



RFEI Response

Prepared for NYCEDC – Brooklyn Marine Terminal RFEI



December 2025

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I. Contact and Legal Information

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II. Profile and history

Skyports is a global leader in advanced drone operations and vertiport/heliport infrastructure development and operations, delivering aviation-grade unmanned systems services for government, maritime, logistics, and transportation infrastructure partners. Founded in 2018, Skyports operates across multiple continents including the UK, Europe, Asia-Pacific, the Middle East, and North America, with its headquarters in London and regional operating teams deployed internationally. Skyports has its USA address as Pier 6, on the East River, in the Financial District of Lower Manhattan in New York City, which is the Downtown Skyport. Skyports operates two lines of business:

- Skyports Infrastructure, which is primarily focused on the development and operation of vertiport/heliport infrastructure, including Downtown Skyport in Lower Manhattan and one of two major heliports in the City of London; and
- Skyports Drone Services, which operates like an unmanned airline, offering a wide range of drone-enabled commercial applications, including business deliveries, inspection, surveillance and maritime operations.

For the purposes of this RFEI, this response is primarily focused on Skyports Drone Services (herein referred to interchangeably as “Skyports”). Skyports’ mission is to enable safe, efficient, and sustainable aerial operations through the deployment of certified drone systems, robust operational frameworks, and scalable data-driven services. On time, on demand. Our automated drones deliver to hard-to-reach places, getting goods where people need them. We mobilize quickly to deliver even when conventional transport stops: day or

night, in sun, rain, or fog. Parcels, medicines, lab samples and cash, we can currently carry up to 330 pounds (150kg) of cargo.

III. Financial Capability

Skyports' financial profiles include:

Skyports Limited (group Topco) is an established, well-funded entity with a strong balance sheet from its €100m capital raise in 2024.

Skyports' ultimate parent company, ACS Infrastructure, is one of Europe's largest listed companies with 130,000 employees, generating €35b of revenue in 2023.

**Further details on our financial capability can be available upon request.*

IV. Maritime and Operations Experience and quality of Experience

Skyports Drone Services' core service offerings include:

1. Cargo deliveries, with a particular focus on rural (hard-to-reach areas), medical logistics, and offshore maritime applications.
2. Inspection services, including linear asset inspection, waterway monitoring, and real-time surveillance; and
3. Surveillance operations (or ISR-as-a-service), with a particular focus on aerial inspection of port & ship operations, search & rescue, and broader, high-seas & coastal surveillance operations.
4. Skyports brings robust and relevant experience to New York City's Brooklyn Marine Terminal ("BMT") environment. The company has delivered coastal surveillance operations, port-activity inspections, and long-range maritime monitoring missions for harbor authorities, coast guard authorities, and port operators. These missions frequently include:
 - Real-time monitoring of vessel movements, berth congestion, and waterside activity.
 - Infrastructure inspections of piers, bridges, terminals, and port equipment using high-resolution optical and thermal sensors.

- Environmental and compliance monitoring, including shoreline change detection and emissions-related observation; and
- Deployment of drones in dense, complex, and GPS-challenged port environments consistent with conditions at BMT.



Additionally, Skyports is actively engaged with the Port Authority of New York and New Jersey (“PANYNJ”) to assess the feasibility of middle-mile logistics operations across the Port District. While drone operations have yet to commence, there is a particular focus on taking advantage of New York City’s 500+ miles of coastline to activate middle-mile logistics corridors to support the City’s goals of reducing carbon emissions by removing trucks from the City’s roadways and replacing these trips with zero-emission and more efficient drone operations. Skyports has already engaged a variety of commercial customers, including some of the region’s largest medical institutions such as NYU Langone Health, to assess the commercial viability of drone-enabled medical logistics.



Skyports' deep experience, and its dedicated in-house Regulatory Team, make operating in maritime settings particularly relevant as the Brooklyn Marine Terminal envisages new uses to support the region's economic development. Skyports holds an EASA Light UAS Operator Certificate (LUC),

Additional regulatory credentials include:

- BVLOS approvals in 16+ European countries, including Norway, Germany, and the UK.
- Experience securing airspace approvals for offshore operations beyond 12NM
- ISO 9001, 45001, and 27001-certified Quality Management Plan (QMP), ensuring customer's safety and compliance standards are achieved and assured—and risk is minimized.

Skyports' demonstrated capability to integrate unmanned aviation solutions within active port facilities aligns with the City's objectives outlined in this RFEI, including improved efficiency, safer operations, augmenting (or in some cases enhancing) existing supply chain and logistics capabilities, and support for future infrastructure planning.

**Further information about our projects and capabilities can be viewed [here](#).*

V. RFEI Specific Responses

1. Describe the nature of maritime industrial operations.

For the purposes of this RFEI, Skyports elects not to identify a singular application that is of special relevance to the BMT environment. Instead, Skyports proposes that the BMT evaluation committee consider Skyports' wide breadth of expertise across a range of drone-enabled applications as previously discussed. At a high-level, Skyports proposes one of (or a combination of) the following example drone-enabled applications:

- Maritime and port surveillance operations (e.g., Intelligence, Surveillance, and Reconnaissance "ISR"-as-a-service)
- Maritime deliveries, for example, transporting essential items like cash, engine fluid samples and documents to vessels
- Coordinated emergency response support / resiliency (post-storm assessment, rapid situational awareness, etc.)
- Cargo logistics (e.g., medical and emergency delivery-logistics, delivery of critical documents, medical samples and tests)
- Middle-mile delivery, moving goods between logistics hubs.
- Last-mile delivery from hubs; and/or
- Micro-freight consolidation and onward end-distribution using e-cargo delivery bikes, supporting NYCEDC's Blue Highways initiative

2. Would Respondent plan to act as port operator or tenant?

Skyports will operate as a tenant. In particular, Skyports would be most interested in entering a leasing arrangement with the City of New York at the right time to procure a designated plot/parcel of the waterfront directly adjacent to the Brooklyn Marine Terminal. This might include existing piers and/or the new "marginal pier" as envisaged by this RFEI.

Skyports seeks to operate as a tenant to the future port operator, not as a port developer. Skyports role would be to:

- Offer drone-enabled logistics capabilities that complement waterborne freight movements (Blue Highways).
- Support the port operator's goals of throughput, security, resiliency, and modernization.
- Integrate with Blue Highways micro-freight routing from BMT to Hunts Point and Downtown Skyport (and vice versa).

Skyports' envisaged activities require minimal acreage (with minimal landside impacts), making us a highly compatible tenant at BMT.

3. Business location and operations.

Skyports will primarily operate out of its existing heliport facility at Downtown Skyport (6 E River Piers, New York, 10004). However, Skyports may be interested in procuring dedicated office space at the BMT, subject to further due diligence.

4. Role in proposed consolidated port.

N/A

5. Site constraints and how Respondent addresses them.

Skyports' operations are shaped primarily by a set of aviation-relevant constraints at the Brooklyn Marine Terminal (BMT), including limited landside circulation, airspace complexity, competition for Flex Maritime land, the need for fully electric operations, and ongoing construction activities. Skyports directly addresses each of these in a manner that is low-impact, compatible with maritime uses, and aligned with the BMT Vision Plan.

1. Landside congestion

BMT's circulation network is constrained by legacy access points, neighborhood sensitivity to legacy truck traffic, and BQE traffic bottlenecks. Skyports would aim to mitigate these constraints by generating negligible traffic (i.e., no heavy vehicles and only minimal vehicular movements) while enabling truck-reducing micro-freight movements (e.g., e-cargo bikes and e-quads for last-mile deliveries). We believe that our operations would *improve* landside flow rather than competing with or exacerbating landside congestion.

2. Airspace complexity in New York Harbor

BMT sits within a complex operating environment influenced by Downtown Skyport, active Visual Flight Rules ("VFR") routes, and harbor vessel movements. Skyports has already operated under FAA Part 107 requirements in the US and applies geofencing, remote ID, detect-and-avoid (DAA), and established coordination protocols. Our drone flights occur at low altitudes, use pre-verified corridors, and would pose minimal interference with nearby heliport or port operations. Additionally, Skyports would look to coordinate with Downtown Skyport (in addition to other existing aerodrome users/operators) to minimize the risk of conflict.

3. Limited flex maritime land

Space in the Flex Maritime zone must support Blue Highways activity, construction staging, and general cargo. In this respect, Skyports' needs are negligible: a ~0.25–1 acre modular pad

that does not require berths, laydown areas, or pier access. Skyports can co-locate around other uses and relocate easily as the site evolves.

4. Electrification requirements / power constraints

As BMT transitions to an all-electric port, heavy users (RTGs, cranes, cold storage, shore power) may dominate available power capacity. Skyports' electrical loads are envisaged to be on the lower end of the spectrum (i.e., 30–150 kW), with the ability to incorporate solar canopies (e.g., emergency and access lighting) and battery systems (e.g., BESS) to avoid peak demand. All of our drones are fully electric, which aligns 100% with the BMT Vision Plan standards and objectives.

5. Multi-year construction / Pier redevelopment

Redevelopment of Piers 8–10 and the new “marginal pier” may create staging disruptions for maritime tenants. Skyports would be unaffected by pier access or structural limitations and can operate continuously throughout construction, relocating its modular pad if needed. Additionally, aerial inspection services can support construction monitoring and safety, as appropriate and as needed.

6. Facility location within BMT.

Skyports seeks placement within the “Flex Maritime” area as envisaged by this RFEI, adjacent to container and general-cargo operations. This location best supports:

- Proximity to barge and short-sea shipping activities.
- Efficient access for drone launch and recovery.
- Micro-freight consolidation and e-cargo bike loading.
- Minimal interference with heavy terminal traffic; and
- Future Blue Highways integration, as described in Appendix B.

A waterfront-adjacent, small-footprint pad is preferable but not required.

7. Proposed maritime uses.

As previously discussed, Skyports envisages a variety of maritime-focused drone-enabled applications as particularly relevant within the BMT context. Potential applications include the following:

- **Drone-enabled micro-freight distribution:** In coordination with the City's Blue Highways initiative, Skyports can support last-mile distribution from BMT using drones and e-cargo bikes. Micro-freight applications include small parcels, middle-mile logistics, and medical items moving between BMT, Hunts Point (once activated), and

Downtown Skyport's micro-freight landing when that facility is activated as part of the Blue Highways network.

- **Aerial inspection of maritime infrastructure:** Skyports can conduct routine and on-demand drone inspections of piers, cranes, fenders, berths, and waterside assets. Drone inspections provide a safer, faster, and lower-cost alternative to traditional manlift or vessel-based methods and can be integrated into construction monitoring during pier reconstruction at BMT.
- **Emergency response and post-incident assessment:** Following storms, flooding, or system outages, Skyports can deploy drones to quickly assess damage to maritime infrastructure, provide imagery to EMS managers (e.g., FDNY, NYPD, OEM, etc.), and support continuity of operations.

8. Potential public infrastructure investments.

While Skyports' operations require minimal physical infrastructure, several targeted public investments would enhance the effectiveness of drone-enabled maritime logistics and help integrate BMT into the broader Blue Highways network as envisaged. These investments would be low-cost relative to large-scale maritime capital projects and support the City's goals on electrification, transportation innovation, and congestion reduction. The following are recommended public infrastructure investments to support drone-enabled applications at BMT:

1. Designated micro-freight & drone operations zone (drone port)

A small, predefined location within the Flex Maritime area for drone launch/recovery, e-cargo bike loading, and secure package transfer would streamline last-mile operations. This area can be modular and co-located with other micro-freight assets as envisioned in the BMT Vision Plan.

2. Shore-aligned safety buffer (drone corridor)

Simple vertical signage, lighting, or geo-referenced markers along the waterfront would support safe drone routing along the Brooklyn waterfront minimizing conflict with waterborne vessel traffic. This would enable consistent, low-altitude corridors without interfering with existing maritime traffic on the surrounding waterways.

3. Modest electrical distribution for drone charging

Although Skyports would require very little power for its drone operations, small-scale public investment for example in dedicated 208–480V service drops within the Flex Maritime zone would support rapid deployment of electric drone chargers. This aligns with the all-electric port vision and avoids unnecessary trenching or retrofitting in the future.

4. Integration with Blue Highways network

Given BMT's role as a major Blue Highways node, small public investments enabling seamless connection to future micro-freight landings (e.g., Downtown Skyport, Stuyvesant Cove, Gowanus, Brooklyn Army Terminal) would improve the economics of drone-enabled cargo logistics. This would include standardized loading pads, staging areas, and interoperability between the various Blue Highways nodes.

9. Importance of marginal pier.

Skyports' drone operations do not depend directly on the construction or configuration of the proposed 1,700-foot marginal pier. Unlike traditional maritime tenants, Skyports does not require berthing space, reinforced aprons, or direct pier access for cargo handling. Our services can operate effectively from a small landside pad within the Flex Maritime area regardless of whether container operations are served by a new marginal pier or restored finger piers.

10. Alignment with City goal for all-electric port.

Skyports' operations inherently support the City's goal of creating a modern, all-electric port at BMT. Skyports' drone aircraft, including ground support equipment, are 100% electric. This enables immediate alignment with the Vision Plan's target of electrifying port activity, reducing greenhouse gas emissions, and improving air quality for surrounding neighborhoods and communities.

In addition to zero-emission operations, the company's planned operations amplifies the environmental benefits of port electrification by reducing truck emissions. Drone and micro-freight delivery substitute for short-haul van trips, decreasing local pollution and congestion in Red Hook and along the BQE approaches. Drone-enabled inspections also reduce reliance on diesel manlifts, workboats, and heavy equipment typically used for infrastructure assessments.

11. Other maritime users influencing attractiveness.

Skyports' operations become more valuable and more effective when co-located with maritime users who generate frequent, time-sensitive, or distributed cargo flows. The presence of these users enhances the business case for drone-enabled cargo deliveries, micro-freight distribution, and aerial inspection services.

12. Synergies between BMT and Hunts Point.

Skyports sees strong operational synergies between BMT and the planned Hunts Point Marine Terminal, particularly as both sites become central nodes in the City's emerging Blue Highways network. The flow of perishables and other time-sensitive goods between these two locations

creates natural opportunities for fast drone-enabled logistics to enhance speed, reliability, and sustainability.

13. Desired infrastructure at Hunts Point Terminal.

N/A

14. Core business functions and revenue.

Skyports generates revenue through drone-enabled logistics and inspection services that complement maritime operations at BMT without requiring significant land, equipment, or public subsidy.

1. Drone-enabled micro-freight distribution

As BMT becomes a key Blue Highways hub, Skyports supports last-mile logistics through drones and complements last-mile logistics through e-cargo bikes transporting small parcels, food products, and medical items into Manhattan, Brooklyn, and future micro-freight nodes. Revenue is generated through contracted delivery services, for example parcel carriers, food distributors, hospital networks, and barge operators.

2. Aerial inspection services for maritime infrastructure

Skyports performs high-resolution drone inspections of piers, fenders, cranes, bulkheads, and construction zones, providing imagery, digital twins, and compliance documentation. These services are billed per inspection or through recurring contracts with the port operator or third-party maritime tenants.

15. Corporate independence or parent company.

Available upon request.

16. Previous experience developing maritime facilities.

While Skyports does not have direct previous experience *developing* maritime infrastructure, the company currently operates Downtown Skyport heliport facility (previously known as Downtown Manhattan Heliport or JRB) in Lower Manhattan. This NYCEDC-managed and City-owned aerodrome is located directly on the Lower Manhattan waterfront and serves as a key asset for aeronautical operations in the greater metropolitan area.

Additionally, this facility will serve as one of the first Blue Highways nodes for the city-wide waterborne freight network. Skyports is actively collaborating with NYCEDC and its relevant third-party partners to develop this new infrastructure at Downtown Skyport.

17. Previous experience as operator/tenant.

As previously discussed, Skyports currently serves as the exclusive operator of Downtown Skyport. Skyports brings direct, highly relevant experience as the operator of Downtown

Skyport at Pier 6 in Lower Manhattan, one of the most complex multimodal aviation and maritime environments in the United States. As the City's exclusive operator for this facility, Skyports manages day-to-day operations, regulatory compliance, capital improvements, stakeholder engagement, and coordination with multiple agencies, including NYCEDC, SBS, NYCDOT and the FAA.

At Downtown Skyport, Skyports is leading the transformation of the site into a state-of-the-art multimodal transportation hub, integrating electric aviation, maritime access, micro-freight operations as part of the City's Blue Highways network activation. This includes planning for all-electric charging infrastructure, managing construction activities within an active heliport, overseeing safety programs, and coordinating UAS operations in one of the nation's most complex airspaces.

This experience demonstrates Skyports' capability to:

- Operate as a responsible, long-term tenant on City-owned waterfront property.
- Manage a facility that requires high levels of safety, regulatory compliance, and operational precision.
- Support multimodal freight and mobility services, including the City's first micro-freight landing scheduled to open at Downtown Skyport in the next 24 months; and
- Coordinate closely with NYCEDC on capital projects, community engagement, noise mitigation, and operational planning.

In summary, Skyports' role at Downtown Skyport illustrates its proven ability to operate within complex waterfront environments in New York City, deliver innovative zero-emission transportation and logistics solutions, and serve as a dependable tenant supporting the City's broader mobility and sustainability goals.

18. Potential economic value to City.

Skyports can deliver economic value to the City by enhancing the efficiency, competitiveness, attractiveness, and sustainability of BMT's maritime operations while requiring minimal public investment. Skyports' drone-enabled logistics and inspection services strengthen the Port ecosystem, reduce operating costs for maritime users, and help position BMT as a modern, innovative, all-electric terminal.

Lowering citywide freight costs through zero-emission last mile

Drone-enabled logistics complements the City's Blue Highways strategy by offering a low-cost, zero-emission last-mile alternative to polluting trucks. This strengthens the economics of barge operations between BMT, Hunts Point, and the rest of the Blue Highways network,



helping attract additional shippers and reducing congestion costs estimated in the billions annually.

Stimulating innovation and high-skill job creation

Skyports creates high-skilled jobs in drone operations, growing a technology sector aligned with NYC's long-term workforce goals. These roles offer upward economic mobility and can directly benefit residents in surrounding and nearby neighborhoods.

Minimal cost to the City

Because drone operations require limited land, electrical demand, and no pier / waterside investments, Skyports' presence generates net economic value without significant capital outlay or operating subsidy, unlike many traditional maritime uses.

19. Employment opportunities.

Skyports' drone-enabled logistics and inspection services create high-quality, technology-forward jobs that align with the City's goals for workforce development, sustainable mobility, and equitable access to emerging industries.

High-skill roles

Skyports may hire FAA-certified drone pilots to support its drone services operations, especially as the program scales. These roles allow local workers to develop skills in aviation and unmanned aircraft systems which are fields with strong long-term growth potential.

Local hiring and workforce inclusion

Given BMT's proximity to Red Hook and surrounding communities, Skyports will prioritize local recruitment in partnership with NYCEDC workforce programs, CBOs, and technical training organizations. These roles require modest initial training and offer meaningful career paths in a rapidly expanding growth industry.

Scalable job creation

As BMT and Hunts Point grow into key Blue Highways nodes, Skyports anticipates expanding micro-freight operations creating additional logistics, pilot, and fleet support jobs tied directly to maritime freight activity.

20. Estimated FTEs.

TBC

21. Experience with union labor.

At this time, Skyports does not have direct prior experience with union labor in the City of New York, however that is subject to evolve given the company's operation of Downtown Skyport heliport facility in Lower Manhattan.

22. Workforce development plans.

To be provided once Skyports advances to the tender stage.

23. Truck/traffic impacts.

As previously discussed, Skyports anticipates minimal (or even negligible) negative impact on truck traffic in the surrounding neighborhoods. Instead – just the opposite -- Skyports anticipates its drone-enabled cargo logistics will reduce truck traffic and vehicle emissions over time, especially as the program scales.

24. Maximizing Blue Highways potential.

Skyports strengthens the City's Blue Highways initiative by providing a zero-emission, rapid last-mile and intra-harbor logistics layer that enhances the efficiency and viability of barge-based freight flows. Skyports' drone services extend the reach of waterborne cargo beyond the waterfront and improve the overall economics of Blue Highways operations.

- **Zero-emission last-mile extension of barge freight:** By transporting small parcels, food products, medical goods, and other items between BMT, Hunts Point, and Manhattan, Skyports can provide a high-speed, low-cost option for moving freight. This strengthens the competitiveness of waterborne transport compared to trucking, one of the central economic challenges identified in the Vision Plan.
- **Blue Highways network:** As new micro-freight landings open at Downtown Skyport, Stuyvesant Cove, Gowanus, and the Brooklyn Army Terminal, Skyports provides a seamless air-ground interface, allowing goods arriving by barge to move quickly into dense urban areas without relying on dirty and polluting trucks, especially if there is an emphasis on e-cargo and e-quad bikes for last mile upland deliveries.
- **Reducing truck traffic in surrounding neighborhoods:** By substituting drones and e-cargo bikes for short-haul trucks, Skyports reduces roadway congestion and emissions in the neighborhoods directly targeted for freight burden reduction under the Blue Highways plan.

25. Vessel/boat usage requirements.

N/A

26. Required electrical capacity.

To be confirmed once the project materializes with a list of defined drone aircraft and key operating parameters.

27. Additional feedback on Vision Plan

Skyports strongly supports the BMT Vision Plan and its emphasis on creating a modern, all-electric, multimodal port that integrates waterborne freight and sustainable transportation logistics. The Plan's focus on electrification, Blue Highways connectivity, improved circulation, and flexible industrial space aligns directly with Skyports' ability to provide zero-emission drone logistics and other services that reduce truck dependency and enhance terminal efficiency.

Skyports supports the City's intentions to link BMT with Hunts Point and Downtown Skyport through the Blue Highways network. Ensuring consistent design and interoperability across these various micro-freight nodes will enable drones and ultimately e-cargo bikes / e-quads to function as a seamless last-mile extension of waterborne freight, improving the economic viability of cargo movements across New York City's waterways.

