

>> Ladies and gentlemen, please welcome to the podium, the Honorable Wes Moore governor of the state of Maryland.

>> Good afternoon, everybody. Good afternoon. Good

>> Afternoon.

>> It is great to be with y'all today. I am thrilled, thrilled, thrilled to have a chance to be here. And, and first I want to give a huge, huge shout out to our leader, our president, and the chair of the Export Import Bank of the United States. Reta. Joe, I just wanna say Madam Chair, Madam Chair, we are so grateful for you. We're grateful for your leadership and thankful for your friendship. And I was just laughing and saying, anytime an invite comes from her, the answer's always yes. And I wanna make sure I keep that going forever. And also, can I please give a shout out to all of our Marylanders who are in the house today? You see, he, we here in Maryland, we roll deep, deep, we roll deep in Maryland. And, and I always say, I I, I always break the world up into two different people. It it's Marylanders and soon to be Marylanders because even folks who aren't from Maryland, as soon as you get exposed to us, you never wanna leave. There is something special about this state. There's something special about its people. There's something special about this moment. And when we say with a very loud voice, this is gonna be Maryland's decade, we mean that. And so to, To all the Marylanders, I just wanna say it is great to be with you and to, to all the people who will be soon moving to Maryland. I'm excited to be your governor as well. But you know, but I, I think the thing that is really beautiful about this gathering is, is this is what it means to come to the work with the, with the same mindset that we all might come from different backgrounds, we all might come from different lanes. We all might come, might come from, from different industries. I mean, in this room here, I know we've got representatives from the private sector, both large and small entities. I know we have nonprofit leaders, I know we have faith leaders. I wanna give a shout out to Bishop Watley as well of the fastest growing church in this country over at Kingdom, That we have governmental leaders, that we have fantastic ambassadors, that we have leaders all throughout. But the thing is, no matter what the background is, no matter where it is that we come from, the thing that we know, that we share and the bond that we share is that we are truly coming with the same mindset. We're coming with the same mindset that says things like we are going to be able to work together to explore new innovations and new pathways like AI and cyber. And we're gonna be unapologetic about it when it comes to our belief that we can grow industries and also while you're growing industries, reduce wealth gaps because you can create economic momentum that can see everybody and not just some that we know. We're coming with the same mindset that says we are going to support our entrepreneurs, all of our entrepreneurs, and especially many of those entrepreneurs who historically have been left behind the entrepreneurs like our entrepreneurs of color. And we are going to, in this moment say that we can and we will close the racial wealth gap for once and for all, both in Maryland and around the country. And it's a basic mindset that says this, that when we choose to work together, when we choose to actually have business models that support and promote business growth, both for communities and in communities, that that can be the very thing that's going to create economic prosperity and economic pathways for all of us. And so I wanna talk a little bit about why that mindset matters and why each and every one of your engagement and your involvement in creating that mindset, why it matters so much. Because we can, and we will have a unique opportunity to be able to create an economy that works for everybody. Now I'm saying that not just because it sounds interesting, I'm saying it because frankly, it's the only thing that I know because I'm, I'm standing in front of you as probably the most improbable governor in this country, right? There's nothing frankly about my background or anything that says yes, that you're set out to be that elected official or anybody's governor because I'm still standing here as a person who was raised by an immigrant single mom and a woman who raised three children on her own and did not get her first job that gave her benefits until I was 14 years old. And by the way, this is a woman, a woman who went on to Ernie Master's degree. And I bring that up for this reason because a woman who went on an earning master's

degree that it still took so long for her to be able to get a job that gave her benefits. When we're talking about things like equitable pay between men and women, or equitable pay between people of color and non, this is not an academic exercise to me. I've lived it, I've seen it firsthand. And I understand there are consequences to us having policies that do not have intentionality at its core that I'm a person who standing here knowing that I had handcuffs in my wrist by the time I was 11 years old. So when we're talking about how are we creating, creating communities where people feel seen and welcomed, and when we can make second chances mean something, it's not because it sounds interesting because it's been my foundation and I'm a person who first joined the army when I was 17 years old. You know, I say I was, I was actually too young to sign the paperwork when I first joined the army. My mother had to sign the paperwork for me. But as our, as Madam Ambassador, as you know, after, after my teenage years, my mother would sign whatever paperwork the army put in front of her. Because we understand what it means to then have to come up through a society that's knowing that oftentimes we have families and communities and our entrepreneurs who ended up becoming the consequences of policies instead of the makers of them entrepreneurs who had to break free from barriers that we make it intentionally and oftentimes far too difficult for ideas to turn into growing enterprises for hopes and aspirations to become into accretive and capital business ways for us to be able to employ and grow and thrive and be able to set a standard not just for our families, but also for all of our neighbors. And so I stand here as frankly the beneficiary of a pretty improbable journey. But also I stand here as the 63rd governor of my state to say that now becomes a time when we have a chance to move intentionally to do right, that I know that I'm not standing here because of destiny, that I'm not standing here because of necessity, but that I'm here because there are people who are willing to lift me up on their shoulders. That there are people who would allow me to see higher because I was standing on their shoulders. That there are people who were willing to hold my dreams up long enough to wait for my shoulders to become broad enough then now I no longer need their help. I can hold my dreams up on my own, but I couldn't always, and I needed them to help support that. And the truth is, I know in this room I'm not alone because that's all of your stories. All of your stories manifest from an idea that there were people in your lives who saw something in you before you saw it in yourself. That for each and every one of us, we are standing here as a manifestation of a dream that there were people who were willing to put in the work because they were simply fighting for the hope of us. And now that we are in these seats, now that we are in this space, they just have a simple husk as you're going about your work, don't forget that, that we do have a unique chance to be able to shape and remake a destiny that those who came before us, that they actually hoped for, and those who come after us that they actually deserve. And I'm proud of the fact that our state is full of them. Our state is full of people who are the realizations of a dream. And I'm talking about people like the entrepreneur over in Frederick, which by the way is in, for those who don't yet know Maryland in western Maryland, an entrepreneur, Frederick, who was given the opportunity to start and build a business and now built a multimillion dollar company thanks to EXIM. I'm talking about the researchers and the scientists over in Gaithersburg. For those who don't yet know Maryland, it's kinda like the DC suburbs. Actually DC is like the Gaithersburg suburb and the entrepreneur who got their pharmaceutical company off the ground thanks to EXIM. I'm talking about the team of mining exporters over in Baltimore County who have come the world's largest producers of raw materials used for fiberglass and cement. Thanks to EXIM, you help to realize dreams, you help to give hope, you help to understand that in the words of the good book, that we can have faith. But faith without work is dead. So it takes the work. And that's exactly what you all continue to provide because you continue to stick up for those who need and deserve a champion because their success is gonna matter to each and every one of us. You protect the entrepreneur who just like me, just needed somebody to believe in them and give them the opportunity to work to make you proud. And the truth is, it's not just the right thing to do, it's actually the financially smart thing to do. And the reason why this work matters so much, I think about just last year alone, last year alone, Maryland exported a record \$18 billion of goods to the world Maryland. Maryland makes the world takes and I'm okay with that 'cause they're

good purchasers and exports from our state support an estimated 544,000 jobs. Maryland is imperative to our larger national economy, to our, to our larger national supply chain and to our larger national aspirations. And in Maryland, we do not just appreciate your partnership. We need your partnership because with your partnership, we believe deeply we can't lose. But we also believe deeply that without the partnership and without

us working in concert, we can't win. And so I can tell you right now, and I speak on behalf of six and a half million people, we're not just grateful. We wanna make sure that our partnership continues to increase. We also know the partnership is not just important in good times, partnership is important in bad times too. It's not just important in our opportunities, it's important in our challenges. You know, and there's one thing I've learned about this job now being the governor for for now 17 months is when my phone rings in the middle of the night, I'm never about to get good news. Good news always waits until the morning. It's the bad news that awakens you. It's the news that can't wait. And I got one of those phone calls about nine weeks ago, went at 2 0 2 in the morning, my chief of staff called me and he said, gov, I'm sorry to wake you. He said, but the key bridge is gone. And again, it's two o'clock in the morning, so I'm still getting my wits about me. So I said, I'm sorry, which key bridge? And he said, the key bridge, the bridge that has stood watch over Baltimore for as long as I've been alive. The bridge that was constant, the bridge that I know my mom and my sisters and I crossed over when we were moving back down to Maryland because she had just gotten a job that I spoke about earlier. And we were moving to a place of hope and opportunity and it was the key bridge that helped to welcome us and immediately got word and got a better understanding of what exactly was happening. That at that moment we had a ship that was the size of three football fields the size of the Eiffel Tower. That was the weight of the Washington Monument. When people say, well, how big was this ship? Here's an understanding, it's a container ship. So it held these containers that moved from port to port. Each one of those containers weighed around one and a half to two and a half tons. Each container when they're empty, that ship had 4,000 containers on it. That's the size of this ship that was now stuck in the middle of the Patapsco River with four to 5,000 tons of steel sitting on top of it. The remainder of that 1.7 mile span bridge that was not sitting on top of the ship was now mangled at the bottom of the river. And there were six Marylanders unaccounted for that. At that moment, we immediately began to mobilize assets and the remarkable members of the Maryland Transportation Authority Police who stopped traffic on that bridge. And let's be clear, when people say how many lives did they save, the answer is countless because it wasn't just the lives that they kept from being on that bridge when it collapsed 180 feet into frigid dark waters. Were also talking about the amount of lies that they kept from going over the bridge, even after the bridge collapsed, because remember it was two o'clock in the morning, cars were coming 65 miles an hour. They would not have even known that the bridge was gone. They would've kept on driving until it was too late mobilizing the members of the state police, who then we literally had divers in the water within an hour working to save lives, mobilizing air assets, to try to put light down, to try to support those who needed help, mobilizing with local and federal agencies to try to understand both what was going on, but also what were we going to do to be able to support the tens of thousands of workers who were going to wake up in a few hours and realize that their jobs were gone. And I think about that moment in this way, when people said what was required and what was necessary in order to get the state rebounded, what was required and what was necessary to make sure that all four directives that we laid out that morning, the first was that we needed to provide comfort and closure to the six families who lost loved ones, that we needed to reopen the federal channel and get that federal channel reopened. Because the Port of Baltimore is not just important. It is a necessity to our American economy. Two thirds of the American economy moves off of the port of Baltimore. It's the largest port in this country for everything from new cars and heavy trucks to agricultural equipment, to spices, to sugars, to coal. You cannot have a vibrant economy when one of its lead arteries is now shut down the third in making sure that we can support all those who've been directly impacted. And that includes the first responders, that includes the port workers and their families. And the fourth that we've gotta rebuild the keybridge. And

so when people said what exactly was necessary required in order for us to be able to move forward, what was necessary, required to make sure that we could return to those families, their loved ones so they could have the closure that they needed, what exactly what was required to make sure that in a way, when we were told that this thing would take multiple months in order to get the federal channel cleared, they said they could take. I remember having conversations with our reports director who said, people were telling him it could take a year. Well, I am proud to say that in days we are gonna have the federal channel reopened and something that people will said would take almost a year. We've got it done in weeks, what was required to make sure that we would leave no one behind. And the answer was one word, partnership. Working together with a common goal and a common objective. Making sure that all people are not just seen but supported. Making sure that we're working and we're being coordinated, making sure that we're being over communicative and making sure that we're focused on leaving no one behind. Part of the beauty of what I just brought up there about the dolly and the recovery effort is it's exactly how you all think about this work. That there's a necessity in us being nailed to work together because partnership produces progress and nothing else ever will. Nothing else is gonna give us the sustainable progress that we need. And frankly, that those who are relying on us that they actually require you all are the ones who help keep the spirit of partnership alive and well in this country and beyond. And so the fact that your work makes our economy more competitive, the fact that your work makes our economy more resilient, the fact that your work makes our country better, I know it all fundamentally comes down to one thing and it's the only thing that's gonna matter. It's partnership and the ability to be able to work together for a common goal. Or as we learned in the military mission first, people always, if we keep that in mind, it's not just that we're gonna be just fine, it's that we're going to thrive. And so I'm grateful for this invitation to be with you today. I'm grateful for this invitation to speak and I want to end with an invitation of my own. I want you to come to Maryland, I want you to, I want you all to be part of history. I want you to make your history here. I want you to realize that Maryland is the best place in the world to change the world. And I want you to realize that it is Maryland's time as long as we're working together. And so now that you're here, I wanna say, come sit down with me. Come sit down with my team. Let's have a conversation about how we can work together. Let's have a conversation about how we can strengthen our economy. Let's have a conversation about how we can be the best place for you to be able to achieve your dreams. Let's have a conversation about how this can be the place for all of your employees to be able to live and raise families and stay and retire and build and be proud. Let's have a conversation about how we want our destiny interlinked with yours and how we want your destiny interlinked with ours. And there's an old African proverb that says, if you want to go fast, go alone. If you want to go far, go together. Well, I'm add something to that. If you want to go fast and you want to go far, come to Maryland because, because here in Maryland we're saying you can have it all and you don't have to choose. So thank you. God bless you all. Keep building, keep growing and keep leading. Thank you for all you all continue to do. Thank you.

>> Let's make sure we give another great round of applause to our great governor.

>> Bless you. Thank

>> You. Of the great state of Maryland. Thank you, governor. We could not have asked for a better conclusion to the EXIM Conference. Thank you. Thank you so much. And as he said, he wants you to come to Maryland. That's right,

>> That's right.

>> Thank you madam. Thank you Governor. You know this as we conclude our EXIM conference. We are so excited that all of you have been here with us. On behalf of the Board of Directors and Team EXIM, we want to just say thank you and send special thanks to Governor General Richardson, secretary Raimondo, members of Congress, ambassadors and representatives from industry speakers and presenters,

but more importantly from the people who are right here in this room and was watching us virtually. And you know, we would be also remiss if we did not also let you know that in your packet you have a very, very important message from Vice President Harris that commends the work of EXIM Bank and on. We could not be more prouder to represent President Biden and Vice President Harris, who have led the way and the energy that they have instilled in all of us to be able to work with our exporters, large, medium, and small. And for those of you who are thinking about exporters who have been with us today. And so we've had a packed agenda, the positive energy has just been flowing. And so for to come to the close of the 2024 EXIM Bank conference, I just wanna say, not only is EXIM continuing not, we're back, continuing to be back to help you not just compete, but we want you to win in the global marketplace and we are gonna be there to be your partner in those efforts. Thank you and good evening. Thank you all. See you next year.