

Greenlight Innovation Fund RFP
Project #10548
Questions & Answers Round 3
October 1, 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: Would there be a contact that we could discuss the eligibility for this facility to be considered for the GIF?

A: There is no individual contact 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.

Applicant Status

Q: Could you please help me understand the non-profit / for-profit consortium clause? For context, my community is currently run through a for-profit sole proprietor LLC. We have several other for-profit entities involved, so I'm wondering if we would be eligible.

A: Nonprofit joint ventures including a for-profit organization must include a nonprofit with a majority stake. The nonprofit must be eligible to receive City capital as outlined in the RFP and City requirements.

Q: I have a question re: the 10 yrs. Operating pro forma requirement. Does that mean the applicant has had to be in business for the past 10yrs or we have to support our ability to be in business for the next 10yrs.?

A: The operating pro forma should be prospective and audited financials and other supplementary documentation should demonstrate healthy standing, however we do not require Respondent to be in business for the past 10 years.

Site Eligibility

Q: Our organization is the designated Plaza Partner for land owned by NYC Department of Transportation. Would a Plaza Operating and Maintenance Agreement suffice for the site ownership/control requirements under the Greenlight Innovation Fund RFP?

A: Projects may locate on 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, subsub-lease, or similar agreement to the entity undertaking the Project. Additional site eligibility criteria are defined in the RFP. Programs located on public land, including at a NYC Department of Transportation site, may be eligible, subject to additional eligibility criteria outlined in the RFP.

Q: We're planning to acquire two properties for innovation spaces. In this case, should we submit one RFP for both properties or separate RFPs for each?

A: NYCEDC is seeking single site proposals. Separate properties should be submitted as separate applications.

Funding Sources, Size, and Eligibility

Q: Are these first-come, first-serve funds? In other words, is there a risk that funds will be gone by April deadline vs October deadline?

A: EDC has allocated \$50M for the October deadline and anticipates that there will be funds available for the April deadline. The amount of funding available for April will be clarified ahead of that deadline.

Q: Does the 50% co-funding requirement apply to the program overall or also to the individual project(s)?

A: NYCEDC seeks to fund no more than 50% of the total Program cost.

Q: Are capital purchases (e.g., of equipment, instrumentation, etc.) made prior to an award decision or application, but which will be used as part of the project, considered toward the overall 50% co-funding required?

Is there a specific date that eligible projects must start after for this program? For instance would project activities take place no earlier than July 1, 2024 in order to be eligible for reimbursement?

A: Capital costs associated with the project as described in the proposal but that are incurred ahead of an award can count towards a respondent's matching funds. Any costs incurred ahead of an award are ineligible for reimbursement. Respondents should review the RFP and all materials to determine whether costs incurred are eligible as matching funds.

Q: As NYCEDC seeks to fund no more than 50% of the total Program cost, do costs required for the use of equipment purchased with EDC funds count towards the required co-funding, including, for example, training, maintenance, skilled personnel to run the specialized equipment, utilities, managers, and chemical and biological waste management etc. costs?

A: Operational and management costs do not count towards the match requirement.

Q: Are there any specific constraints on the timing for receipt of co-funds? For example, could the majority of matching funds be reserved for the second half of the 10-year program or spread out equally across years or do they need to be consistent with the EDC reimbursement schedule?

A: There are no constraints for timing of co-funds but reimbursements can only be issued for eligible and approved capital costs. These costs are subject to retainage, where applicable, and payments are made on a reimbursement basis.

Q: The RFP states that an Equipment Project may include "the initial outfitting of a newly acquired or newly constructed space". It further states that "the initial outfitting is eligible if it is necessary to bring the new facility to use". Could you elaborate on what qualifies as "necessary to bring the

new facility to use"? For example, if a building contains a classroom or laboratory that is adequately renovated to serve as a learning space, but the room needs to have a section walled off in order to support a particular piece of equipment, would the outfitting of the walls for the equipment area be eligible as part of an Equipment Project?

A: An initial outfitting is the outfitting of a defined area that has been newly acquired, leased, or constructed to bring the newly conceived facility to use. Initial outfitting requirements regarding eligible line items are outlined in the Comptroller's Directive 10 and other documents attached and linked within the RFP.

Q: If renovations are required for installation of equipment, would that be considered part of the same project (\$3M minimum) or a separate project?

A: In this case, the Program would include both renovation and equipment projects. A Respondent could apply for funding for both project types. Respondents should review the RFP and all materials to determine whether costs incurred are eligible for reimbursement.

Q: Equipment and initial outfitting are thus subject to City Capital guidelines minimums?

A: Equipment requirements are outlined in the Comptroller's Directive 10 and other documents attached and linked within the RFP. Equipment projects are subject to the \$3M award minimum.

Program Policy Goals

Q: New and innovative technologies change at a faster pace than those already well-established in the life sciences field. Is it responsive to account for potential technological advancements by including the cost of depreciation in the operational budget for potential replacement/upgrade of the equipment within the required 10-year life of the program?

A: Equipment is expected to be utilized for the duration of the useful life. Any upgrades, replacements, or depreciation is not eligible for Greenlight funding and should be funded by the Recipient. The Recipient is responsible for producing the operational pro-forma based on any relevant costs or revenue.

Q: Does EDC require that respondents demonstrate the demand for and utility of the program within the region by any specific quantitative or qualitative metrics?

A: Respondents should submit any quantitative or qualitative metrics that demonstrate demand and utility of the program. Proposals will be evaluated based on a range of selection criteria as outlined in the RFP.

Q: I was hoping to inquire about the eligibility under the Greenlight Innovation Fund of a new construction facility we are currently designing at the campus, an ambulatory cancer center which will provide advanced cancer treatments and inform cancer research initiatives campuswide.

A: Qualifying costs include capital costs for the acquisition, construction, or equipment fit out of the space. Ongoing operating expenses do not count toward the target 50% contribution. Greenlight Innovation Fund awards cannot be used for operating expenses. The proposed facility should demonstrate it advances Greenlight policy goals as described in the RFP.

Q: Would a life science proposal with primary emphasis on basic life science and a smaller translational component be acceptable?

A: Life sciences proposals with primary emphasis on basic sciences with a smaller translational component may be eligible subject to additional criteria as outlined in the RFP.