



AARIS Design Architects
5 Penn Plaza, 23rd Floor
New York, NY 10001
1 ([REDACTED])

Subject: Strategic Partnership Proposal: BMT Transformation – Resilient Design & Workforce Systems Expertise

To: New York City Economic Development Corporation (NYCEDC) / Brooklyn Marine Terminal Development Corporation (BMTDC)

Date: [Month Day, 2025]

Dear NYCEDC and BMTDC Leadership,

This letter serves to formally express the strong and ongoing interest of our combined expertise—AARIS, Local Office, and Lori Davis Consulting (LDC)—in supporting the future transformation of the Brooklyn Marine Terminal (BMT).

Having reviewed the Vision Plan in detail, we see clear alignment between our proven capabilities and your most critical implementation challenges. **As Waterfront Pathways Fellows ourselves, we bring both technical expertise and deep commitment to the program's mission of developing maritime sector leadership.** Our team is currently delivering similar integrated solutions for waterfront resilience and workforce development projects across the New York metropolitan area.

We acknowledge that this correspondence is a general Expression of Interest and does not constitute a formal submission in response to the RFEI (BMT7EC), as participation in the RFEI is explicitly not a prerequisite for participation in any future solicitation. We are focused on aligning our specialized capabilities with the City's Vision to transform BMT into a modern, all-electric maritime port and a vibrant mixed-use community along the Brooklyn waterfront. Our core value proposition is to help NYCEDC and the eventual operator successfully deliver a resilient, all-electric, multi-tenant, and community-anchored working waterfront that serves as a flagship for equitable port modernization.

Alignment with Strategic Project Goals

Our team's expertise directly addresses the BMT Vision Plan's most complex objectives for port modernization and community benefit:

- **Resilience and Electrification:** Local Office and AARIS provide deep experience in resilient waterfront and site design. We specialize in integrating nature-based shoreline systems, floodable zones, and climate-ready utilities directly into berth and site layouts. Local Office's built waterfront and coastal projects have already performed under extreme climate forces, including high storm surge, intense wind, and heavy rain comparable to Category 5 conditions, and this proven performance record has been a key factor in securing prior resilience and port modernization contracts. AARIS Design focuses on ensuring buildings are all-electric-ready, supporting the City's commitment to



a port fully electrified using clean energy and shore power. The new marginal pier, for instance, is planned to be raised to protect the port from sea-level rise and frequent storms.

- **Blue Highways Integration:** We are keen to support BMT's role as a key node in the Blue Highways initiative. This includes the strategic opportunity to launch the proposed container barge service connecting BMT to the Hunts Point Food Distribution Center to reduce truck volume and improve the port's competitive position.
- **Workforce and Community Systems:** Lori Davis Consulting (LDC) leads on designing and managing crucial workforce, community, and resiliency systems. This includes coordinating a collaborative focused on maritime and climate-resilience career pathways, targeted local hiring, and retention supports. Our work is structured to support the plan's commitments, such as reserving space for a maritime port and Blue Highways welcome and experiential learning center at Pier 11.

Flexible Engagement and Talent Pipeline

Recognizing the phased nature of the project and the upcoming Request for Proposals (RFP), our team structure (AARIS, Local Office, and LDC) is currently flexible. We are prepared to engage in multiple roles:

- **Tier 1 Consultant or Subcontractor:** Providing strategic design, resilience engineering, or workforce system expertise to a primary port operator, developer, or construction firm that submits an RFP.
- **Strategic Partner/Anchor Tenant:** Working with the selected entity on critical components of the campus, such as designing, launching, and scaling the Workforce, Community, and Resiliency Center.

Crucially, our entire team maintains direct alignment with NYCEDC's Waterfront Pathways Fellowship as we are all Fellows ourselves, positioning us uniquely as both practitioners and mentors for program graduates. We serve as a structured entry point and mentorship hub, bringing lived experience of the Fellowship's value to this transformative project. We are particularly interested in coordinating opportunities for recently graduated Waterfront Pathways Fellows to engage with future Pathway Opportunity partners or primary port operators, thereby strengthening the maritime career readiness program committed to by the Vision Plan.

Next Steps: Strategic Alignment Meeting

Given the Q1 2026 Board Determination timeline and our unique position as Waterfront Pathways Fellows with active project experience, we propose a strategic alignment session in early January 2026. This meeting would:

- Map our specialized capabilities to specific RFP evaluation criteria



AARIS Design Architects
5 Penn Plaza, 23rd Floor
New York, NY 10001
1 [REDACTED]

- Establish a framework for integrating current and future Waterfront Pathways Fellows into the BMT ecosystem
- Identify immediate collaboration opportunities that strengthen proposals across all respondents
- Demonstrate how Fellow-led firms can deliver on the Vision Plan's ambitious goals

Our flexible engagement model—whether as Tier 1 consultant, strategic partner, or workforce systems anchor—positions us to enhance any operator's proposal while ensuring the Vision Plan's community benefit commitments are operationalized from day one.

We bring ready-to-deploy solutions, not concepts. Our team has active projects in resilient waterfront design, port electrification, and workforce development that directly translate to BMT's needs. As Fellows who have successfully transitioned to leading firms in the maritime sector, we embody the program's impact and potential.

I will follow up the week of January 6th to coordinate schedules. In the interim, I'm available at [email] to discuss any immediate questions about our capabilities or opportunities to leverage the Waterfront Pathways Fellowship network.

We look forward to contributing to BMT's transformation into a model for equitable, sustainable port development.

Sincerely,

Nicole Hollant-Denis, FAIA, NOMA, NCARB

On behalf of AARIS | Local Office | Lori Davis Consulting
Waterfront Pathways Fellows

President
AARIS Design Architects, PLLC
5 Penn Plaza, 19th Floor, New York, NY 10001
+ [REDACTED] | Cell +1 [REDACTED]
nhd@[REDACTED]