



**SPARC Kips Bay Life Sciences Anchor Tenant  
Request for Expressions of Interest (RFEI)  
Information Session  
March 18, 2024**



# New York City Economic Development Corporation

**Strengthen business confidence**

**Grow innovation sectors, focusing on equity**

**Build neighborhoods where people live, learn, work, and play**

**Deliver sustainable infrastructure**

# LIFE SCI NYC

**\$1.1B of investment** to spur innovation, build infrastructure, develop talent, and support industry growth. Our goals are to grow the industry to:

- **1,000 R&D stage companies**
- **40,000 jobs**
- **10M SF commercial real estate**





# NYC's Life Sciences Industry By the Numbers

**150,000**

Life Sciences Jobs  
In NYC Metro<sup>1</sup>

**59% Increase**

NYC Life Sciences Jobs  
Growth since 2013<sup>2</sup>

**1<sup>st</sup> in Nation**

# of Biological Sciences  
Graduates; 33% more than  
2<sup>nd</sup> Metro<sup>3</sup>

**5,100**

Life Sciences Companies  
in NYC Metro<sup>1</sup>

**13x Increase**

VC Funding for NYS Life  
Sciences Ventures<sup>2</sup>

**1<sup>st</sup> in Nation**

NIH Funding by metro<sup>3</sup>

[1] NYC Dept. of City Planning. [Life Sciences in the NYC Metro](#). Jun 2022.

[2] Partnership for New York City. [A Decade of Growth: New York Life Sciences Industry](#). Dec 2023.

[3] CBRE. [US Life Sciences Research Talent 2023](#). Jun 2023.

# NYC's Tech Sector

- **#2 global tech ecosystem**
- **25k+ tech startups**
  - \$200B in VC funding since 2011
- **355k+ employees**
  - 7.5% of NYC workforce
  - +130k jobs from 2011-2022
- **40k workers with AI and AI-adjacent** skills in NYC metro
- **\$21.4B** in VC funding for NYC-HQ AI startups in past 5 years



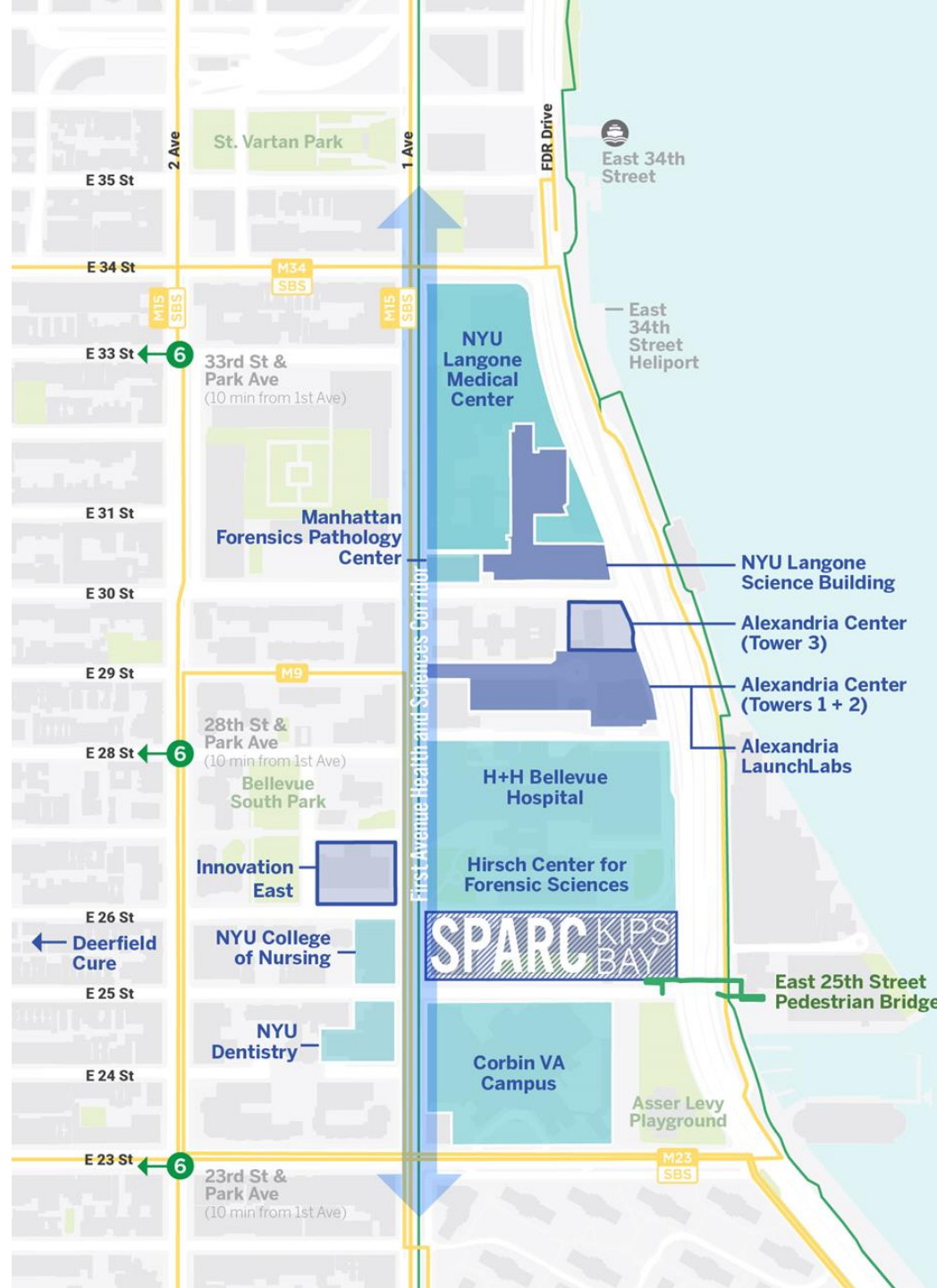


# Kips Bay Science District

A premier and growing **life sciences cluster**

By 2030 Kips Bay will be home to **>3M square feet** of commercial life sciences space

Steps to premier **tech cluster** in Flatiron District & Silicon Alley



*Alexandria Center for Life Science*



*Innovation East (455 First Ave)*



*Deerfield Cure (345 Park Ave S)*





# SPARC Kips Bay

**A transformative  
opportunity** in  
healthcare, education,  
and the life sciences  
industry.





# SPARC Kips Bay Planned Stakeholder Overview

CUNY  
518,000 GSF



## Public University and Career Pipeline

- Hunter College School of Nursing
- Hunter College School of Health Professions: Physical Therapy and Speech Lang. Pathology
- Hunter College School of Arts & Sciences
- BMCC Allied Health, Health Education, and Nursing
- CUNY Graduate School of Public Health
- CUNY Research Labs

NYCPS  
160,000 GSF



## Education Hub

- Science and health professions focused high school with CTE programming
- Connections to CUNY and career prep

H+H  
164,000 GSF



## Outpatient Care and Training Facility

- Simulation and training center
- Nursing advanced practice center
- Ambulatory surgery
- Adult primary care
- Wellness programs

OCME  
138,000 GSF



## Forensic Pathology Center

- Morgue facilities
- Autopsy suite
- Toxicology and pathology lab
- Forensic anthropology lab

LifeSci  
650,000 - 1,000,000 GSF



## Commercial Life Sciences Labs

- Developer-led commercial life sciences laboratories
- Wet labs
- Dry labs
- Translational R&D
- Tech-forward life sciences capabilities
- Space for industry collaboration, convening, and exhibitions

Community



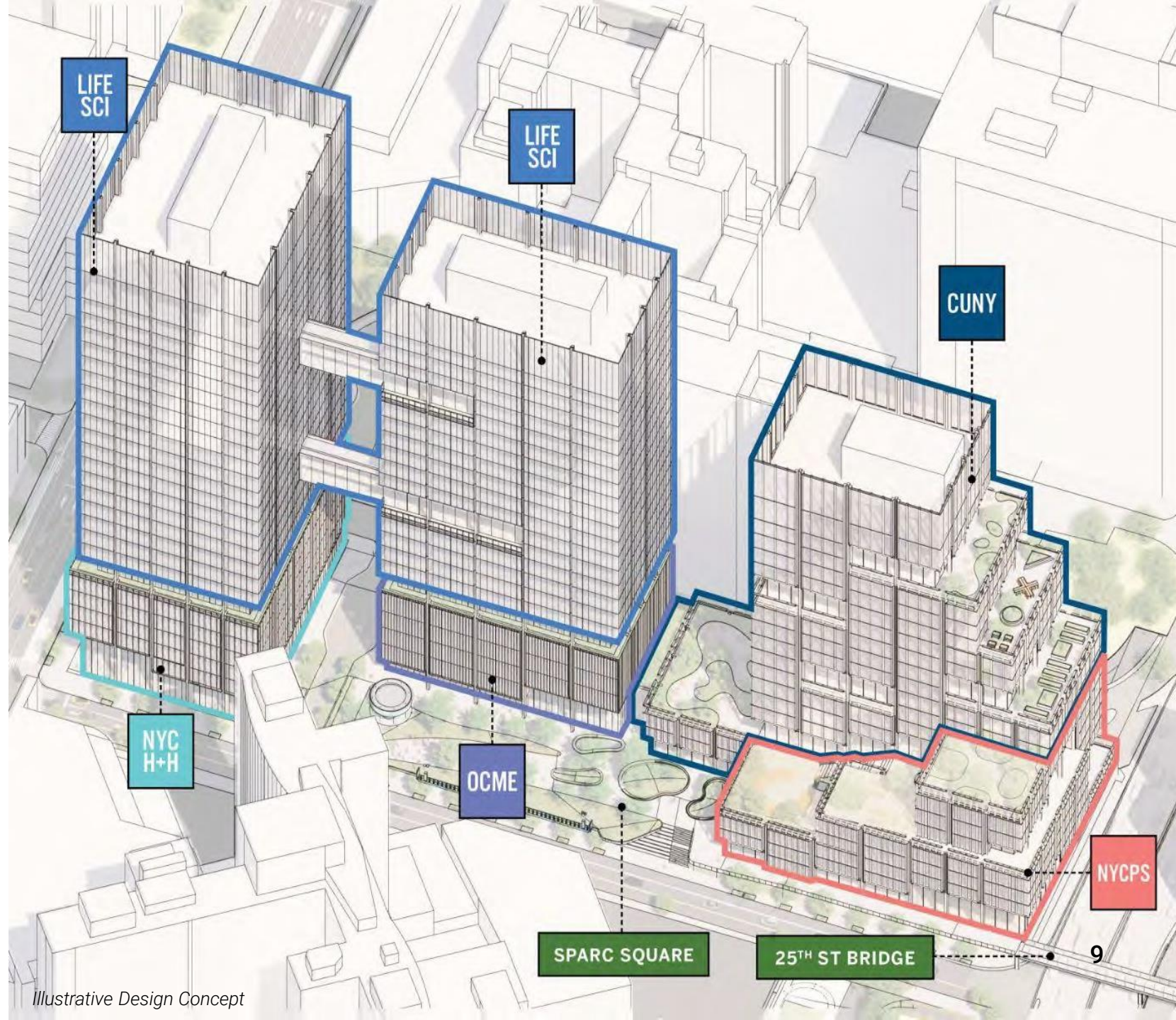
## Community Needs

- Truly publicly accessible parks and open space
- Community Space
- Waterfront connection
- Safe streets
- ADA accessible pedestrian bridge
- Enhanced streetscape improvements



# SPARC Kips Bay Components & Center Location

- **Life sciences innovation space** (labeled as “Life Sci” in the diagram)
- Up to 1 million square feet
- RFEI anchor tenant location





# SPARC Kips Bay Anchor Tenant RFEI

- RFEI seeks an anchor tenant to establish a life sciences innovation Center with a **translational R&D** and/or **commercialization** focus
- NYCEDC anticipates allocating up to **\$100 million** of City Capital
- Center can include:
  - Translational research institute
  - Corporate innovation campus
  - Non-profit or philanthropy led research entity
  - Innovation hub or accelerator
  - Consortium of entities





# Uses of City Capital & Policy Objectives

## City Capital Uses

For-Profit Respondent  
Construction/Fit Out  
Not Equipment

Not-For-Profit Respondent  
Construction/Fit Out  
-or-  
Equipment

## Policy Objectives



Drive Translational R&D and Commercialization



Create Interdisciplinary Partnerships



Advance Talent Development



Integration with other SPARC Kips Bay Components



# Respondent Submission Requirements

## Highlighting key and material information to be considered as complete responses

- Respondent Information
  - *Key members*
  - *Consortium's governance & operating structure*
  - *Narrative of current work*
- Proposed Center
  - *Compelling vision*
  - *Programming within the center*
  - *Anticipated impacts*
  - *Estimated square footage and equipment needs*
- Financials & Business Plan
  - *Narrative of business plan*
  - *Projected on-site employment*
  - *Metrics on innovation*

# Evaluation Criteria

**Proposals will be evaluated based on the following criteria:**

- Program Policy Goals
  - *Does the proposed program meet the policy objectives outlined on pages 12 & 13 of the RFEI (also found on slide 11)*
- Feasibility of Development Plan and Ongoing Operations
  - *Does the proposal demonstrate a comprehensive approach to the required operational, financial, design and construction considerations required to deliver the program initially and for the self-sustaining, ongoing management of the Center.*
- Respondent Team
  - *Does the Respondent team organization, governance, skillsets, and experience demonstrate required professional ability and sufficient financial resources to deliver the Center and its programming as described.*



# Submission Details

## Respondents must submit responses according to the following requirements:

- All responses are due no later than **11:59 PM EDT on TUESDAY, AUGUST 6, 2024**
- All submissions must be made electronically through the RFEI website at <https://edc.nyc/rfps> and include:
  - One PDF for the Response labeled “Response for SPARC Kips Bay RFEI” as one PDF file
  - One electronic copy of all Response documents in a zip file labeled with Respondent’s name – this includes the Doing Business Data Form (**Appendix A**) and the Statement of Agreement (**Appendix B**)
- Please refer to page 16 of the RFEI for details on the above and all other requirements

# Submission Timeline & Questions

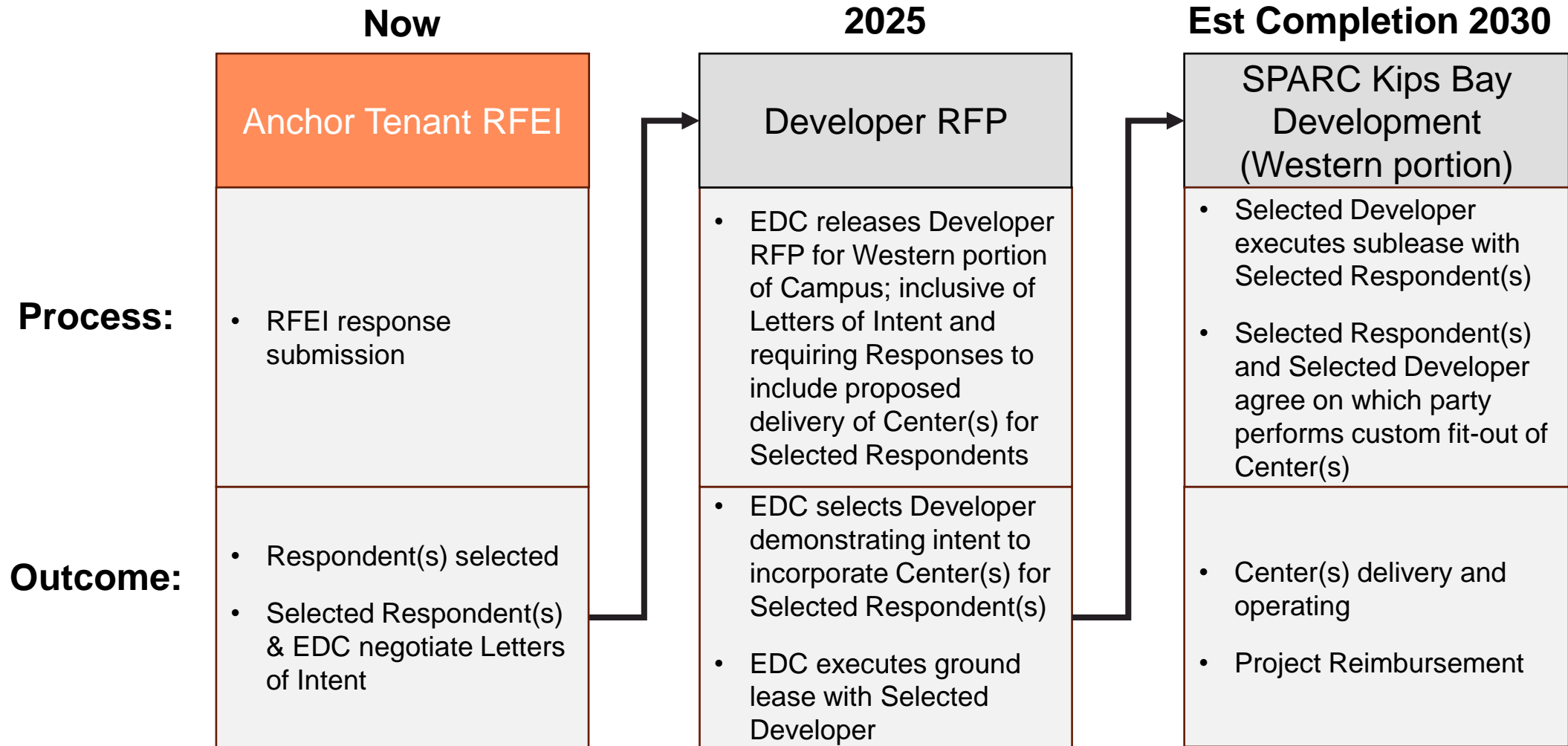
- March 4, 2024 ○ Release of RFEI
- March 18, 2024 ○ First Information Session
- April 8, 2024 ○ Second Information Session
- May 6, 2024 ○ Third Information Session
- May 20, 2024 ○ Deadline for Questions
- June 17, 2024 ○ Final Question & Answer Posting
- August 6, 2024 ○ Final Submission Date**

Email project-specific questions to:  
[SPARCRFEI@edc.nyc](mailto:SPARCRFEI@edc.nyc)

Email any technical issues to:  
[RFPREQUEST@edc.nyc](mailto:RFPREQUEST@edc.nyc)



# Process to Site Delivery\*

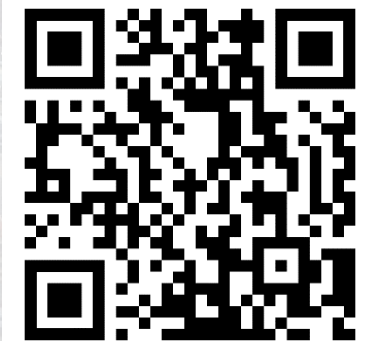


\*Timing, process and manner of site delivery subject to change.



# Questions & Answers

**Scan the code to visit the  
RFEI webpage and stay  
updated about the SPARC  
Kips Bay Life Sciences  
Center RFEI**









[NAME OF RFP INFORMATION SIGN-IN SHEET]

DATE: 3/18/24

TIME: 3:00 PM

PROJECT: SPARC KB

REPRESENTATIVE	COMPANY NAME	M/WBE? (Circle one)	PHONE NUMBER	EMAIL
STEVEN GIFFORD	PERKINS FASTMAN	Yes / <u>No</u>	917-374-8500	S.gifford@perkinfastman.com
Traci Guberna		Yes / <u>No</u>		
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		Yes / No		
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		Yes / No		
		Yes / No		
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[NAME OF RFP INFORMATION SIGN-IN SHEET]

DATE:  TIME:  PROJECT:

REPRESENTATIVE	COMPANY NAME	M/WBE? (Circle one)	PHONE NUMBER	EMAIL
Abigail Johnson	Fried Frank	Yes / No		abigail.johnson@friedfrank.com
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Sarah Eisenstark	Upper West Strategies	Yes / No		sarah@upperweststrategies.com



