

July 2, 2019

Axel Carrión
Director, State Public Affairs
UPS

Via email to acarrion@ups.com
cc: redhookcommunity@ups.com

Dear Mr. Carrión:

Thank you for the invitation for your Tuesday morning Red Hook walkabout. I look forward to meeting you then, and I will attend the evening public meeting.

I also write you with proposals for your site, one being that you consider offering PortSide New York a home on your property. As thought-leaders across varied topics, with deep connections to Red Hook and beyond, we could facilitate UPS' presence in Red Hook and finally fully blossom as an organization.

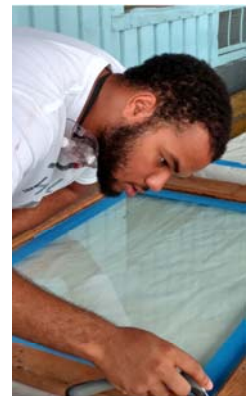
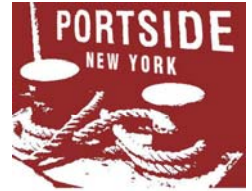
PortSide New York is an award-winning nonprofit that creates NYC's most innovative and inclusive waterfront programs.

Our 2018 business plan for the building space at Pier 11, Atlantic Basin in Red Hook, prompted 41 passionate support letters from a stunningly diverse array of elected officials, educators, mariners, organizations, businesses, Red Hook residents and more.

However, on June 12, our Councilman Carlos Menchaca told us that our business plan for that building space was a non-starter in the eyes of the NYC EDC, so we have commenced looking for alternatives. Hence, this letter to you.

PortSide has been stunted by epic space challenges since being founded in 2005. For our first decade, our ship MARY A. WHALEN had no long-term, publicly accessible home. We were locked up in the Red Hook Container Terminal, and we operated as a pop-up on and off the ship, in parks, ports and storefronts with attendant struggles for permits to many of these spaces. PortSide has done deep work the past four years since getting our current berth to prepare for growth, and our stakeholders are calling for it.

Our ship is now accessible, but our winter and inclement weather program space is basically just a kitchen and hallway (the ship galley and fidley room over the engine).



portsidenewyork.org
redhookwaterstories.org

It is a testament to PortSide's resiliency, creativity and flexibility that, despite such challenges, PortSide has created a program track record of deep and varied impact which includes the following:

Education:

1. After just one semester of programming, this past Spring, with the K-5 Red Hook Neighborhood School PS 676 (see attached), the school is considering becoming a marine and STEM themed school.
2. Our educational programs for Kindergarten to graduate students are highly praised, and we continue to innovate and grow them.

Workforce:

1. We provide the only training site in Brooklyn to District Council 9 (DC9) Local 806, the Bridge Painters. We also work with other DC9 locals: Metal Polishers, Glaziers, Commercial Painters, and Sign Painters.
2. We have offered highly praised and popular CTE summer internships to high school students.
3. Adult volunteers working on our ship have gone on to related professional work.

Culture, History & Preservation

1. We created an e-museum and community guide at www.RedHookWaterStories.org. This has been praised by NYS funders, academics from outside the state, and triggered visits to Red Hook by many, inspired art and a short story written by an author in Britain. It is also a resource for school curricula used by us and others.
2. We have an African American Maritime Heritage program, the only one in the region to our knowledge.
3. We created the unrivaled multimedia exhibit "[Mariners Response to 9/11](#)" and advised the National 9/11 Museum on their presentation of this content.
4. We won a National Maritime Historical Society Preservation Award
5. We got our ship MARY A. WHALEN listed on National Register of Historic Places.
6. We brought more visiting historic vessels to Brooklyn than any entity.

Recovery & Resiliency:

1. White House & NYS Senate honors for Sandy recovery work
2. The White House award prompted the Senior Federal Disaster Recovery Team to come meet us and hear our proposals. Some have been executed or are on resiliency planners' radar:
 - a. the Sandy High Water Mark program run by FEMA and adopted by NYC OEM;
 - b. the idea that a vehicle flood evacuation plan needs to be created, especially for commercial vehicles that cannot park overnight on the street.
3. At a hackathon, we partnered with hackers to create a working model of such a vehicle flood evacuation plan and sent it to the NYC EDC.

PortSide NewYork, aboard the tanker MARY A. WHALEN
 190 Pioneer Street, Brooklyn, NY 11231
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4. I was appointed by the NYS Governor's office to Red Hook NY Rising committee and contributed several proposals, many photos and considerable text included in the final resiliency plan.

PortSide emerged from the containerport on May 29, 2015; since then, thanks to our first year-round, publicly-accessible place for our ship, we accomplished many of the program items above, launched new programs, grew our audience, repainted most of the ship above the hull and most of the ship interior, identified major individual and foundation donors, and are now well positioned to net funding support.

In addition, the Red Hook community, from old-timers to newcomers, grew its appreciation of PortSide and have become passionate supporters who want to see us grow and serve them more fully. We also have many visitors and supporters from outside the neighborhood.

We believe that we would be a strong asset to you if located on your property. Our space could satisfy multiple requests the community is proposing to you:

1. Our space could provide the toilets used by visitors to Valentino Park.
2. We would fulfill the public-access to the waterfront sought by the community and that is required by City Planning waterfront guidelines.
3. We can execute our plans for the BoatBox, improving the container on the street in front of Lidgerwood. Plans for that are at <http://portsidewyork.org/boatbox>.
4. We have a great, long-standing relationship with Marty Maher, the Brooklyn Commissioner of Parks which will surely lead to positive partnering opportunities for activities in the park.
5. We strong relationships with the owners of neighboring buildings, O'Connell and Brian Robbins are both donors and ardent supporters of our work.
6. There is also a strong interest in UPS committing to local training and hiring, and PortSide could serve as your bridge to many local stakeholders in that effort.
7. If you succeed in moving freight by water, PortSide would interpret (showcase in exhibits) that much-desired aspect of your operations, highlighting the return to local waterborne freight. By the way, Bob Kunkel, who says he is talking to you about that, is a former crew member of the MARY A. WHALEN from the days she still worked as an oil tanker. We have many connections to your local story...

Lastly, we also propose that you add renewable energy to your site plan, solar and wind power and tidal power – the second fastest currents in NY harbor run by your pier. Should you decide to use renewable energy, PortSide would be thrilled to be part of a tidal energy project there. There is local precedent; NYC currently has a large pilot project run by Verdant Power in the East River opposite Roosevelt Island.

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Thanks much for responding to community concerns by hosting the site walk and public meeting and conducting the engineering study of Lidgerwood's south wall. If you work with the innovative and green-oriented Red Hook community, you have a surefire recipe for good works and great local and national press coverage.

I would also like to invite you to visit us on the MARY A. WHALEN; we have no doubt she will charm you, as she has so many others.

Standing by to answer any questions you may have. Thanks for your time.

Regards,

A handwritten signature in black ink, appearing to read 'Carolina Salguero', with a long horizontal flourish extending to the right.

Carolina Salguero
Founder + President
PortSide New York