland Port Administration Names New Director and Deputy Director for Business Development

Governor Wes Moore | MDOT Secretary Kathryn Thomson | MPA Executive Director Jonathan Daniels

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The Port of Baltimore handled approximately 50 million tons of cargo in 2025, it's second-best year ever. Baltimore also set new records last year for the number of shipping containers in and out of its Seagirt container terminal and for the number of ship calls into its terminals. The Port handled more roll on/roll off farm and construction equipment and imported forest products than any other U.S. port, while finishing second among all ports for autos, imported gypsum, salt, and sugar, as well for exported coal.

Overall Baltimore ranked 10th among U.S. ports for foreign cargo value and 11th for total tonnage. The Port generates more than 20,300 direct jobs, with nearly 273,000 jobs in Maryland connected to the Port of Baltimore.

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