

Greenlight Innovation Fund RFP
Project #10548
Questions & Answers Round 2
March 29, 2024

In connection with the **Request for Proposals** relating to the **Greenlight Innovation Fund** released by NYCEDC on **December 5, 2023**, the questions from potential Respondents and answers provided by NYCEDC are below.

Technical and Other Questions

Q: Is there a phone number I can call with questions?

A: There is no phone number for communication. All communication for questions and/or clarifications from NYCEDC should have been submitted in email to greenlightRFP@edc.nyc ahead of the last deadline to submit questions to EDC, as outlined Section VII of the RFP. For any technical questions (i.e., trouble downloading the RFP, difficulty submitting a response, etc.), please email RFPRequest@edc.nyc by the final proposal submission deadline.

Q: Will questions and answers be posted anywhere? Or are these handled on an individual basis?

A: Questions and answers will be posted to the RFP webpage.

Q: Would you consider using our group to staff your maintenance/construction positions?

A: NYCEDC will not be conducting procurements for construction contractors under this RFP. Recipients of this RFP are responsible for conducting procurements for all first-tier service providers in line with procurement and Program requirements outlined in the RFP and its appendices.

Q: While I am an MWBE and am an interested Sub-contractor & Supplier for this RFP, and plan to submit a response, upon review of the above page I believe it is not accurate to include our firm on this list, as we already have relevant partners and most likely do not need to be added. Just wanted to clarify this, in order not to create any confusion.

A: Those who sign up on the interested subcontractor and supplier list does not impact your ability to respond to this RFP. The purpose of the interested subcontractor and supplier list is to assist respondents in identifying relevant partners. If you wish to be removed from the list, please reach out to MWDBE@edc.nyc.

Applicant Status

Q: Can a group who was previously awarded (and is actively negotiating the previous award) through a past RFP apply for Greenlight? The proposal would supplement and expand the proposed scope of the existing award.

A: Past awardees are eligible to apply, however the Greenlight Fund Proposal will be evaluated as an independent Proposal and judged based on the selection criteria outlined in the RFP. A Greenlight Fund Proposal to supplement or expand a previous award would look solely at the expanded scope

Q: Does your office schedule meetings with community members interested in submission?

A: NYCEDC held information sessions on January 17, 2024, February 22, 2024 and March 21, 2024 where all attendees had an opportunity to ask questions. Those who were not able to attend the information session should have submitted questions and/or requested clarifications from NYCEDC by

emailing greenlightRFP@edc.nyc ahead of any deadlines outlined in Section VII of the RFP. NYCEDC does not schedule any meetings with community members interested in submission, outside of the info sessions.

Q: Can a national non-profit with staff located in NYC be eligible for GIF, or to be a partner in a joint venture? In a joint venture, is there a requirement or expectation that the non-profit partner is a local NYC-based organization?

A: The Program must be based in New York City, but the non-profit does not need to be incorporated in New York State.

Q: If we have state funds for part of the project, can we apply for this for other parts?

A: Yes, respondents awarded state funds are eligible to apply for funding. Respondents should review Section VI of the RFP.

Q: What is the best way for a for-profit software startup to take part in this project?

A: NYCEDC cannot make direct recommendations or have conversations with prospective RFP respondents. Respondents should review the RFP and all materials to determine whether they would like to submit a proposal.

Q: Are early-stage climate and technology firms that are for-profit company eligible?

A: Awards are only for non-profits or joint ventures with non-profits. The primary respondent should be a non-profit. Nonprofit/for-profit joint ventures will receive additional review for eligibility.

Q: Is there an opportunity for a real estate firm and investment fund to be eligible?

A: Yes, but if both are for-profit, then there would need to be a joint venture partnership with a non-profit organization. The primary respondent should be a non-profit. Nonprofit/for-profit joint ventures will receive additional review for eligibility.

Site Eligibility

Q: Can you clarify the intent of the City Purpose Covenant? Based on the description in the RFP, it would appear that the duration could be between 10-30 years for property acquisition and construction improvements. In the event of an acquisition, will this restrict the use of that property to the non-profit or non-profit/for-profit JV alone? In the event of an unsuccessful venture, would the property be leasable to another non-profit or company?

A: The City Purpose Covenant shall be enforced as defined by the innovation industry use requirement in the Restrictive Covenant. The Premises may be leased by the respondent if certain conditions are met, including the term of the lease is at least as long as the useful life of the improvements and the Declaration is recorded in a first position lien as detailed in the "Declaration" section of the RFP. Initial Outfitting (i.e. equipment) projects may be sited on leased Premises so long as the term of the lease is at least 5 years from the date of the disbursement of City funds. A Declaration is not required for Initial Outfitting projects. Programs sited on leased premises are eligible, but will be subject to further review and approval by the City's Office of Management and Budget ("OMB"). Lease payments for the Program premises are ineligible for capital funding. NYCEDC cannot comment on a hypothetical failure of a venture and its implications.

Q: Are there any specific restrictions to the property location? Does the location of the property specified in the proposal need to be specifically in one of the areas highlighted in the RFP and info session presentation? Are there any specific restrictions to the property location?

A: Programs must be sited in New York City on privately-owned property, or property owned by NYCEDC, the City, the State of New York, or the federal government that is subject to a ground lease, lease, sub-lease, sub-sub-lease, or similar agreement (each, a "Lease") to the entity undertaking the project. NYCEDC issued an addendum to clarify site eligibility for Programs taking place on public sites.

Q: Would a port authority site qualify for the grant?

A: Programs at a Port Authority site may be eligible. The specific proposal will be evaluated after submission.

Q: Can you suggest any specific appraisers for an organization to use to get an appraisal?

A: Appraisals are required for acquisition Projects. NYCEDC cannot provide a recommendation for specific appraisers. An appraisal must be performed by an appraiser having at a minimum a New York State professional certification and, at the discretion of EDC, an MAI designation from the Appraisal Institute.

Funding Sources and Award Size

Q: Is the \$50 million set aside for each deadline or the whole program?

A: \$50 million in City capital is currently allocated for the Greenlight Innovation Fund RFP, not necessarily for each deadline.

Q: Will additional funding be made available beyond the initial allocation of \$50 million of City capital dollars for the Fund, perhaps next year 2025?

A: At this time, NYCEDC is focused on the \$50 million allocation associated with this procurement.

Q: Do you anticipate funds from the grant running out?

A: NYCEDC cannot predict if or when funds will be exhausted.

Q: What is the time frame for availability of capital funds awarded?

A: Please refer to the Summary of Award Process description in Section VI of the RFP for guidance on the capital funds award and distribution timeline.

Selection and Award Disbursement Process

Q: The RFP states that funds will be received on a reimbursement basis. How long does it typically take the EDC to evaluate, review and approve a reimbursement request?

A: Funds are only provided on a reimbursement basis after the registration of the funding agreement. Exact timeline for reimbursement is dependent on project specifics and completeness of a reimbursement submission. Once a reimbursement package is deemed satisfactory by NYCEDC, a payment is processed in approximately 4-6 weeks.

Q: What is the deadline for the submission? Do we need to turn in the initial submission on April 12 to be considered and make all other two deadlines or do we need to turn in the application one time anytime between April 12, 2024 and April 5, 2025? What is the purpose of having multiple proposal submission deadline dates of April 12, 2024, October 2, 2024, and April 4, 2025?

A: There are 3 submission deadline dates. We anticipate evaluating all proposals submitted before the April 12th, 2024 deadline by October 2nd, 2024. We anticipate evaluating all proposals submitted after the April 12th, 2024 deadline, but before the October 2nd, 2024 deadline by April 4th, 2025. We anticipate

evaluating all proposals submitted after the October 2nd, 2024 deadline, but before the April 4th, 2025 deadline after April 4th, 2025. The purpose of having multiple proposal submissions is to allow an additional opportunity for proposals which may not exist today.

Q: After a proposal is submitted. approximately how long will NYCEDC and its selection committee take to select a proposal before the Contingent Award Letter (CAL) negotiations stage?

A: NYCEDC will announce awardees for the first proposal submission deadline before the second proposal submission deadline of October 2nd, 2024.

Q: What is the time frame to receive the funding? Do you announce the awardees after each application period?

A: There are 3 submission deadline dates. We anticipate evaluating all proposals submitted before the April 12th, 2024 deadline by October 2nd, 2024 . We anticipate evaluating all proposals submitted after the April 12th, 2024 deadline, but before the October 2nd, 2024 deadline by April 4th, 2025. We anticipate evaluating all proposals submitted after the October 2nd, 2024 deadline, but before the April 4th, 2025 deadline after April 4th, 2025. The purpose of having multiple proposal submissions is to allow an additional opportunity for proposals which may not exist today.

Q: Do you expect that the fund will be mostly allocated to submitters from the first submission deadline round of April 12, 2024? Or do you expect to reserve amounts for the following rounds?

A: NYCEDC will evaluate each proposal considering the information provided in the proposal. At this time, NYCEDC is focused on the \$50 million allocation associated with this procurement.fi

Q: What is the specific schedule of notification for funding amount remaining? In other words, will you be publicly making clear how much funding remains after the April funding round and before the October deadline, so that Proposers who have not been able to complete their submission this first deadline, may be aware of whether there is in fact remaining funding available for the 2nd or 3rd deadline rounds? This would be greatly appreciated, since, as you must be aware, a great amount of effort goes into any proposal.

A: NYCEDC will announce awardees and total awards made for the first proposal submission deadline before the second proposal submission deadline of October 2nd, 2024.

Q: How is NYCEDC evaluating or scoring the various proposals to deem which proposals will be competitively selected?

A: Policy goals and selection criteria are outlined in the RFP.

Q: If funds are only funded after expenditures are made, is financing of funds a potential expenditure?

A: Financing costs will not be counted as a potential expenditure.

Q: At what point are you eligible to begin spending funds for reimbursement? After approval by the Comptroller's Office?

A: A respondent may incur costs for reimbursement at any point after an award. Final approval of the City Capital grant is contingent upon review, approval, and registration of the funding agreement with the Comptroller's Office. Only after this process will funding be made available on a reimbursement basis.

Q: If we enter a purchase contract now, do we have to self-fund the whole purchase first and wait for the City's review and reimbursement in 18-24 month?

A: Any acquisition costs incurred ahead of an award are ineligible for reimbursement. Final approval of the City Capital grant is contingent upon review, approval, and registration of the funding agreement with the Comptroller's Office. Only after this process will funding be made available on a reimbursement basis.

Q: If we can't purchase the property now, when should we search and identify a real property for purchase given the long 18-24 month review and reimbursement process? Are we required to list the specific purchase property on the RFP and is a sale contract required for the RFP? If so, how can an applicant like us realistically accomplish this?

A: Any acquisition costs incurred ahead of an award are ineligible for reimbursement. Respondents should review Section VI of the RFP and appendices available at edc.nyc/greenlight-innovation for requirements.

Program Policy Goals

Q: Would the construction of a public or private EV charging hub qualify for project funding from the GIF? Would the procurement of electric vans/buses qualify as equipment?

A: The Greenlight Innovation Fund supports catalytic projects for the Innovation Industries, as defined in the RFP. The fund seeks to support the development of catalytic new spaces and programming that support the Innovation Industries. While vans or buses technically may be capially eligible equipment under NYC Comptroller's guidelines, projects and programs for the Greenlight Innovation Fund RFP should demonstrate alignment with the RFP's stated program policy goals.

Q: I read in response to a question about the preferred time scope of a grant project that "there is no preferred time scope of the Program. Each proposal will be evaluated on development and ongoing operations feasibility." Does this also account for the start date of a project? For example, if a project is scheduled to begin parts of construction before grant decisions are made, can the project still be eligible for funding? Will the costs contributed toward the construction before a grant is awarded count towards the 50% contribution required? Please let me know if there is any additional information that is helpful to know as you respond.

A: Any costs incurred ahead of an award are ineligible for reimbursement. Construction costs contributed towards the construction of a grant ahead of an award can count towards a respondent's matching funds, pending eligibility. Respondents should review the RFP and all materials to determine whether costs incurred are eligible as matching funds.

Q: Would a program including a lab and an associated, remote, co-located data center with the same operating entity be considered a single-site program?

A: Programs must be at a single site (i.e. no multi-site proposals), initiated by non-profit entities or joint ventures including a non-profit entity, and be located on privately-owned or public property.

Q: What level of detail must be provided regarding the planned allocation, distribution, and management of the Program co-funding? Do the same restrictions and limitations apply to the 50% Program co-funding as NYCEDC's funding?

A: A respondent should reference Exhibit C of the RFP to provide a budget for all capital work associated with the proposal. All restrictions for outside funded costs are explained in the RFP and its exhibits. Additional restrictions for outside funded costs are specific to the fund source providing that funding.

Q: Since funding has to be matched, and if the requested Greenlight contribution goes completely to the Construction Project cost, how is the 30% MWBE Engagement requirement calculated if the total Construction Project cost is well in excess of the eventual received funding amount? How is the 30% MWBE Engagement requirement calculated for a renovation or lease? Please clarify the MWBE requirement.

A: MWBE requirements are relative to the total Construction Project costs. The 30% MWBE requirement will not be isolated to the Greenlight contribution but the entire project. Some items may be eligible for exclusion but must be approved in writing by the MWBE team. All MWBE requirements and their specifics will be finalized after the issuance of a CAL. Respondents should submit an MWBE narrative as described in Exhibit F that lists the specific strategies that will be taken to contract with MWBDEs through this agreement.

Q: Is there any emphasis on value for potential commercialization?

A: All proposals will review program policy goals in Exhibit B of the RFP. Please note, Exhibit B includes a set of metrics which NYCEDC is requesting all respondents to provide, but respondents should also provide any additional metrics that may be relevant to the proposal.