



Request for Information

M-CORE Innovation Partnerships

Release Date

June 21, 2023

Submission Deadline

July 18, 2023

NYC / EDC

Contents

Background..... 3

Respondent..... 4

Submission Requirements 4

Submission Details 6

RFI Timeline 6

Appendix 1 – Conditions, Terms, & Limitations 7

Appendix 2 – Definitions..... 8

Background

About M-CORE

New York City Economic Development Corporation (NYCEDC) and the New York City Industrial Development Agency (IDA) created a new [Manhattan Commercial Revitalization](#) (M-CORE) program with the goal of transforming aging commercial office buildings in Manhattan south of 59th Street into thriving, modern hubs of innovation and commercial activity. M-CORE provides substantial tax benefits to property owners meeting the program’s eligibility and selection criteria. The program is intended to help building owners lower the cost of investment, decrease vacancies, and attract world-class tenants, who are increasingly seeking high-quality, amenity-rich office space, as well as incubator and accelerator operators¹ from high-growth industries² that thrive in innovation-dense locations like Manhattan.

The program was a key recommendation from Mayor Adams and Governor Hochul’s [“Making New York Work for Everyone” action plan](#) to ensure New York City’s business districts are great places to live, work, and play.

The action plan proposed three overarching goals:

1. Reimagine New York’s Commercial Districts as Vibrant 24/7 Destinations
2. Make It Easier for New Yorkers to Get to Work
3. Generate Inclusive, Future-Focused Growth

Opportunities for Innovation Partnerships

Over the last decade, New York City’s economy has been increasingly defined by a globally dominant tech ecosystem – including fintech, cybersecurity, proptech, climatetech – rapidly scaling life sciences and biotech sectors, and an emerging green economy transforming our infrastructure and finance sectors. The once-in-a-generation investments by the Federal and State governments into the U.S. economy, driven by the CHIPS Act, the Infrastructure Bill, and the Inflation Reduction Act create significant growth opportunities in R&D, domestic manufacturing, and addressing our global climate crisis that will fuel the next decade(s) of innovation.

New York City is the gateway to the U.S. market, a global forum to address today’s complex challenges, and an international hub for innovation and trade where Manhattan commercial districts sit at the center of it all. The innovation economy is thriving in these commercial districts because of the unique density of talent, business opportunities, and industries, while playing a vital role in NYC’s overall economy by providing a growing pipeline of new companies and increased investment into NYC talent, businesses, and real estate.

Through this Request for Information (“RFI”), NYCEDC is seeking information and interest from domestic and/or international entities catalyzing innovation such as incubator and accelerator operators, operators interested in creating international landing pads³, academic institutions, and R&D organizations (“Innovators”) to be introduced to M-CORE real estate development applicants (“M-CORE Applicants”) and explore locating at an M-CORE site and/or potential partnerships on a project. M-CORE Applicants will have absolute discretion in determining whether or not to enter into partnerships or other agreements with respondents that meet the requirements of this RFI.

Respondent

This RFI is a solicitation for Innovators interested in a partnership between Innovators and M-CORE Applicants. Innovators submitting responses to this RFI (“Respondents”) can be private businesses, academic institutions, incubator and accelerator operators, philanthropic organizations, non-profit entities, or partnerships thereof. Regardless of entity type, the Respondent should be committed to the advancement of innovation in high-growth industries, including but not limited to, technology, life sciences, cybersecurity, green economy, media and entertainment (including gaming), information technology, and engineering.

Information submitted by Respondents will be shared with all M-CORE real estate development applicants for the duration of the M-CORE program. Responses to this RFI are due by 11:59PM EST on July 18, 2023.

Submission Requirements

Respondents must submit the materials described in this Section to be considered for the RFI. Each of the sections outlined below should be addressed in correspondingly labeled sections on the website survey.

* = Indicates All Required Fields

Section 1 - Please provide an overview of your organization and experience:

First Name*

Last Name*

Title

Organization/Affiliation*

Email*

Website*

About your organization* – Please attach a pitch deck of your organization or briefly provide the following information below: purpose and mission, business model, current operations (e.g., locations, programs, team), expertise in high-growth industries, and existing partnerships in NYC.

Section 2 - Survey on potential expansion and/or partnerships in NYC: Select from the drop-down menus or add any specific requirements/preferences in the appropriate comment boxes below:

The following set of prompts should give us a better understanding of your needs when exploring expansion opportunities. Please provide as much detail as possible:

Physical space preferences

*What are your desired physical space needs? ** [Drop-down menu: < 10,000 SF, between 10,000 and 50,000 SF, larger than 50,000 SF, other (e.g., ceiling heights): please specify]

Comment(s): [Comment box]

*Are there particular equipment, accessibility, and/or other facility needs? ** [Check all that apply: Freight elevator access, special power/water/security needs, prototyping equipment, event space, street-level access, air filtration, sound proofing, other: please specify]

Comment(s): [Comment box]

Building & location preferences

*What are your preferences regarding building tenants and/or amenities within the building? ** [Check all that apply: other high-growth industry organization(s), shared resources/equipment, parking, close to public transportation, flexible step-out space for expanding incubator/accelerator startups, bookable conference rooms / convening spaces, tenant amenities, building programming]

Comment(s): [Comment box]

*What are your preferences regarding location(s) in Manhattan? ** [Check all that apply: Midtown/Grand Central, Times Square or Midtown East, Midtown West, Flatiron/Union Square, Lower Manhattan/Wall Street]

Comment(s): [Comment box]

Timeline preferences

*At what decision stage is your organization in your potential NYC expansion plan(s)? ** [Drop-down menu: exploratory, within the next 2-3 years, within the next year]

Comment(s): [Comment box]

Other considerations & preferences

Are there particular strategic, organizational, and/or operational opportunities you are considering when exploring a NYC expansion that we should be aware of? [Comment box]

Are there particular strategic, organizational, and/or operational barriers you are factoring in when exploring a NYC expansion that we should be aware of? [Comment box]

Any other information you would like to share with the M-CORE real estate development applicants?
[Comment box]

Submission Details

Response Submission

Responses should be submitted via [Formstack](#) by July 18, 2023, at 11:59PM EST.

Further Information

For updates related to this RFI, Respondents should periodically check the website: <https://edc.nyc/program/manhattan-commercial-revitalization-m-core>.

RFI Addenda

NYCEDC reserves the right to amend or withdraw this RFI at any time. In order to be considered, Responses must conform to any addenda that may be issued to this RFI. NYCEDC will advise all Respondents who have requested a copy of this RFI, by email, of any clarifications or revisions. If, in NYCEDC's judgment, additional time is required for Respondents to prepare their Responses, NYCEDC reserves the right to grant an extension of the deadline for submission of the Responses.

RFI Timeline

The following schedule has been established for this RFI:

- Release Date: June 21, 2023
- Submission Deadline: July 18, 2023, 11:59PM EST

Appendix 1 – Conditions, Terms, & Limitations

In addition to those stated elsewhere, this RFI and any transactions resulting from this RFI are subject to the conditions, terms, and limitations stated below.

1. In connection with its review of the Responses submitted pursuant to this RFI, NYCEDC may require one or more Respondents to provide greater detail concerning one or more aspects of the Responses of such Respondent(s). In addition, NYCEDC may schedule interviews with one or more Respondent(s) for which interviews such Respondents may be required to make its/their principal(s) and key employees available. Interviews shall be at the sole discretion of NYCEDC and may or may not be conducted and may or may not be scheduled for all Respondents. NYCEDC reserves the right to request from any Respondent such other information and materials as it may, in its sole discretion, deem necessary or desirable in addition to the information required under this RFI. The holding of any such discussions, conducting of such interviews and/or the making of such request for any such additional information or materials shall not constitute selection of a Response, or in any other way impose on NYCEDC any obligation to any Respondent. NYCEDC shall not have any legal obligation to any Respondent.
2. Respondent(s) shall cooperate in supplying any information as may be required with respect to any governmental review and approval that may be necessary in connection with the program.
3. Recipients of this RFI shall make no news, statements to the press, or press release pertaining to this without prior written approval from NYCEDC. Upon submission of a response to this RFI, Respondents, and their representatives and agents, shall treat their responses and all information obtained from the City or NYCEDC in connection with this RFI that was not in the public domain prior to the time they obtained it from the City as confidential information, and shall not discuss, publish, divulge, disclose, or allow to be disclosed the confidential information to any other Respondent or any other person, firm, or entity, including press or other media, without NYCEDC's prior written approval.
4. All ideas submitted to NYCEDC in response to this RFI may be disclosed in accordance with the standards specified in the Freedom of Information Law, Article 6 of the Public Officers Law of the State of New York ("FOIL"). A Respondent may provide in writing, at the time of its submission, a detailed description of the specific information contained in its submission which it has determined is a trade secret and which, if disclosed, would substantially harm such entity's competitive position. This characterization shall not be determinative but will be considered by NYCEDC when evaluating the applicability of any exemptions in response to a FOIL request.
5. Neither the City nor NYCEDC shall be liable for any cost incurred by the Respondent in the preparation of its Response. Neither the City nor NYCEDC is obligated to pay any costs, expenses, damages, or losses incurred by any Respondent at any time unless NYCEDC or the City has expressly agreed to do so in writing.
6. This is a "Request for Information" and not a "Request for Bids." NYCEDC shall be the sole judge of whether a Response conforms to the requirements of this RFI and of the merits and acceptability of the individual Responses.; accept or reject any or all Responses received in response to this RFI; extend the deadline for submission of Responses; negotiate or hold discussions with one or more of the Respondents; permit the correction of deficient Responses that do not completely conform with this RFI; waive any conditions or modify any provisions of this RFI; reject any or all Responses and cancel this RFI, in whole or in part, for any reason or no reason, in NYCEDC's sole discretion. NYCEDC

may exercise any such rights at any time, without notice to any Respondent or other parties and without liability to any Respondent or other parties for their costs, expenses or other obligations incurred in the preparation of a Response or otherwise. All Responses become the property of NYCEDC.

7. The City and NYCEDC, and their respective officers, employees, and agents, make no representation or warranty and assume no responsibility for the accuracy of the information set forth in this RFI.
8. The City and NYCEDC, and their respective officers, employees, and agents, make no representation or warranty regarding the eventuality of any response to this RFI leading to an RFP or provide any advantage to any Respondent during any subsequent RFP process.
9. Only responses from principals will be considered responsive. Individuals in representative, agency, or consultant status may submit responses only under the direction of identified principals, where the principals are solely responsible for paying for such services.
10. This RFI and any agreement resulting here from are subject to all applicable laws, rules, regulations and executive orders, policies, procedures, and ordinances of all Federal, State and City authorities, as the same may be amended from time to time, including without limitation, equal employment opportunity laws.

Appendix 2 – Definitions

For the purpose of this RFI, select terms are defined below.

1. *Incubator and accelerator operators* – For- or non- Profit entities that provide resources and programming to entrepreneurs and startups to enhance their offerings, growth potential, and scalability. These resources and programs can vary based on the type of organization. Operators can include academic/research institutions, standalone incubators or accelerators, sector-specific co-working spaces, venture studios and builders, or corporate innovation.
2. *High-growth industries* – Sectors that project significant development over the coming decade. These include, but not limited to, technology, life sciences (non-lab users), cybersecurity, green economy (including building decarbonization, renewable energy, climate finance, and circular economy), media and entertainment (including gaming), information technology, and engineering.
3. *International landing pad* – These operators provide resources and programming for companies that are ready to scale to the international market with an established proof of concept, rather than early-stage companies. Resources and programming include: 1. dedicated co-working space to learn with and from other international firms, 2. networking, mentorship, and event programming to get plugged into the local ecosystem’s opportunities, 3. legal, policy/regulatory, business culture, and other market entry consultation to ease into new market, 4. connections to existing programs offering talent, pilots, funding, and manufacturing resources, and 5. bespoke guidance/navigation on opportunities, incentives, and other business development resources.