



To: MD MECHANICAL & POTENTIAL CLIENTS/COLLABORATORS

From: DAVID BELT, FOUNDER, DBI / MACRO SEA

Date: AUGUST 16, 2016

Subject: LETTER OF RECOMMENDATION

Dear David & Oren,

As you know I am the founder of both DBI (a project Management firm) and Macro Sea (a real estate development firm).

Since 2002 we have completed over \$2 billion in active construction projects throughout the United States and Europe. We have also consulted on over \$10 billion in complicated construction related assignments throughout the US.

We recently had the pleasure of working with your company on our latest development project; New Lab at the Brooklyn Navy Yard. New Lab was a \$52 million project with limited budget, very high visibility, and even higher expectations. For this project it was imperative that we worked with an HVAC contractor who could meet not only our budget but also our expectations and those of our stakeholders, which include Goldman Sachs, the City of New York, NY State, and the Borough of Brooklyn.

Enclosed please find New Lab's recent write up in the September 2016 issue of Vanity Fair which prominently features your fine work.

Your company not only helped us redesign the entire HVAC project in order to meet our budget, but got the work done ahead of schedule. Your firm was able to pull all of this off with flawless execution in terms of the construction, commissioning, and the strategic programming of the system. We were thrilled with your work and look forward to working with you again.

It is for these reasons that I am happy to give you the highest recommendation possible to any of your future clients and would be very comfortable speaking with any of them to answer questions or further elaborate on our experience working with your firm.

Sincerely,

David Belt
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Fair

▶ THE OLYMPIA TEA ROOM AT 100 *p. 120* HOT TRACKS *p. 132* MY STUFF: BRIONI'S JUSTIN O'SHEA *p. 130* FALL FRAGRANCE *p. 154* AND MORE!



FUTURE PERFECT

New Lab, a collaborative workspace for emerging technology in robotics, artificial intelligence, and design, has just opened in the Brooklyn Navy Yard, once the epicenter of American shipbuilding. Now the refurbished warehouse is a harbor for innovation once again. For more, turn to page 140.



Clockwise from left: New Lab, a center for engineers, designers, and entrepreneurs under one roof; a milling machine in the prototype shop; founders Scott Cohen and David Belt.



Intelligent Design

Nearly a century ago, Building 128 in the Brooklyn Navy Yard was a hub of military innovation—tens of thousands of workers toiling by the water, building parts for ships used in both World Wars. This month, the building reopens as New Lab, a hub for a different kind of innovation, an 84,000-square-foot space filled with 350 hardware engineers, designers, and entrepreneurs delving into robotics, artificial intelligence, and nanotechnology.

“This was state-of-the-art in manufacturing when it was built, and we started thinking about what the state of the art in manufacturing is now,” said David Belt, a real-estate developer who came to the project with his partner, Scott Cohen, in 2011. They decided that meant a place where 50 companies could rent designated office space under the 70-foot ceilings, snack on grain bowls with other New Lab-ers in tree-dotted, iron-framed, rainbow-colored communal work lounges, and share a full

metal-and-wood shop, a 3-D printing lab, and digital manufacturing tools. The combination makes it a Field of Dreams for any designer without the high-tech resources to actually make prototypes meets a Soho House for the more bookishly inclined—a Brooklyn real-estate dream meets a patrician of Silicon Valley.

There are still touches of the original navy history among the robot prototypes and interactive architectural L.E.D. systems. The giant cranes used to carry ship-engine parts made in the factory remain. Now they hold up a bridge on which engineers in Converse and raw denim eat sour-cherry-yogurt pots from the café downstairs. —EMILY JANE FOX

STEEPED IN TIME

Famous not Fancy” since 1916, the Olympia Tea Room, facing the docks of Rhode Island’s well-heeled yet unaffected coastal village of Watch Hill, came into being before Prohibition, the first McDonald’s, and Mickey Mouse, as the menu delightfully points out—and certainly before Taylor Swift’s \$17 million acquisition of a nearby mansion. Run until 1978 by three Greek brothers as a soda shop, the landmarked space has been owned and hosted by the husband-and-wife team of Jack and Marcia Felber since 1980. Few, yet significant, aesthetic changes were made by the pair to the much-loved dining room: the area above the gleaming wood walls was painted a brilliant carnation pink; nostalgic black-and-white checked floors were installed; and the fluorescent lighting was replaced. In the 90s, the vitality of both the kitchen (Jack’s purview) and the front of house (Marcia’s) expanded with the debut of dinner service, following a tenacious 14-year struggle to land a liquor license. (See: puritanical New England.) Now, with a *Wine Spectator* award-winning wine list curated and served by the pair’s sommelier daughter, Georgia, and unpretentious seasonal cuisine, the Olympia is a well-worn institution that one hopes will be celebrating its 200th in 2116. —SPIKE CARTER

NEW LAB PHOTOGRAPHED BY ELOTO & WARNER; OLYMPIA TEA ROOM PHOTOGRAPHED BY GASPER TRINGALE



Inside the 100-year-old Olympia Tea Room, in Watch Hill, Rhode Island.