



**Climate Innovation Hub
Request for Proposals (RFP)
Informational Session #2
May 2, 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**

About NYCEDC

Building Our Future Economy

225 managed properties

64M square feet of real estate

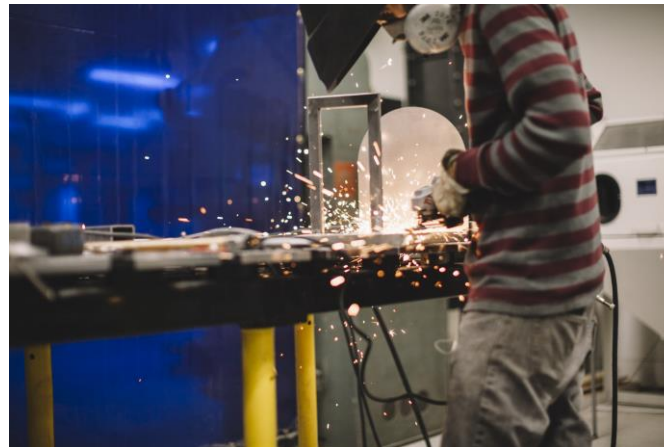
170 capital projects

\$9B capital budget

435 initiatives

\$1B life sciences investment

\$200M offshore wind investment



About NYCEDC

Green Economy + Climate Innovation

New York City's vision for the Green Economy

New York City's green economy will host 400,000 jobs by 2040, becoming the anchor of a prosperous, equitable, and just future for New Yorkers

New York City's green economy is the **ecosystem of activities that directly contribute to achieving our carbon neutrality goals and bolstering climate adaptation** across 8 sectors and 21 sub-sectors.

The Green Economy Action Plan includes 63 actions from the City to drive robust and equitable growth, and a **marquee initiative is to establish the Climate Innovation Hub at the Brooklyn Army Terminal.**

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FEBRUARY 2024

GREEN ECONOMY



ACTION PLAN



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NYC Mayor's Office of
Talent and Workforce
Development

Climate Innovation is booming in NYC

- New York City's green economy is already and will continue to be a major drive and contributor to the city's economy, sustaining **nearly 150,000 jobs and projected to employ nearly 400,000 New Yorkers – 7% of all jobs in NYC – by 2040.**
- **Green economy growth is expected to triple in size over the next 2 decades,** contributing \$89B annually to NYC's GDP.
- **The NYC Metro area is the third largest climate tech ecosystem globally** with a reported 179 active climate tech companies.
- **In 2021, \$2B+ VC funding flowed into NYC's climate tech sector – 4x the \$500M investment made from 2018-2020.**
- With 63 City-led initiatives outlined in the GEAP, **NYC is well on its way to becoming the top climate tech ecosystem in the world.**



Climate Innovation Hub at BAT RFP **Vision**

NYCEDC is investing up to \$100M to support the design and development of an up-to-112,000 SF Climate Innovation Hub (CIH) for **green technology innovation, commercialization and adoption.**



Climate Innovation Hub at BAT RFP Vision

CIH will be part of an ecosystem of complementary institutions

Activating over \$1B in public investment committed to supporting the green economy at **EDC's Sunset Park Campus, Governors Island, and Brooklyn Navy Yard, the Harbor Climate Collaborative** will facilitate collaboration on:

- Piloting
- Deal flow/tenants
- Regulatory coordination
- Workforce development
- Knowledge / data sharing
- Fundraising to support climate innovators
- Access to City Agencies

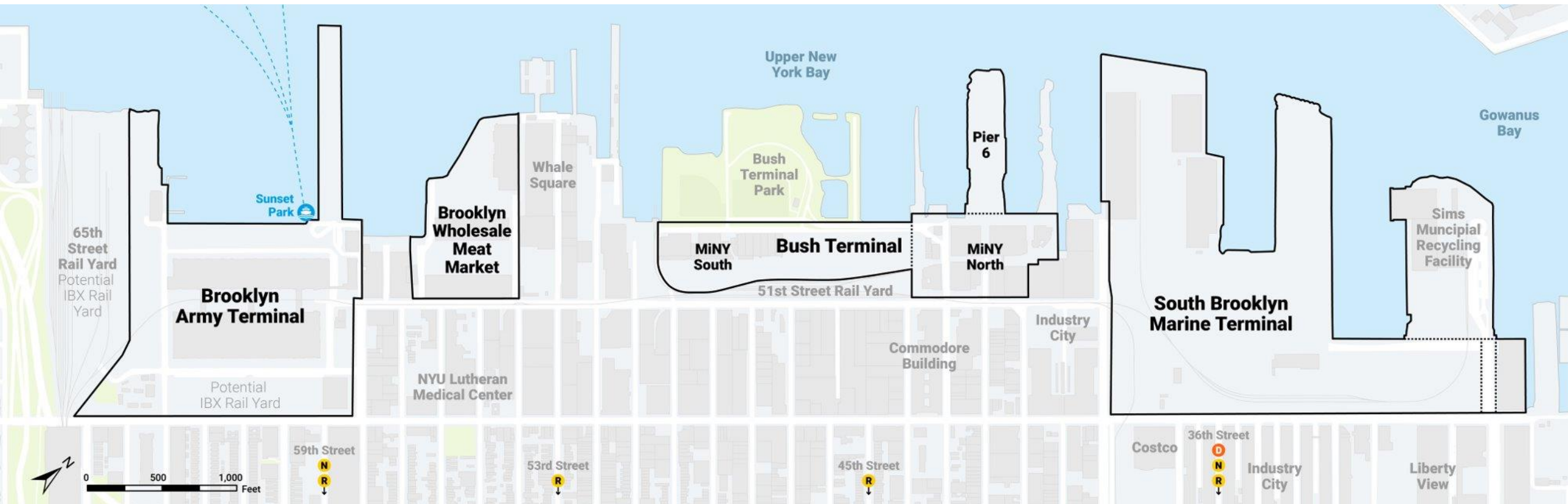
This **collection of campuses forms a network to accelerate the growth of NYC's climate innovation ecosystem.** A climate tech startup founder may develop an idea at **The Climate Exchange on Governor's Island**, prototype it at **CIH at BAT**, and build and scale it at **BNY**.



Climate Innovation Hub at BAT RFP **Sunset Park Overview**

Sunset Park is an emerging cluster for climate innovation.

NYCEDC controls approximately 200 acres of waterfront and assets including the Brooklyn Army Terminal (BAT), the South Brooklyn Marine Terminal (SBMT), and the Made in New York Campus.



Climate Innovation Hub at BAT RFP

Access to BAT

Airports

- 28-minute drive to JFK airport

Subway/Rail

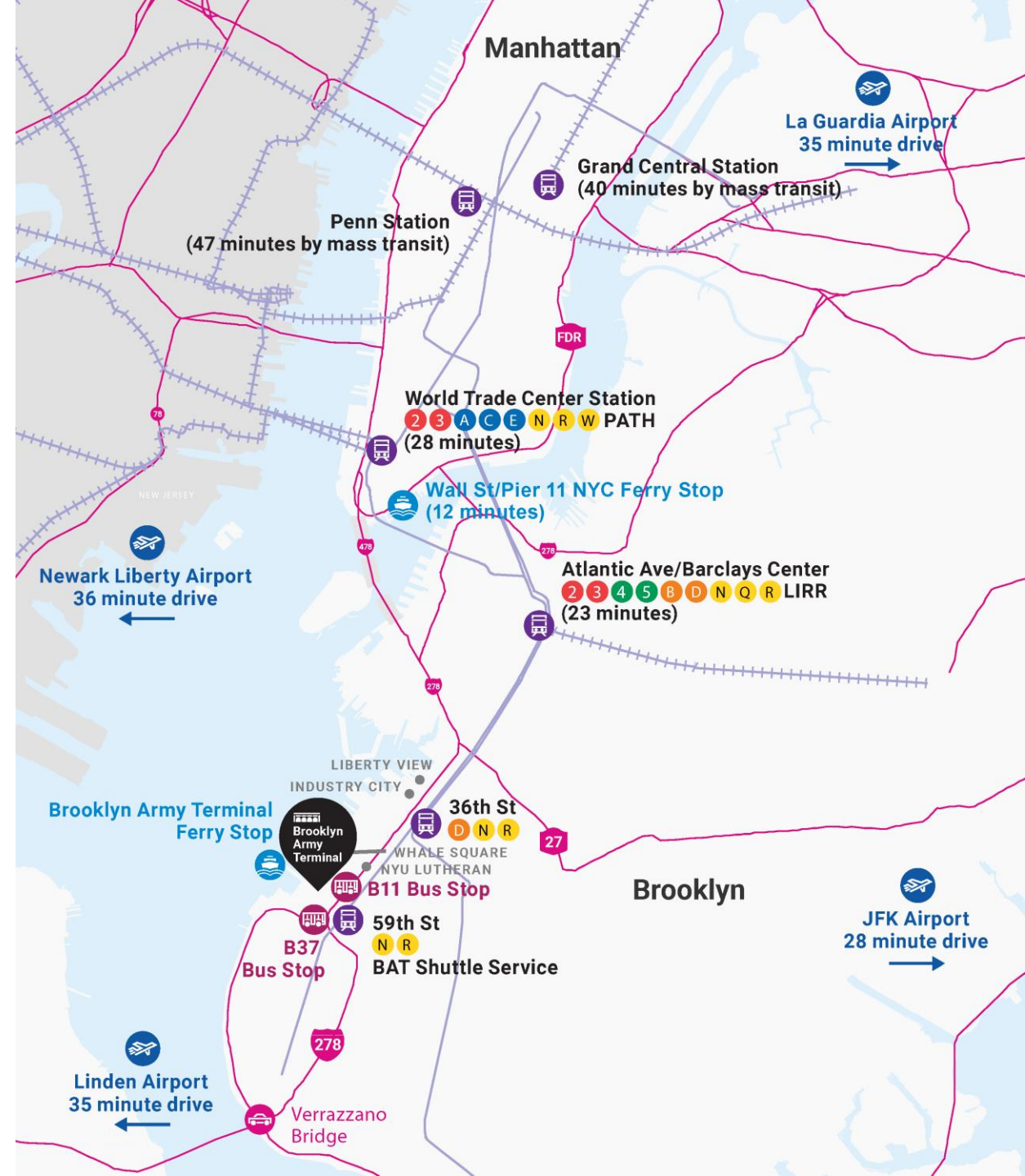
- 47 minutes to Penn Station
- 40 minutes to Grand Central Terminal

NYC Ferry

- 12 minutes to Lower Manhattan
- Connection to several Brooklyn stops

Car

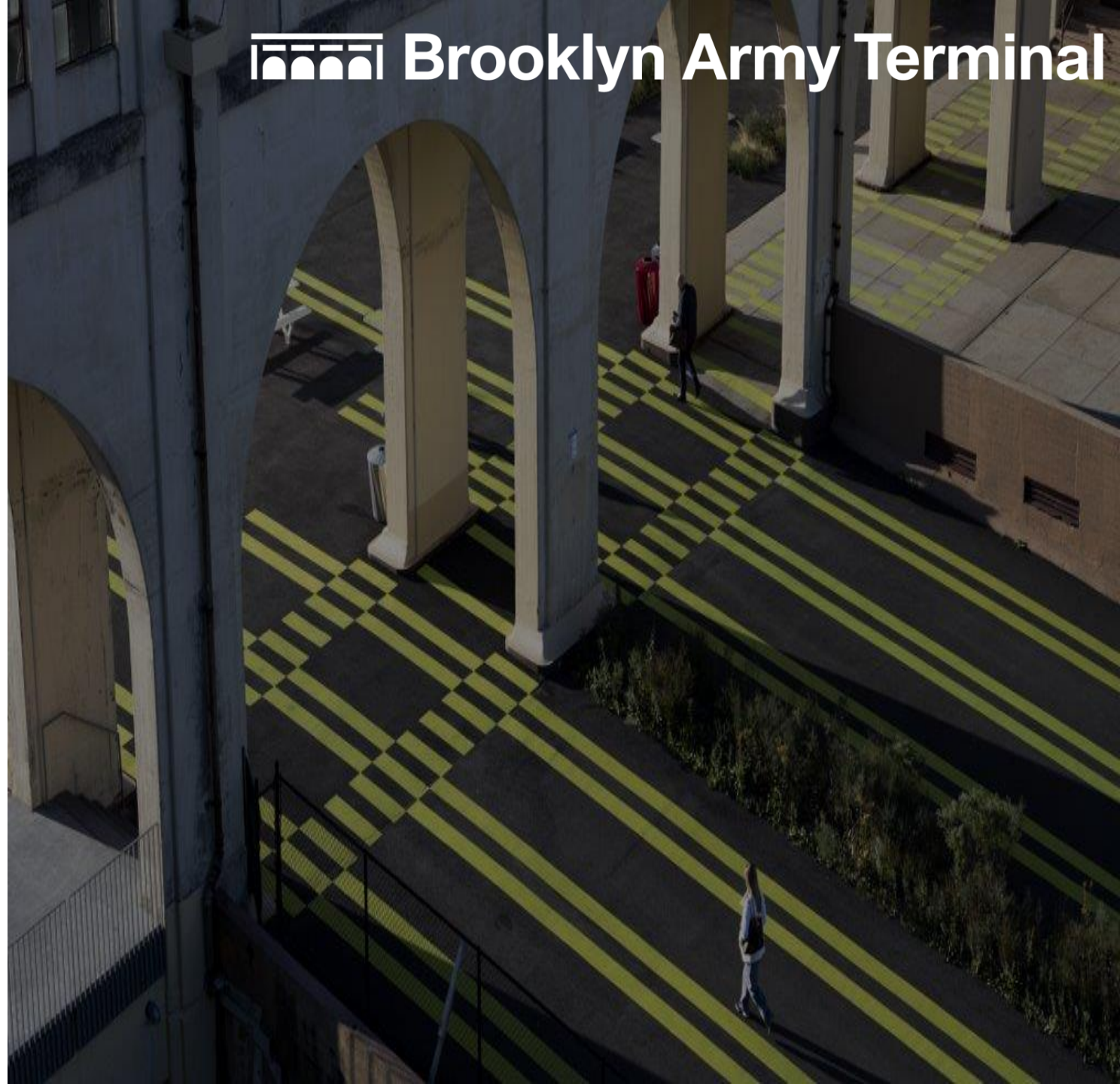
- 16 minutes to Lower Manhattan
- 8 minutes to Verrazzano Bridge



Climate Innovation Hub at BAT RFP

BAT Overview

- Construction of BAT was completed in 1919, starting its decades-long run as the largest military supply base in the United States.
- Now one of the **most accessible industrial campuses in the country**, NYCEDC is activating over 500K SF at BAT as a waterfront hub and center for innovation, climate tech and materials science.



Climate Innovation Hub at BAT RFP

BAT by the Numbers

4K+ jobs

100+ tenants

4K LF maritime frontage

3.7M leasable SF

95% occupied

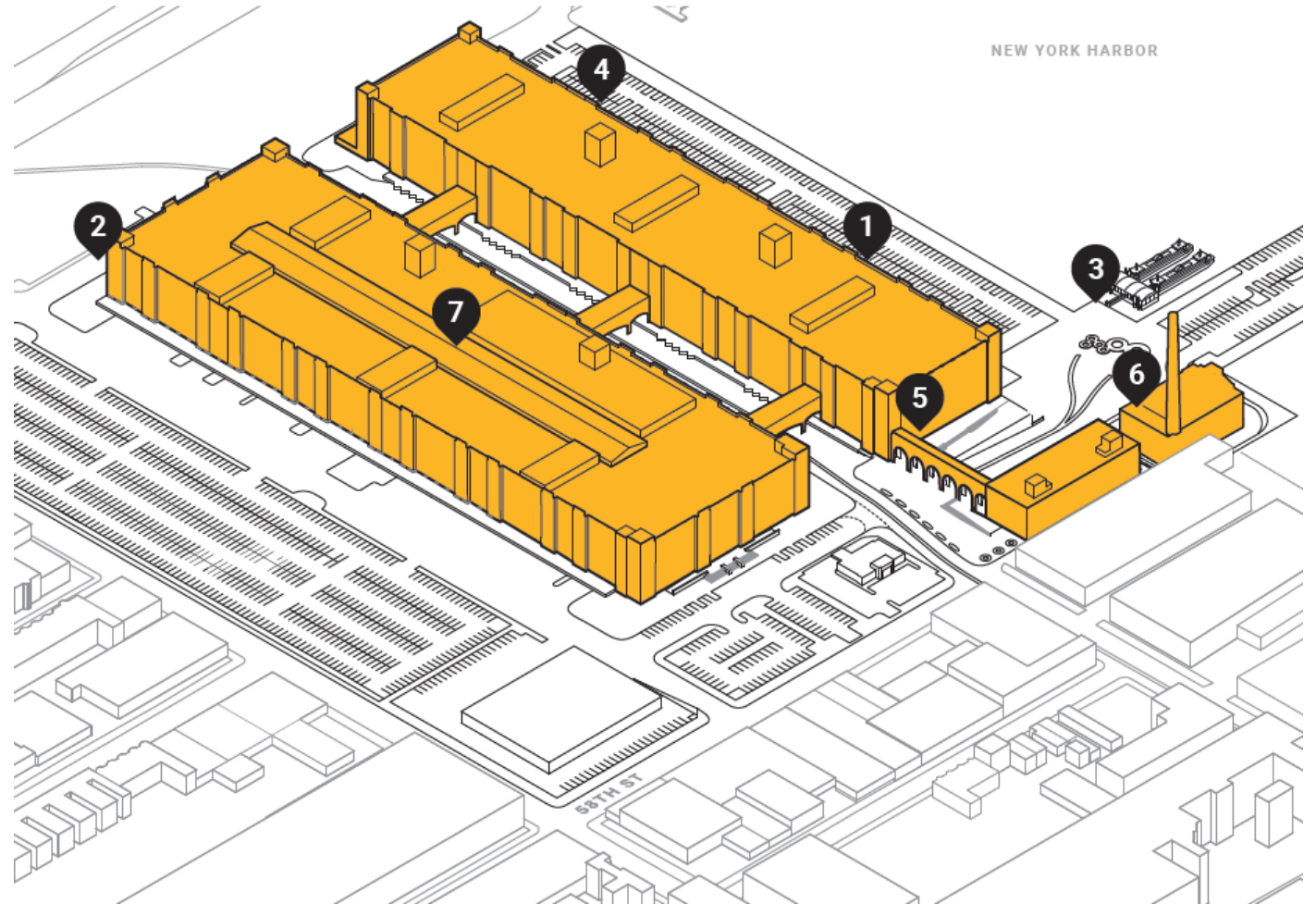
59 acres

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Climate Innovation Hub at BAT RFP **Piloting**

- Giving emerging tech companies – especially in **energy, mobility, and building** sectors – the opportunity to test, refine, de-risk, and demonstrate their products in a real-world, urban environment
- Testing Technologies:
 - Parking Spaces and Electrical
 - Roadways and Sidewalks
 - Waterfront Access
 - Plumbing and Water Systems
 - Building Façade & Windows
 - Heating and Boiler Systems
 - Roof Areas



Climate Innovation Hub at BAT RFP

Piloting

- Pilots at BAT has **companies currently piloting**. Two examples include:
 - **itselectric** brought EV curbside charging stations to BAT, in partnership with **Hyundai Cradle**
 - **Enertiv** provides automated submetering to measure energy use and associated costs to BAT tenants
- **Applications are now open** for next cohort (accepted on a rolling basis)
- **The Chosen Respondent is expected to build on this program** and run Pilots at BAT.



Climate Innovation Hub at BAT RFP **Goals**

NYCEDC is developing a new world class Climate Innovation Hub (CIH) with 3 main goals outlined in the RFP:

- Goal 1:** Grow the local climate tech ecosystem by developing facilities needed by industry
- Goal 2:** Accelerate the commercialization of climate technologies through business growth and piloting programs
- Goal 3:** Build shared prosperity for New Yorkers to advance a just transition

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Climate Innovation Hub at BAT RFP Proposal Requirements

Respondent Team

- This procurement seeks a **Consortium of organizations** to develop and operate the Hub. Proposals must identify a Lead Respondent.
- The **Lead Respondent** is responsible for organizing the Consortium and must be well capitalized and have strong fundraising capabilities; robust experience designing or operating real estate is also strongly preferred but not required. The Lead Respondent will be the point of contact, financially backstop the lease with EDC, and be accountable for the overall design and management of the Hub.
- **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

Climate Innovation Hub at BAT RFP Proposal Requirements

Proposal Summary

Proposals must include:

- **Executive Summary:**
 - Summary of Lead Applicant & Consortium Members
 - Overview of green economy sectors/sub-sectors served
 - Site plans and renderings
 - Summary Budget
 - Summary Timeline
- **Climate Innovation Goals Description**
- **Core Program Metrics:**
 - Economic Development
 - Industry Development
 - Other metrics to measure progress towards Hub
 - Goals and scope of services

Climate Innovation Hub at BAT RFP Proposal Requirements

Hub Development Plan

- To support the development of the Hub, NYCEDC will invest up to **\$100 million of City capital** for eligible design, construction, fit out, outfitting, and equipment purchase costs.
- **Capital Funds cannot be used to support the ongoing operational costs associated with the Hub.** Ongoing operating resources are expected to be garnered by the Chosen Respondent through other funding sources which may include but are not limited to membership fees, sub-leasing, usage fees for equipment, operating grants, university/corporate sponsorships, philanthropic funds, or other ongoing funding sources.
 - **Support for start-up operational costs associated with the period of time between selection and opening of the Hub may be considered.**
- The Plan should include a **Capital Work Budget** with budget estimates for all Hub associated capital work.
- In addition to a budget, the **Respondent may provide a more detailed schedule of costs** – including conceptual design level cost estimates broken down by trade, including soft costs-- and equipment (if applicable), and cash flow analysis during construction (if choosing to lead development).
- **Budgets must include a 15 percent contingency** for all Project costs and account for prevailing wages.

Climate Innovation Hub at BAT RFP Proposal Requirements

Hub Development Plan

Proposals must include:

- **Capital Work Scope**

- Conceptual designs and a floor plan for 56,000 - 112,000 SF of Hub facilities (across floors 7 & 8) that include:
 - shared **working and hosting facilities**
 - shared **lab facilities and/or facilities with advanced manufacturing equipment**
 - dedicated **infrastructure to support piloting** and testing of emerging climate technologies
 - **workforce training facilities**
 - a **5,000 SF (min) double-height common area** (described in Section IV)

- **Development Schedule**

- If a Respondent has a preferred Architecture and Engineering (“A&E”) firm to perform the design work, they should include a **price proposal for full design of the proposed scope of fit-out** (Appendix 22).

Climate Innovation Hub at BAT RFP Proposal Requirements

Ongoing Operations and Management Plan

Respondents must provide:

- **Operating Model, Term Sheet, and Pro-Forma**
 - Narrative description of the operating business model, including a plan to secure ongoing operating revenue
 - Revised Term Sheet
 - Proposed rent structure
 - Supporting information to substantiate revenue and operating projections
- **CIH Program and Services Plan**
- **Marketing, Community Engagement, and Demand Pipeline Plans**
- **Fundraising and Investment Plans**

The Chosen Respondent is expected to:

- **Operate the Pilots at BAT program** and should include plans to incorporate any proposed testing/piloting infrastructure into the current program.
- **Activate spaces at BAT and implement robust and meaningful program activities** before the capital scope of work is complete.

Climate Innovation Hub at BAT RFP Selection Criteria

The RFP includes more detail, but the Selection Criteria includes the following categories:

Creation of Enduring Value for the City and Fulfills Climate Innovation Hub Goals

Adequately responds to Hub Goals and demonstrates effective return on investments to the City by delivering on policy and economic development goals

Project Feasibility

Proposal demonstrates a comprehensive approach to the required legal, financial, procurement, design, and construction considerations required to deliver the capital work associated with the Hub

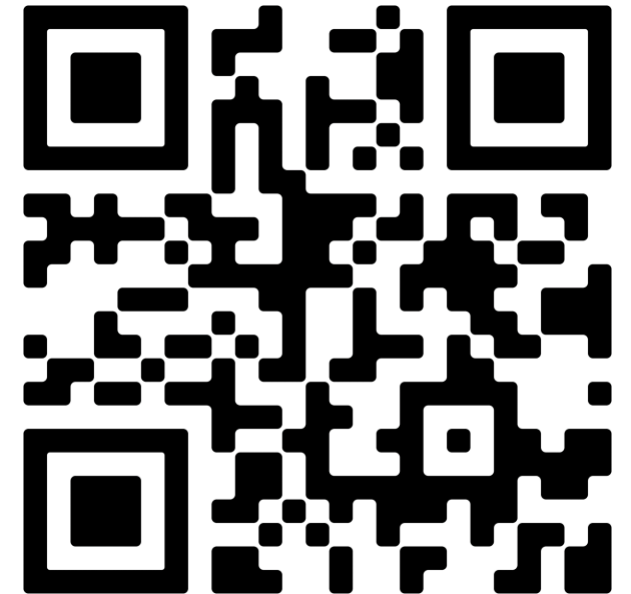
Respondent Team

Respondent team structure, skillsets, and experience demonstrate required professional ability

***For information on Terms and Conditions and other requirements, please reference the RFP directly.**

Climate Innovation Hub at BAT RFP **Submission Guidelines**

- **Responses are due no later than Thursday, July 18, 2024 at 11:59PM ET.**
- All Proposals should be uploaded via EDC's ShareFile portal linked on the RFP webpage
- Proposals should be labeled "Climate Innovation Hub RFP Response – [RESPONDENT NAME]" and should be uploaded as a single (1) zip file with this title.
- Please email any technical questions to RFPRequest@edc.nyc (ex: trouble downloading the RFP, issues submitting a response, etc.)
- Please submit any procurement content related questions to ClimateHubRFP@edc.nyc until June 21, 2024.
- Visit edc.nyc/climate-innovation-hub-brooklyn-army-terminal-bat-rfp to learn more



Climate Innovation Hub at BAT RFP **Key Dates**

- **March 18, 2024:** RFP released
- **April 3, 2024:** Site Tour #1
- **April 17, 2024:** Info Session #1 (virtual)
- **April 19, 2024:** Final Partner Form deadline
- **May 2, 2024:** Site Tour #2
Info Session #2 (hybrid)
- **May 22, 2024:** Site Tour #3 (Sunset Park District Tour)
- **June 12, 2024:** Site Tour #4
- **June 21, 2024:** Deadline to submit all questions
- **June 28, 2024:** Final Q&A (posted on rolling basis)
- **July 18, 2024:** Submission Deadline

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Climate Innovation Hub at BAT RFP Q&A

The first round of the Q&A document has been posted on the RFP page. Please visit the link below to access the document which already addresses many emerging questions.

Access the Q&A document on the RFP project page under the Key Documents section:

<https://edc.nyc/sites/default/files/2024-04/Climate%20Innovation%20Hub%20RFP%20Q%26A%201.pdf>

 **Key Documents**

Q&A Document

CIH RFP QA 1 posted April 29, 2024.



An aerial photograph of a large, multi-story industrial or institutional building complex. The building is light-colored with many windows and is surrounded by a large parking lot filled with cars. In the background, there is a body of water and a long pier extending into it. The sky is clear and blue.

Questions

We want to hear from you. Drop your questions in the chat!

Following this Info Session, you can email additional questions to ClimateHubRFP@edc.nyc.



**[CLIMATE INNOVATION HUB AT BAT INFORMATION SESSION
SIGN-IN SHEET]**

DATE: May 2nd, 2024 **TIME:** 3:00 PM **PROJECT:** Climate Innovation Hub at BAT

IN-PERSON ATTENDEES

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