



**Climate Innovation Hub RFP
Questions & Answers Round 1
April 29, 2024**

In connection with the **Request for Proposals** relating to the **Climate Innovation Hub** released by NYCEDC on **March 18, 2024**, the questions from Potential Respondents and answers provided by NYCEDC are below.

Programmatic Questions

Q: Do you have any additional information regarding the Harbor Climate Collaborative (e.g. slides or webpage)? I could not find much on the internet. We recognize it will be critical to position the BAT opportunity as additive.

A: Please find information about the Harbor Climate Collaborative in Appendix 9 of the RFP, which is language originally found in the [Green Economy Action Plan](#).

Q: What are the intended goals of pilots implemented at BAT?

A: Pilots at BAT aims to support the commercialization of various climate technologies in New York City, particularly hardware-based solutions within the buildings, energy, and mobility sectors. The program provides opportunities to test and demonstrate technologies in a live, urban environment, which is key to de-risk, commercialize, and scale these solutions in NYC.

Q: Are Pilots at BAT zones exclusive to the 7 zones listed on the Pilots at BAT webpage included in the RFP?

A: Yes, those 7 zones are the current eligible piloting areas at BAT.

Q: How were the zones determined for piloting?

A: NYCEDC determined zones based on available space at BAT and industry-guided assumptions regarding areas that would be useful to emerging climate technology companies looking to pilot their solutions in a live environment.

Q: Does EDC intend to expand piloting, including to other EDC assets?

A: Yes. NYCEDC is already expanding piloting to other EDC-managed properties in the Sunset Park District, including partnering with the NYSERDA funded accelerator the Clean Fight to deploy technologies decarbonizing the food supply chain at the Brooklyn Wholesale Meat Market. Respondents should consider how they may expand upon piloting climate technologies at BAT and at other EDC-managed facilities in Sunset Park.

Q: Can climate tech companies access grants/financial assistance through Pilots at BAT?

A: Pilots at BAT does not currently offer grants or financial assistance. The Chosen Respondent will be expected to run the Pilots at BAT program, so Respondents can consider whether grants or financial assistance should be included in the program as part of the Climate Innovation Hub.

Q: What is the envisioned role of green workforce development and training nonprofits?

A: The third stated goal of this RFP is to ensure that this investment is supporting a Just Transition in New York City, which includes workforce development and training opportunities for New Yorkers to enter the green economy. The RFP is being intentionally open in terms of what EDC expects for green workforce development, but we do articulate wanting to see workforce development that focuses on supporting pathways into green economy jobs and leverages the physical space at the Climate Innovation Hub to do so.

Q: How can green workforce development and training nonprofits be put in touch with applying Consortia?

A: The Partner Form, which was open from November 15, 2023 to April 19, 2024, was an opportunity for any interested entity to articulate their interest, indicate the capabilities that they might bring to a Consortium, and receive information about other potential Consortia members.

Given the Partner Form is now closed, entities may use the Info Session and Site Tour attendance sheets to access contact information for other potential Consortia members. Attendance sheets can be accessed via the procurement webpage.

Q: Can you explain the details of what a Just Transition looks like?

A: NYCEDC defines a Just Transition as an energy transition from fossil fuels to a clean energy future that prioritizes investments in historically marginalized communities, is enabled by robust community energy planning, and creates accessible pathways to good-paying, family-sustaining jobs, and equitable opportunities for diverse entrepreneurship.

NYCEDC's desire to enable a Just Transition via this procurement is embedded in the RFP's 3rd stated goal to "build shared prosperity for New Yorkers to advance a Just Transition". The Climate Innovation Hub is positioned to bring economic opportunities to local workers and businesses as the green economy continues to grow. Therefore, the Hub should focus on generating economic impact for all New Yorkers, particularly Sunset Park residents and businesses. As part of achieving this goal, Respondents should propose workforce development programs for a meaningful number of K-12 students and adults that advance economic mobility and include support for under-represented climate entrepreneurs.

Q: Is there a preference for proposals that maximize the use of the site/waterfront/underwater areas?

A: NYCEDC has no stated preference, but wants to see proposals that support climate tech piloting and activate the BAT campus to support the Hub's stated goals. This includes proposals that consider the ways in which the waterfront might be integrated to support piloting or for other Hub uses.

Questions about BAT

Q: Is there climate resiliency infrastructure at BAT?

A: A historic resiliency feature of BAT is that the built structures are sited uphill from the waterfront to prevent flooding. Resiliency upgrades have also been factored into construction taking place, including dry and wet flood proofing of basements.

An upcoming FEMA project enhances climate resilience by raising the flood defense of Building A, which is currently only 2 to 3 feet above the seawall and therefore is vulnerable during storm surges. By installing a flood protection system at entryways and garage doors on the west side and integrating approximately 1400 linear feet of permanent flood barriers, EDC will significantly mitigate storm damage. These barriers, complete with necessary concrete footings and storm drainage systems, will not only prevent damage from sea level rise and storm surges, but also safeguard building infrastructure and minimize operational disruptions due to flooding.

Q: Where do people go for lunch at BAT?

A: BAT currently hosts lunch options on campus, including Momo Test Kitchen in the Annex Building and Pete's in Building B. There is also a dynamic commercial corridor, featuring many food options, on 4th Avenue. Upgrades to BAT also include bringing additional dining options online.

Q: Is there a ferry stop at BAT?

A: Yes, there is a ferry stop at Pier 4, which is directly adjacent to BAT.

Q: Is there a ferry connection between the Harbor Climate Collaborative entities?

A: The Harbor Climate Collaborative is a joint initiative between the Trust for Governor's Island (TGI), NYCEDC, and the Brooklyn Navy Yard Development Corporation (BNYDC). More information about the Harbor Climate Collaborative can be found in Appendix 9 of the RFP.

The Brooklyn Army Terminal is served by the South Brooklyn and Rockaway NYC Ferry Lines. The Rockaway Line connects BAT directly to Lower Manhattan at Pier 11/Wall Street, and the South Brooklyn Line connects BAT to Governors Island on a seasonal basis. There is no direct connection between BAT and the Brooklyn Navy Yard at this time (transfers can be made at Wall St/Pier 11), and NYC Ferry routes and schedules are subject to change. The Harbor Climate Collaborative will enable consideration for a potential expansion in the future.

Q: Will there be a change in the zoning code?

A: No. BAT is situated in an M2-1 district, which allows for commercial and industrial uses as specified in the New York City Zoning Resolution.

Q: Is the atrium space in Building B public? What is the future plan for it as part of BAT's campus improvements?

A: The Atrium space in Building B at BAT is open to the public. NYCEDC is initiating a feasibility study for improvements to the Atrium that will make it a more accessible and programmable amenity serving those working at and visiting the campus.

Q: Is the Climate Innovation Hub site located on BAT Building A's top floor?

A: The Primary Site, referring to the available space at BAT for the Climate Innovation Hub, includes 112,000 SF of space across the 7th and 8th floors at the south end of Building A at BAT. The 8th floor is the top floor of Building A.

Q: Is part of BAT's value the firms that are already there? Can you provide a list of tenants and how best to collaborate with them?

A: BAT is home to approximately 125 industrial businesses that collectively employ approximately 4,000 New Yorkers. There is a dynamic tenant mix that includes traditional, advanced and food manufacturers, artists, filmmakers, technology companies, environmental science R&D labs, and circular economy companies. One tenant of note is Makerspace, New York's largest maker studio, which provides metal, woodworking, and other light manufacturing facilities for artists and small businesses.

Respondents can learn more about current tenants at BAT and access the Tenant Directory in Appendix 17, which includes profiles of BAT tenants, and <https://brooklynarmyterminal.com/tenants>. Collaboration with BAT tenants can be considered as part of Climate Innovation Hub proposals, but is not a requirement.

Q: Are there existing workforce entities on BAT's campus and does EDC intend for them to be part of the Climate Innovation Hub?

A: BAT currently hosts a NYC Workforce One Center operated through a partnership between the South Brooklyn Development Corporation (SBIDC) and the NYC Department of Small Business Services (SBS). The Workforce One Center connects job seekers to employers and assists job seekers with access to training opportunities and resume/application support. Makerspace NYC operates a coworking and training facility on the ground floor of Building B and is a key partner for ApprenticeshipNYC, an innovative training program out of the NYC SBS that positions apprentices for careers in advanced manufacturing. They also directly offer K-12 programs and advanced machinery training programs.

It is expected that the Chosen Respondent will integrate into the ecosystem of the Brooklyn Army Terminal, including collaborating with other businesses or organizations as appropriate.

Q: Can we install vents at the Climate Innovation Hub site?

A: Yes, venting is possible. If venting is required, then those requirements should be explained in RFP responses.

Q: Can the ceilings be blown out to open up space between the 7th and 8th floors of Building A, the Climate Innovation Hub's Primary Site?

A: Yes, Respondents are required to include an architecturally striking common area in their Climate Innovation Hub proposals, sized at a minimum of 5,000 SF with double height ceilings that could be utilized for activities that may include convenings, pitch/demo days, conferences, lectures, etc.

Q: Are the windows standard and can they be changed?

A: Yes, windows are standard and must remain consistent throughout the BAT campus. Window upgrades are part of a broader NYCEDC plan to upgrade BAT and are being pursued separately to this procurement.

Q: What are the available pier/waterfront spaces through this procurement?

A: Available areas for pier and waterfront activation at BAT include both the south and north sides of Pier 4, which are directly adjacent to BAT. Additionally, there is a fairway between ghost Piers 2 and 3, which were demolished by EDC years ago but are not visible to the naked eye. They are directly to the south of Pier 4.

NYC Ferry travels a fairway between Pier 4 and the ghost of Pier 3. NYPD uses the fairway south of the ghost of Pier 2. The fairway between the ghosts of Piers 2 and 3 is presently used by no one and available via this procurement.

The NYCEDC Sunset Park District Map on p. 11 of the RFP includes a visualization of Pier 4 and the available waterfront areas.

Q: What is the power situation along BAT's waterfront?

A: Power is adequate to allow vessels with an existing presence at BAT's waterfront to have shore power so they don't have to run their engines to keep basic operations running, but there likely is not adequate power for filling a battery for a large discharge to an electric tug or something equivalent. Power connections are sourced out of the Annex Building on BAT's campus. Trenching was required to achieve those connections, so there would have to be further consideration to allow for any further electrical upgrades at the water's edge.

Q: What permits will be needed to activate BAT's waterfront with innovations like underwater drone testing?

A: Accessing waterfront infrastructure will likely require local, state and federal permits. The waterfront and land under water from BAT to the offshore pierhead line (land under water area from the nearshore bulkhead up to the waterward western end of BAT Pier 4) is City-owned property under the jurisdiction of the NYC SBS and controlled by NYCEDC via master lease. The Pierhead line ends at the precipice of a federal channel, which is federal infrastructure and therefore any encroachment into that area requires additional Army Corps permissions. Additionally, accessing the area beyond the Pierhead line for underwater drone testing would likely require a Local Notice to Mariners via the U.S. Coast Guard.

For more information about permitting, [Waterfront Navigator](#) is NYCEDC's one-stop permitting information center for waterfront developers, providing a centralized source of information to help streamline the process of obtaining necessary permits.

On behalf of NYCEDC, [DockNYC](#) is the program that operates and manages publicly owned waterfront sites in Manhattan, Brooklyn, and Staten Island as part of the city priority to activate key waterfront assets. All available waterfront areas can be activated by way of DockNYC licenses.

Q: Can you share more about the underwater conditions adjacent to BAT and water quality?

A: There have been a variety of efforts at Bush Terminal Pier Park to assess and address water quality, including tests/installations by the Billion Oyster Project. The Hudson River Foundation has also done analysis on water quality in nearby waterways. That research points to waterways having come a long way in terms of improvements to water quality.

Q: Can we access more space than the 112,000 SF made available as part of the Primary Site?

A: Respondents may consider other spaces on BAT's campus for activation, such as other tenantable spaces, interior common areas, and outdoor and maritime areas, for example. However, the focus of proposals should be the 112,000 SF Primary Site located on floors 7-8 in Building A.

Q: Is purchasing Building A an option? If so, how would that process proceed? Can that process happen inside this RFP process or would a separate process need to occur in parallel? Would that need to be an open competitive bid?

A: Purchasing Building A is not an option. NYCEDC is not in a position to dispose of Building A or any part of BAT at this time. If NYCEDC chooses to dispose of a property in the future, it would be done via an open competitive process and not through this RFP.

Q: Is there an existing building management company that the Lead Respondent will need to work with? Can the Lead Respondent bring in its own manager for the Climate Innovation Hub or possibly all of Building A?

A: BAT is maintained and operated by NYCEDC and its BAT Facilities team, but the Chosen Respondent will be responsible for property management within the Climate Innovation Hub Primary Site and any ancillary spaces at BAT that may be proposed as part of the Climate Innovation Hub. BAT sites not affiliated with the Climate Innovation Hub will continue to be managed by NYCEDC.

Q: What property management/operating capacity will be provided by BAT's existing operations? Thinking of security, cleaning, super, HVAC, etc.

A: NYCEDC's Asset Management Facilities team manages the entire Brooklyn Army Terminal campus. This includes security and common area cleaning and maintenance. BAT tenants are responsible for their own HVAC, thus the Chosen Respondent will be responsible for installing heating, ventilation, and air conditioning as required for Climate Innovation Hub operations, and can be done using the up to \$100M capital award. The Chosen Respondent will be responsible for maintaining HVAC and other contracts servicing its leased premises. The Climate Innovation Hub might have very specific and particular needs in terms of maintaining the space, especially with regards to ventilation, so we would look to the Chosen Respondent to lead and manage the operations of the Hub.

Q. What types of property condition assessments have been completed at BAT and can those be shared?

A: NYCEDC has conducted assessments for Building A and B related to the façade and rooftops. Once proposals are received, NYCEDC will determine what information is most appropriate to share with Respondents.

Q: During the Climate Innovation Hub Site Tours, will there be an opportunity for architects/space planners to take measurements that would inform the site plans and renderings?

A: Yes, Respondents may take measurements while on a Climate Innovation Hub Site Tour. Available Site Tours and links to register can be found via the RFP webpage.

Q: Can you elaborate on the upcoming investments at BAT in addition to the \$100M of City Capital being made available for the Climate Innovation Hub? What will they include/target?

A: NYCEDC is investing nearly \$200M to upgrade the BAT campus to modernize its buildings, reduce GHG emissions in compliance with Local Law 97, and provide more amenities for workers and visitors. This includes white boxing or base building improvements in BAT Phase 6, which includes the Climate Innovation Hub site. The site is currently raw, and NYCEDC is investing to bring it up to feasible condition for the Hub and other tenants.

As part of this investment, NYCEDC is also replacing all the windows throughout the campus, which will greatly improve the efficiency and appearance of the buildings and conducting a feasibility study to assess other potential improvement opportunities.

NYCEDC will also be updating the historic atrium in Building B to include solar and make the space more usable for tenants and visitors and pursuing ground floor renovations across Buildings A and B to support the growth of additional amenities.

Q: Can you share the price ranges of leases at BAT for the current tenants in \$/SF?

A: NYCEDC leases BAT at the current market rate for industrial space in South Brooklyn, that are consistent with our appraisal values, so current leases depend on the size and location of the unit. The range spans from the mid-teens up to the low thirties.

Q: Is \$17.50 base rent per RSF the final leasing cost or is it subject to change?

A: Please see the sample lease Term Sheet included in Appendix 5 of the RFP. NYCEDC invites Respondents to mark up and revise that term sheet as needed and include in their proposal.

Q: Our team would like guidance on the following:

- **Estimated base market rent at BAT for office (different size ranges) – in 2024 dollars**
- **Estimated CAM/Operating Expenses (and included categories) at BAT for office – in 2024 dollars**
- **Estimated base market rent at BAT for industrial (different size ranges) – in 2024 dollars**
- **Estimated CAM/Operating Expenses (and included categories) at BAT for industrial – in 2024 dollars**

A: See response to the question immediately above.

Q: Is \$17.50 / RSF and 3% compounded annually the rental terms for the space? Or is that up for negotiation (can the respondent make another suggestion in their draft lease agreement they submit)?

A: See response to the questions above.

Q: Can EDC list the partners that have previously collaborated with BAT? This may include developers, tech companies, design teams, etc.

A: During NYCEDC's nearly 40-year tenure as the operator of BAT, there have been a myriad of relationships with a diverse group of tenants, operators, and contractors. A list of tenants is available on the BAT website.

Tech companies that have piloted at BAT include itselectric, Enertiv, Popwheels, Swobbee, Matcha, Revert, Benchmark Labs, Conservation Labs and Swiftmile.

Q: Is there an opportunity for a large-scale renovation of the BAT space, or will each partner be responsible for designing and fitting out their individual space within BAT?

A: It is not the vision for partners within a Consortium to design and operate separate spaces. NYCEDC intends for the Climate Innovation Hub to be one cohesive space designed, developed, and operated by a Consortium, led by the Lead Respondent.

Q: As EDC thinks about manufacturing potential at BAT (outside of the Climate Innovation Hub), are there any established limits about what cannot be in scope either for permitting reasons or due to facility limitations (e.g. battery work, heavy manufacturing, etc.)?

A: BAT is situated in an M2-1 district, which allows for commercial and industrial uses as specified in the New York City Zoning Resolution. NYCEDC intends for the Climate Innovation Hub to comply with the established zoning, so any proposed programs and uses must be compliant with M2-1 zoning uses.

BAT is also a historic site and is under the jurisdiction of the State Historic Preservation Office (SHPO), which administers the State and National Registers of Historic Places. As such, any exterior construction on the site requires SHPO approval. More information about SHPO can be located here: <https://parks.ny.gov/shpo/>

Q: Are there sustainability goals for BAT's renovation?

A: NYCEDC recently released and is implementing the [Clean and Circular: Design and Construction Guidelines](#), an operational guide to reduce waste and embodied carbon in NYC's built environment. The Guidelines are applicable for use on this project and can be found in Appendix 18.

Otherwise, NYCEDC is not mandating that Respondents achieve particular sustainability goals, but encourages Respondents to submit proposals that ground sustainability at the forefront of the fit-out of the space.

Q: Does EDC have specifications for the freight elevators in terms of dimensions and load capacity?

A: Freight elevators will be introduced to Phase 6, where the Climate Innovation Hub will be located, and should be operational by the time the Climate Innovation Hub is operational. There will be two 5,000-pound freight elevators and one 20,000-pound elevator. This information can be found in Appendix 12 of the RFP.

Compliance Questions

Q: Will EDC help to facilitate LL34 compliance onsite?

A: Pursuant to the City's Local Law No. 34 ("LL34"), the City is required to establish a computerized database containing the names of any "person" that has "business dealings with the city," as such terms are defined in LL34. In order for the City to obtain information necessary to establish the required database, each Respondent must complete a Doing Business

Data Form in the form available at <https://edc.nyc/vendor-resources> and described in Appendix 2 and return as a separate attachment with the Respondent's Proposal. Please see Appendix 2 for more information.

Q: Are there any requirements for M/WBE participation in this RFP?

A: Yes, NYCEDC is requiring M/WBE participation to develop the Climate Innovation Hub, but requirements are dependent on two paths Respondents may choose to take in their proposals – whether the Respondent intends for NYCEDC to implement the proposed design and construction of Hub facilities or whether the Respondent seeks to lead the management of the design and construction directly.

If the Respondent intends for NYCEDC to implement the proposed design and construction, NYCEDC will work with the Construction Manager assigned to this site to develop and set an M/WBE goal. The M/WBE goals range from 25-40% depending on the scope. This M/WBE goal will not appear in the Agreement with the Chosen Respondent to this RFP. If a Respondent intends for NYCEDC to implement the proposed design and construction, their response to this RFP does not need to include M/WBE goals as NYCEDC will apply an appropriate goal to the CM retainer contract.

If the Respondent prefers to lead the management of the design and construction directly, NYCEDC will set a goal after reviewing the proposed scope and budget. Subsequently, NYCEDC will provide the goal, which will be incorporated into the funding agreement established with the Chosen Respondent. Typical M/WBE goals range from 25-40%, depending on the scope. If the Respondent prefers to lead the design and construction directly, they should include an M/WBE goal and strategy to meet that goal in their RFP response.

Q: If there is no M/WBE requirement, can EDC provide additional information as to why EDC is not including this as a requirement given EDC's stated goal of encouraging M/WBE participation in its work?

A: There is an M/WBE requirement. It is dependent on the Chosen Respondent's decision for NYCEDC to implement the proposed design and construction of Hub facilities or lead the management of the design and construction directly. For more information on M/WBE requirements for both paths, please see the answer to the question immediately preceding this one.

Q: Will there be any guidelines regarding equipment eligibility for financing?

A: In the RFP, NYCEDC provides a reference to Accounting Directive 10, which identifies the broad categories of projects or purposes appropriate for City Capital and provides interpretive guidance for the most commonly encountered situations. More information can be found in Appendix 3 of the RFP.

Q: Is there a limit to the ideal number of partners that can enter into a Consortium?

A: There is no limit, but Respondents should consider that the Consortium will need to be able to design, develop and operate the Hub for the long haul and therefore should propose a Consortia appropriately sized to partner effectively. Too many Consortium partners may be challenging to coalesce and navigate key decisions. The Lead Respondent will be key, as they will be responsible for organizing and managing the Consortium to develop, launch, and operate the Hub.

Funding Questions

Q: Is there a specific amount of money allocated to build out of the Climate Innovation Hub Primary Site?

A: Up to \$100M of City Capital is being made available through this procurement to support the design and development of an up-to-112,000 SF Climate Innovation Hub at BAT.

Q: Can funding be allocated outside of the Primary Site?

A: Respondents may propose uses for the \$100M of City Capital being made available through this procurement for areas outside of the Primary Site if they are associated with the Climate Innovation Hub, but the Primary Site should be the focus of proposals.

Q: Is there any chance the upcoming election will impact EDC's budget or ability to finance this project?

A: NYCEDC is self-sustaining through rent generation via its managed assets, as well as through other sources. It is not expected that the upcoming election will impact the budget for this project.

Q: Is there an expectation from EDC that the Lead Respondent will bring additional funding on the capital work front, or is the \$100M initially sized to be enough for the capital work EDC believes is needed for the Climate Innovation Hub?

A: If the proposal includes capital work in excess of the \$100 million of City Capital being made available through this procurement, then NYCEDC expects Consortia to provide those additional funds.

Technical and Other Questions

Q: Will the Info Session presentation be available online for reference?

A: Yes, the presentation is available on the RFP webpage.

Q: Will a list of attendees from Info Sessions be shared on the procurement webpage?

A: Yes, the list of attendees is available on the RFP webpage.

Q: Is the Partner Form different than the Partner Pool Packet that was already released?

A: The Partner Form was the form allowing eligible entities to join the Partner Pool and be granted access to the Partner Pool Packet, which has been updated by NYCEDC on a rolling basis as Partner Forms were received.

The Partner Form closed 5pm on April 19th, and thereafter one final version of the Partner Pool Packet will be made available only to eligible entities that have submitted a Partner Form.

Q: Will the Partner Pool Packet be shared with all regardless of whether we submit a Partner Form?

A: No, the Partner Pool Packet is shared only with eligible entities who have submitted a Partner Form.

Applicant Status and Selection Process

Q: How relevant are Respondents' track record in NYC and the U.S.?

A: NYCEDC is open to operators with a proven track record within NYC, the U.S. and/or internationally. Given this is an opportunity for a Consortium of entities, NYCEDC is primarily interested in ensuring that the various types of expertise laid out in the RFP are sufficiently met. The RFP's Selection Criteria includes demonstrated experience and expertise connecting to regional and international climate tech networks, which may be met by players within NYC, U.S. and/or internationally.

Q: How will the design/facilities vision be weighted in the evaluation of proposals?

A: NYCEDC is not allocating percentages to different Selection Criteria at this time. However, the vision for the design and facilities of the Hub will be assessed as part of the Project Feasibility Selection Criterion.

Q: Who are the 'dream team' stakeholders in a response that EDC is looking for?

A: NYCEDC is interested in ensuring that the various types of expertise laid out in the RFP are sufficiently met. Consortia should include entities that at a minimum have experience operating co-working/step out space, accelerators/incubators, lab/prototyping facilities, piloting and testing infrastructure, workforce and talent development programs, business support program and services (such as business development, accounting, legal, finance, etc.), raising capital from both public and private entities, and have industry knowledge of climate tech and sustainability.

Q: Are there preferences towards local Respondents vs. national/international Respondents to lead and operate the Climate Innovation Hub facility?

A: No, there are not preferences in that regard.

Q: I am an administrator at a sustainability-themed middle school in the neighborhood and I wanted to inquire if there is going to be an academic component to this plan. I would love to see (and possibly be) a liaison for schools to be able to visit and learn what is happening at BAT. Let me know if this is of interest and at all possible. I think it would be great for marketing and for public support. Thanks for considering.

A: NYCEDC intends for the Climate Innovation Hub to serve as a resource for the local community, including public schools. Once the Climate Innovation Hub is operational, NYCEDC and the Chosen Respondent will address how the local community and public schools can get involved.

Q: I am a former lifelong New Yorker moved out of State. The City is always in my heart, however. That being said, I am an attorney duly licensed in the State of New York and was wondering if there were any volunteer opportunities to assist this fantastic climate project. Thank you very much for your time and attention.

A: Thank you for your interest. NYCEDC does not currently have opportunities for individual volunteers to get involved in the Climate Innovation Hub RFP. To receive notifications about upcoming opportunities with NYCEDC, please [sign up for NYCEDC's Vendor List](#).

Q: For the Sunset Park Solar project mentioned in the RFP, what have been the biggest pinch points to see this project through? What is the financial commitment from NYCEDC to fund the development of that project?

A: The Sunset Park Solar project will be NYC's first community-led solar project owned and operated by a partnership between local residents and businesses. It was procured via an RFP that was issued by NYCEDC in 2018. NYCEDC has spent the last several years negotiating a deal with the Selected Respondent for that project, and progress is underway. NYCEDC hopes to have the lease for the Sunset Park Solar project signed and executed within the next several months and begin installation before end of 2024.

To support the development of this project, NYCEDC is reducing rent in exchange for benefits to the community. Depending on the level of benefit that is being returned to the community, NYCEDC is using a tiered rent structure with opportunity to achieve a zero rent agreement for use of the rooftop space in return for benefits provided to community members and specifically subscribers to the community shared solar array.

Q: Who was the selected Respondent for Sunset Park Solar at BAT?

A: The project team includes UPROSE, Ingenuity Power and Working Power, and Solar Investment Management Company.

Q: Did EDC consult CBOs during the RFP drafting period? If so, which ones and what were their major inputs?

A: The Climate Innovation Hub RFP is one of 63 actions detailed in the Green Economy Action Plan. Through the development of that plan, NYCEDC engaged 100+ stakeholders, including community-based organizations, elected officials, industry actors, and others. Over the course of engagement, NYCEDC held 2 workforce development roundtables with over 17 local workforce organizations including groups such as Green City Force, Jobs First NYC, Urban Upbound, the Hope Program, UPROSE, the Workforce Development Institute, and Workforce Professionals Training Institute. Recurring themes and feedback from CBOs include: the importance of building strong partnerships with local schools in an effort to expose youth to career pathways at an early age; the need for language accessibility that reflects the communities who live in Sunset Park; the utility of having hands-on space and apprenticeships where the workers can train in an industry setting; and the opportunity within the green economy to connect workers to jobs without having advanced degrees. This feedback helped to inform the scope of this procurement.

Q: Has EDC previously established similar innovation hubs where EDC was not the developer and the job was outsourced?

A: Much of NYCEDC's investment in supporting innovation hubs has not been on City-owned property, so NYCEDC has not been the developer for the vast majority of those projects because they have not been developed on sites within its asset portfolio. NYCEDC does, however, have extensive experience developing, designing and constructing a broad range of facilities. NYCEDC has a sophisticated team of construction professionals spanning internal asset management, design and construction, and capital project teams that are experienced in the execution of complex design and construction projects on tight timelines, including turnkey fit-outs. A few example facilities are mentioned in the RFP which include some design elements that may be considered as part of a Climate Innovation Hub.

Q: How will you differ from Yard Labs and the Brooklyn Navy Yard?

A: Yard Labs is the piloting program operated by the Brooklyn Navy Yard Development Corporation (BNYDC), an entity participating in the Harbor Climate Collaborative (HCC). As part of the HCC, NYCEDC is partnering very closely with BNYDC and with the Trust for Governors Island (TGI) to build a green economy ecosystem that leverages each of the partner's expertise in research and climate education, business support for emerging companies and solutions, preparing New Yorkers for well-paying jobs, and providing a home for new and existing businesses to scale in NYC's growing green economy.

There will be opportunities to pilot and scale climate technologies through the Pilots at BAT program at BAT, Yard Labs at the Brooklyn Navy Yard, and the Governors Island Living Lab, with additional purpose-built infrastructure at the Climate Innovation Hub. These resources are meant to be complementary so that climate solutions can be piloted in the best possible environment to support their commercialization. The Chosen Respondent will be integrated into ongoing HCC conversations to ensure seamless collaboration across the different programs across these three entities.

Q: Should IBX be considered in CIH proposals?

A: The Interborough Express (IBX) is a NYC MTA transformative rapid transit project that will connect currently underserved areas of Brooklyn and Queens. Given the scope and timeline of that project is not final, Respondents do not need to actively consider the IBX in their proposals.

Q: Is there a return expectation on the \$100 million investment from NYCEDC?

A: Yes, NYCEDC expects that the Climate Innovation Hub will be financially self-sustaining and generate revenue.

NYCEDC operates its asset portfolio with a double bottom line objective, for which all assets intend to generate revenue that supports operations of those assets and also support other NYCEDC economic development activities while also supporting NYC's policy goals.

The \$100M of City Capital being made available through this procurement is intended to create a financially feasible and revenue generating Climate Innovation Hub, in addition to achieving the stated goals of the procurement to grow the local climate tech ecosystem and support a Just Transition.