



## **We Source NYC Industry Network Interest Form & Sample MOU**

### **Executive Summary**

This form is an invitation for supply chain stakeholders, who are (a) original equipment manufacturers (OEMs) or (b) tier 1 or 2 suppliers for renewable energy projects in the NYC region, with a need for local subcontractors for industrial goods or services (“Supply Chain Stakeholders,” see “Respondent Qualifications” for greater detail), to apply to become part of the We Source NYC Industry Network. It is borne out of the New York City Economic Development Corporation’s (NYCEDC) commitment and ongoing efforts to help the development of a local supply chain for renewable energy industries, particularly offshore wind (OSW), that would bring City and State climate goals within closer reach and advance equity through industrial economic development. The We Source NYC Industry Network, described below, seeks to strengthen the connection between Supply Chain Stakeholders and small- and medium-sized industrial businesses in the New York City (“NYC”) region who have expressed interest in renewable energy business opportunities to NYCEDC via an ongoing business survey (“Local Suppliers”).

### **Background**

#### **About Renewable Energy Industries in New York State and City**

The emerging domestic offshore wind (“OSW”) industry presents a significant opportunity to advance the nation’s clean energy and economic development goals. The federal government established a target of deploying 30 gigawatts (GW) of OSW in the US by 2030 and is committing hundreds of millions of dollars to fund the related supply chain infrastructure. Locally, New York State set a goal of 9 GW of OSW power by 2035 and announced a \$500M supply chain commitment in early 2022.

To meet both federal and state climate goals, the industry will need to create and develop new supply chains and clean energy infrastructure to establish and maintain OSW projects. Governments across the country are recognizing and acting upon this once-in-a-generation opportunity to create well-paying jobs, maximize local economic benefits, and generate clean energy. New York City is among the vanguard of municipalities leading the charge.

NYC is positioning itself as a leader within the growing OSW industry. The City of New York—as well as industry, community, and environmental justice leaders—recognize the size and scale of this opportunity and are laying the groundwork to support equitable industry growth in NYC. In 2021, the City released the Offshore Wind NYC plan, which outlines its approach to supporting the growing OSW industry.

Offshore Wind NYC leverages the city’s expertise in maritime infrastructure development, world-class talent base, dynamic workforce and business development ecosystems, robust capacity for cross-sectoral innovation, and meaningful commitment to equity to ensure a just transition to clean energy.

The plan includes three core strategies:

- Sites and Infrastructure: Developing best-in-class infrastructure that will support the construction and operation of 12 GW of offshore wind
- Businesses and Workforce: Preparing workers and businesses to seize upon the opportunities that will be created by infrastructure investments
- Research and Innovation: Promoting innovation in offshore wind to ensure that new technologies and approaches are created in New York City

From 2026 to 2035, industry experts estimate that the global OSW supply chain will experience demand for 4 to 5 GW of US-based offshore wind power per year. In other words, supply chain actors throughout the US and abroad will produce more than half of New York State’s total goal (9 GW) every year, requiring upward of \$6.5 billion of annual investment in the production of wind turbines alone. Through 2040, the state projects up to 23,000 new jobs in the offshore wind industry, with six in 10 of those jobs in the manufacturing and construction phases of development.

### **Supply Chain Opportunity for Local Suppliers**

While it is expected that the demand for major OSW components—e.g., blades, nacelles, towers, foundations, transition pieces, cables, etc.—will be met by large scale Supply Chain Stakeholders such as international original equipment manufacturers (OEMs) and other tier 1 and 2 suppliers, Local Suppliers should have considerable opportunity to produce standard and intermediate goods and services that feed into the supply chain. These components are anticipated to include secondary steel components like internal platforms, ladders, railings, door frames, doors, sea fastenings, cable trays, control boards, and much more.

NYCEDC is committed to supporting Local Suppliers’ ability to access contract opportunities in the offshore wind industry. After identifying nine manufacturing subsectors that are most relevant to OSW, NYCEDC determined that those subsectors include approximately 830 businesses in New York City and sustain approximately 14,000 middle-class jobs. In the spring and early summer 2023, NYCEDC set out to connect with as many of these businesses as possible, simultaneously spreading awareness about OSW. Through a survey that remains open, NYCEDC successfully connected with 200 industrial businesses—manufacturers, construction service providers, and equipment suppliers—who expressed their interest in opportunities in renewable energy industries.

### **About We Source NYC**

Having established contact with a significant number of Local Suppliers, NYCEDC plans to support them with in-depth programming and resources, together called the “We Source NYC Program” (or “the Program”) that enable them to enter the supply chain. To do so, NYCEDC would benefit from thorough industry input both to ensure We Source NYC programming aligns with industry insight and demand, as well as to establish a meaningful and ongoing funnel of information about procurement needs.

### **Objective / Purpose**

Through this invitation NYCEDC aims to create the We Source NYC Industry Network in order to accomplish the following objectives:

*(Any Supply Chain Stakeholders who qualify for We Source NYC Industry Network membership will be required to sign a Memorandum of Understanding [whose terms are identified in Appendix 1] with NYCEDC in order to become a part of the We Source NYC Industry Network.)*

- 1) Develop reliable and useful business-facing information to enable Local Suppliers to participate in emerging renewable energy sectors including but not limited to offshore wind.
- 2) Ensure that NYCEDC's industrial business development programming is in alignment with industry needs and market trends.
- 3) Provide Supply Chain Stakeholders with a ready means of identification for Local Suppliers.

*NYCEDC, the City and their respective officers, directors, agents, members and employees make no representation or warranty and assume no responsibility for the accuracy of any information set forth in any procurements, events, resources or other information of Supply Chain Stakeholders. Further, NYCEDC and the City do not warrant or make any representations as to the quality, content, accuracy or completeness of the information, text, graphics, links or any other facet of any procurements, events, resources or other information of Supply Chain Stakeholders including once it has been downloaded or printed from any server, and hereby disclaim any liability for any technical errors or difficulties of any nature that may arise in connection with the website on which any procurement is posted, or in connection with any other electronic medium utilized by Local Suppliers or other suppliers in connection with or otherwise thereto.*

## **Responses**

### **Respondent Qualifications**

This form is an invitation for Supply Chain Stakeholders interested in establishing contact with Local Suppliers (i.e., NYC-based industrial businesses who have expressed interest in and taken action to learn more about opportunities in renewable energy industries through the We Source NYC initiative). Supply Chain Stakeholders must meet the following qualifications:

- Be a large-scale component manufacturer, renewable energy project developer, civil engineer or utility which is contracted to nearby renewable energy projects
- Will have a need for industrial goods and/or services that can be fulfilled by Local Suppliers
- Possess in-depth knowledge of procurement scopes of work, timelines, and basic eligibility requirements

### **Submission Format**

Respondents must submit the materials described in this Section to be considered for We Source NYC Industry Network membership. Each of the sections outlined below should be addressed in correspondingly labeled sections on the website survey.

\* = Required Fields

## **SECTION 1: Company Overview**

Please provide an overview of your organization and experience:

1. First Name\*
2. Last Name\*
3. Title\*
4. Organization/Affiliation\*
5. Email\*
6. Website\*
7. About your organization\* - Please attach a pitch deck of your organization or briefly provide the following information: purpose and mission, business model, current operations (e.g., locations, programs, and existing renewable energy contracts), expertise in renewable energy industry, and existing partnerships in NYC, specifically within industrial sectors.
8. Where are your headquarters located?\*
9. If applicable, what is your footprint in New York City?\*

## SECTION 2: Supply Chain Needs

1. What publicly-announced contracts or preferred supplier agreements do you already have in place for regional renewable energy projects? Who are they with and for what scopes of work?\*
2. For those projects, what types of goods or services do you anticipate needing that could be fulfilled by local suppliers?\*

  - a. Please specify what goods or services you anticipate needed from the aforementioned categories. Try to be as specific as possible.\*
  - b. Will that demand begin in the near term (within 1 year), midterm (1-3 years), or long-term (3+ years)?\*

3. Are you subject to local content requirements for regional renewable energy projects?
  - a. If yes, what are they and, if available, what scopes of work do you intend to meet these requirements through?
4. Please identify your basic eligibility requirements for suppliers.
5. Any other information you would like to share with NYCEDC?

### Submission Details

Responses should be submitted via [Formstack](#) or by scanning the code below on a rolling basis. There is no deadline for applying to become a member of the Industry Network.

Scan here to respond:



NYCEDC reserves the right to amend or withdraw this invitation at any time. In order to be considered, Responses must conform to any addenda that may be issued to this invitation. NYCEDC will advise all Respondents who have requested a copy of this invitation, by email, of any clarifications or revisions.

## Appendix 1 – \*Sample\* We Source NYC Industry Network MEMORANDUM OF UNDERSTANDING (MOU)

### Background

Beginning in fall of 2023, New York City Economic Development Corporation (NYCEDC) invited Supply Chain Stakeholders to apply for the We Source NYC Industry Network to ensure that its programmatic efforts to help in the development of a locally based supply chain for renewable energy industries is anchored in industry expertise and live market dynamics.

The following Memorandum of Understanding (MOU) identifies the terms of being part of the We Source NYC Industry Network.

### Terms

*[\*Optimal communication cadences to be determined between NYCEDC and Industry Network member prior to entering into MOU agreement.]*

By signing this MOU with NYCEDC, [Member] agrees to adhere to the following terms of the We Source NYC Industry Network. Unless otherwise identified, information shared as a result of such terms may be shared publicly by NYCEDC.

- 1) **Supply Chain Announcements.** Where applicable, Member will notify NYCEDC about significant announcements made regarding its renewable energy supply chains (e.g., regional preferred supplier agreements, bid submissions to regional solicitations with potential for local supply chain growth, etc.)
- 2) **Procurements.** When Member releases a procurement for goods or services that may be able to be produced by Local Suppliers, the Member will notify NYCEDC about such procurement, including information for how businesses can learn more, within a timeframe that allows qualified Local Suppliers to feasibly submit a proposal.
- 3) **Anticipated Needs.** Member will inform NYCEDC (cadence to be determined based on market dynamics) about general goods and/or services it anticipates needing from Local Suppliers for upcoming renewable energy projects. Such information may be shared publicly by NYCEDC but Member shall have the option to keep its identity anonymous.
- 4) **Industry Perspective.** As NYCEDC develops We Source NYC's programmatic elements to best serve Local Suppliers' ability to seize opportunities in renewable energy supply chains, the Member will avail itself to offer feedback on key strategic decisions.
- 5) **Identify Potential Partners.** Member will identify suppliers within its international supply chain, as applicable, who are actively looking for peer-level local partners.
- 6) **Event Participation.** Member will make a good faith effort to avail itself for participation in forthcoming We Source NYC public events, such as speaking engagements in business development or industry education workshops, supplier forums, and career fairs.

- 7) **Marketing.** Member will utilize appropriate company marketing channels to assist with the promotion of We Source NYC events and programs at NYCEDC's discretion and direction.

#### **NYCEDC Responsibilities**

As per its own participation in the MOU, NYCEDC agrees to the following:

- 1) **Advertising.** NYCEDC and its applicable contract operators for the We Source NYC programming will include Member logo and name, without charge, in certain public-facing marketing materials which could include the [We Source NYC](#) website, We Source NYC newsletters, outreach brochures, or other forthcoming collateral
- 2) **Communication Channel with Local Businesses.** NYCEDC and its applicable contract operators for the We Source NYC programming will notify Local Suppliers about certain Member procurements and/or relevant events or resources.
- 3) **Local Content Search Assistance.** When applicable and practicable, NYCEDC will endeavor to assist Member when it is searching for local businesses of specific types for relevant renewable energy projects with filtered business lists based on categories specified in NYCEDC's outreach survey (see Appendix 2 for the full survey).

NYCEDC reserves the right to amend or withdraw this MoU at any time.