

East New York Industrial Business Zone Sites RFP

Information Session
January 29, 2025

East New York

Agenda

- Intro To EDC
- RFP Overview
- Neighborhood Context
- Property Overview
- Development Program
- RFP Proposal Requirements and Selection Criteria
- Next Steps
- Q&A

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

RFP Overview



A Transformative Time for East New York:



The Opportunity

Two Prime Development Sites

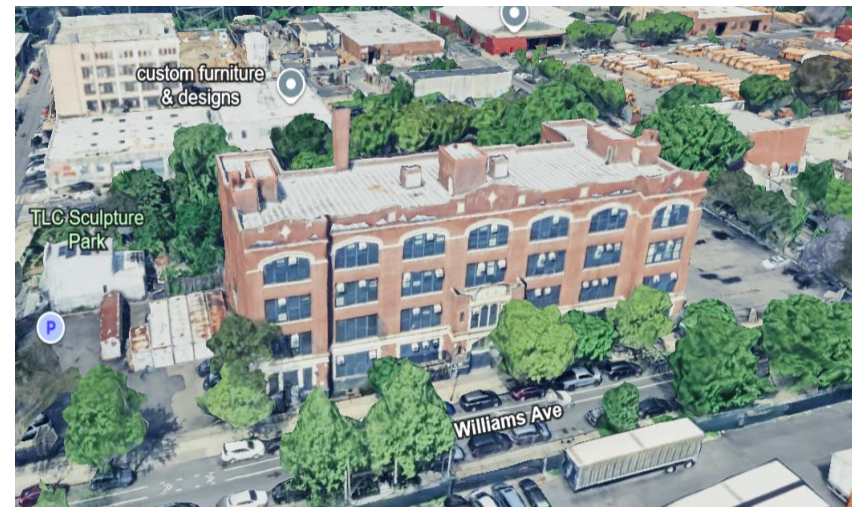
- Sackman Street: ~19,000 SF lot
- Williams Avenue: ~81,000 GSF building surrounded by ~51,000 SF of paved surface lots; ~69,000 SF in total

Flexible Structure for Innovative Development

- Both sites provide flexibility for varied uses and development/ activation opportunities

Incentives and Development Support

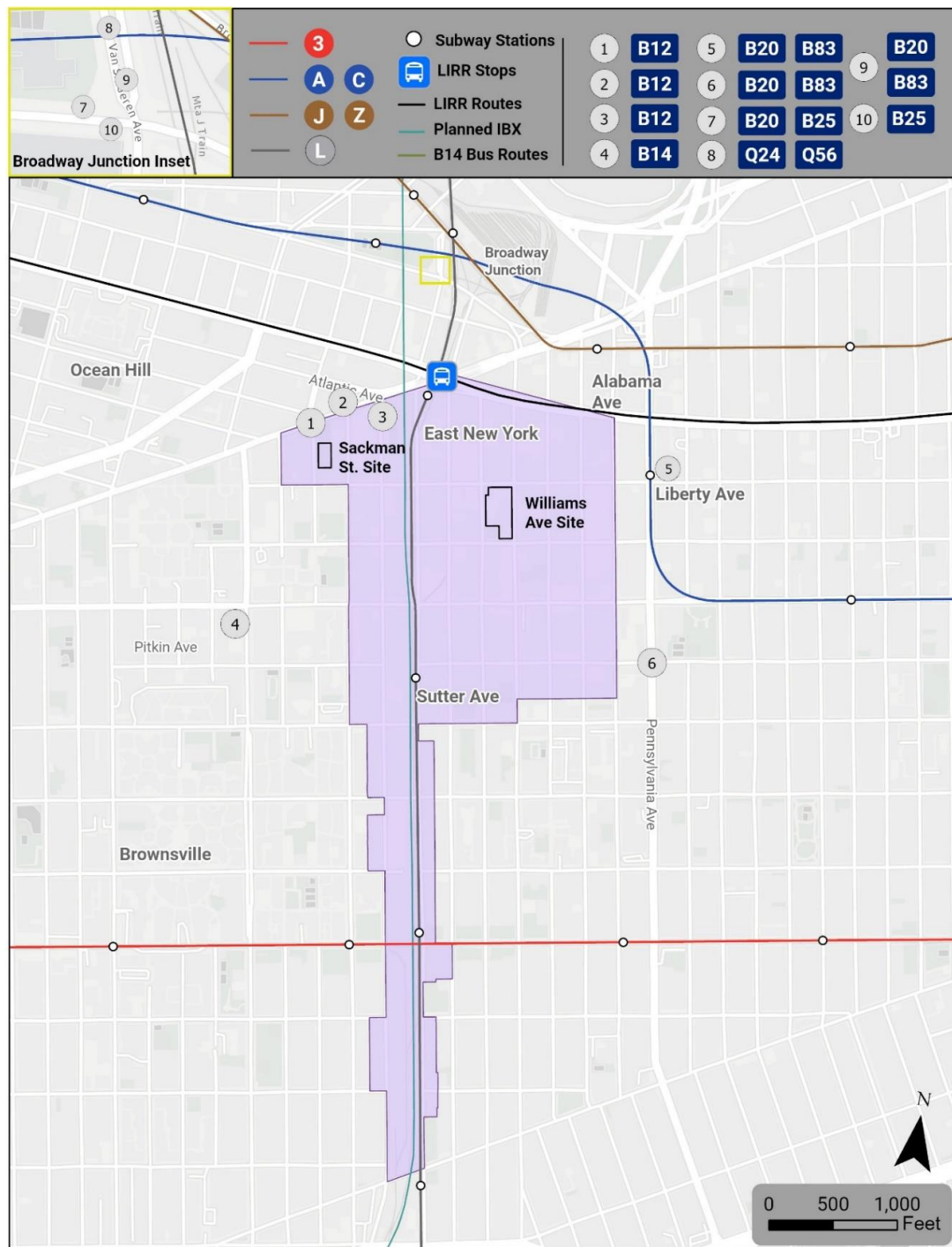
- Eligible for IBZ Relocation Tax Credits and potential access to City funding and development programs for strategic investment



The Opportunity

Affordable & Connected

- Located in one of NYC's **most affordable industrial real estate markets** relative to other IBZs
- Close to **Broadway Junction** and access to the subway, bus, LIRR, regional truck routes, and JFK Airport

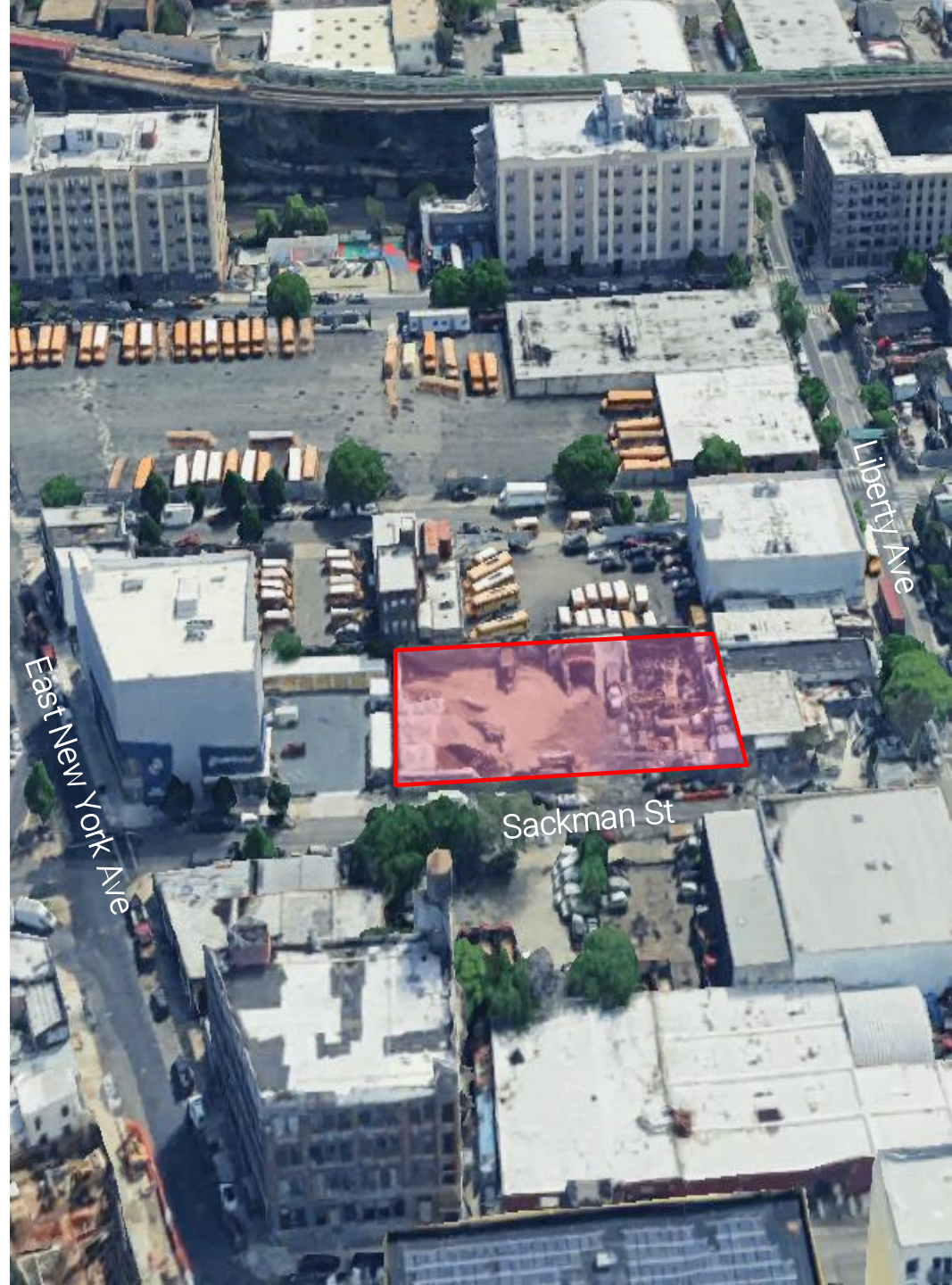


Multi-Site RFP FAQs

- **Can I submit a proposal for both sites?**
 - Yes, Respondents can submit Proposals for both Sites. Each Proposal will be evaluated independently.
- **Can I submit a proposal for one site?**
 - Yes, you can submit a proposal for only one site without evaluation penalty.
- **Will EDC prefer Respondents who apply to both Sites?**
 - No, EDC does not have a preference as to whether Respondents submit Proposals for one or both Sites.
- **Does EDC prefer Proposals for one Site or the other?**
 - No, there is not a preference for one site over the other.

Sackman Street Site Description

173-191 Sackman Street





Sackman St. Site

		Notes
Zoning	M1-4	Uses include: <ul style="list-style-type: none"> • Hotel • Retail • Community facilities (Some included as-of-right, but likely requiring special permit)
Total Site Area	19,000 SF	
Total As-of-Right Dev. Rights	38,000 ZSF	2.0 FAR
Max Height	60 Feet or 4 stories	Allowance is decided by whichever height is less

- Fully paved surface lot
- Wide variety of potential uses
- Existing vehicle curb cut
- Site will be delivered vacant

Williams Avenue Site Description

116 Williams Avenue

NYC / EDC



Williams Ave. Site

Building Information:

		Notes
Zoning	M1-4	
Total Site Area	69,000 SF	
Building Footprint	18,000 SF	
Undeveloped Site Area	51,000 SF	
Total Development Rights	138,000 ZSF	2.0 FAR
Existing Building	63,000 ZSF; 81,000 GSF	
Remaining Buildable Area	75,000 ZSF	
Typical Floor-to-Floor Height		
Ceiling Height	15'-0"	Including basement
Total Building Height	70 ft.	4 stories

- No landmark designation.
- Large development site with wide flexibility.



Development Program: Project Goals



Create **dynamic and relevant space** that meets the needs of modern industrial businesses or other complimentary uses to the ENY IBZ



Support **job-intensive uses or green economy sectors** (as described in the City's Green Economy Action Plan) contributing to the local and regional economy



Plan and demonstrate the ability to execute a **financially feasible** development



Provide an **overall benefit** to the ENY IBZ and surrounding community



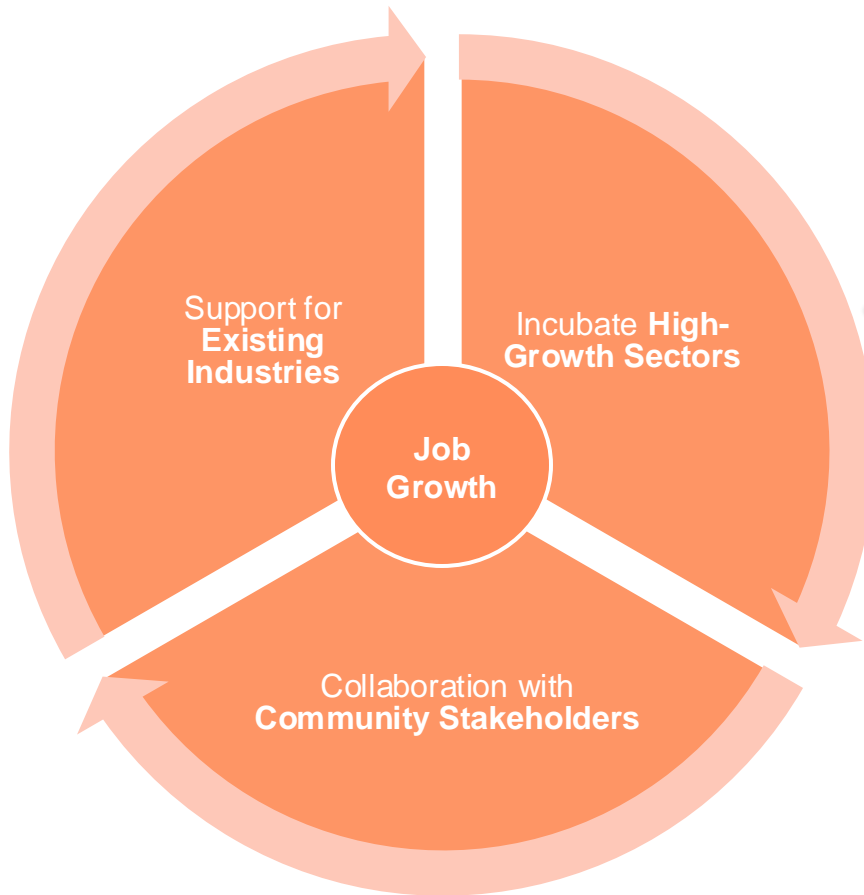
Develop the Project with a **sustainable business model** that does not rely on ongoing City financial support and accounts for lease rent or purchase price, operating payments and taxes

Community Priorities Document

- Community access and partnership
- Jobs, businesses, and talent in the ENY IBZ
- Sustainable design and green industry
- Commitment to public health and environmental justice



Reimagining the Sites



High-Growth Sectors

- Creative Light Industrial
- Cold Storage
- Food Prep and Distribution
- Staging and Distribution
- Fashion and Textile Manufacturing
- Urban Agriculture
- Solar Energy
- EV Charging

Proposal Requirements

Program & Design

- Project narrative
- Term sheet (ground lease vs. sale)

Site Plan & Architectural Design

- Architectural plans/renderings & design rationale

Zoning & Sustainability

- Preliminary zoning analysis and approvals
- Sustainability strategy (e.g., LEED, Circular Design)

Financial & Schedule Information

- Financial model
- Funding and financing narrative
- Development schedule (milestones, contingencies)

Respondent Information

- Overview of organization, team, and relevant experience
- M/WBE plan (minimum of 25% target participation)
- Community hiring/living wage compliance

Please refer to the RFP for a comprehensive list of requirements.

Selection Criteria

General

Program and
Design

Respondent
Qualifications
and Experience

Financial and
Schedule
Feasibility

Economic
Impact

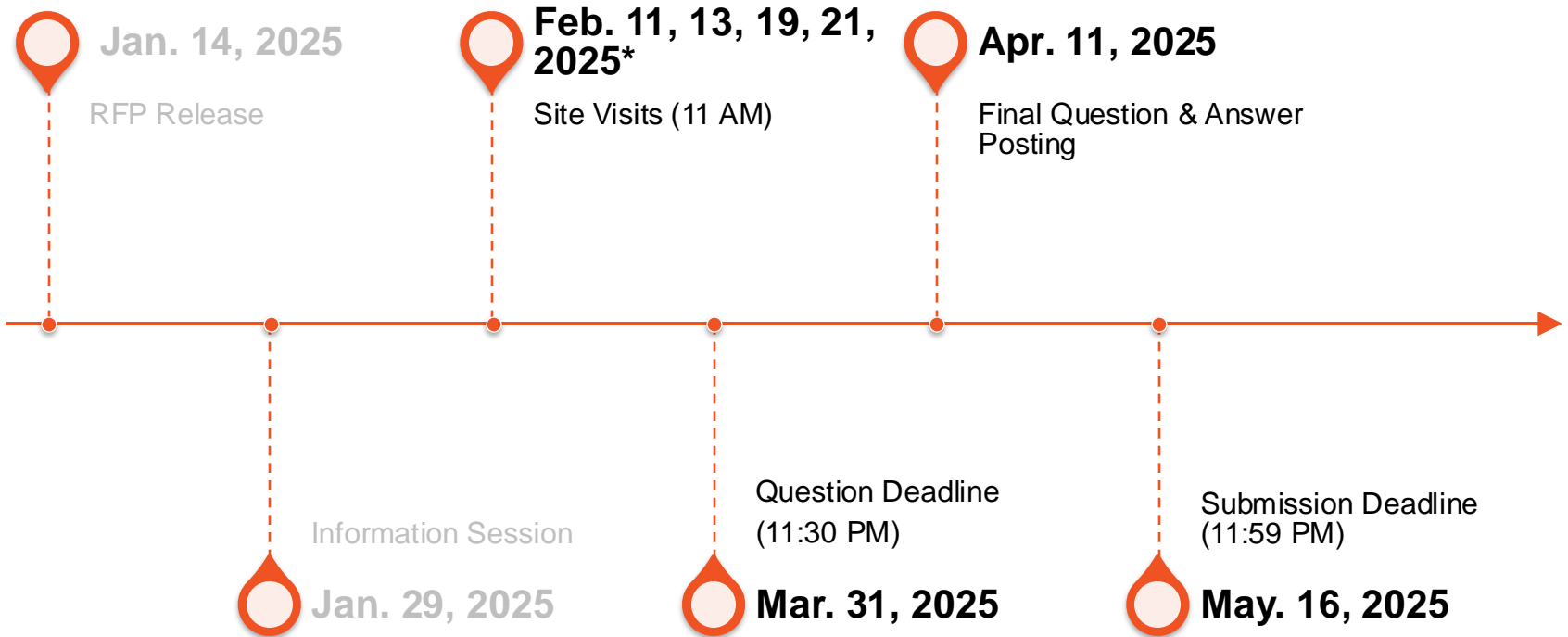
M/WBE and
Workforce
Programs

Please refer to the RFP for a comprehensive list of evaluation factors.

M/WBE Participation

- Minority and Women-Owned Business Enterprises (“M/WBE”)
- M/WBEs are certified by the Department of Small Business Services
- RFP has a target participation goal of a minimum of 25%
- Respondents must submit a M/WBE Participation Plan as part of their Proposal indicating their proposed level of M/WBE participation and a plan for achieving this goal
- Final M/WBE goals will be incorporated into the ground lease or contract of sale
- Use [SBS](#) directories to find M/WBEs in a specific field
- NYCEDC can assist in identifying M/WBEs

RFP Timeline



*Note: Site Tour dates are subject to capacity

Site File (Williams Avenue)

1. Williams Avenue Site Floorplan
2. Williams Avenue Site Sprinkler System Design
3. Existing Condition Layouts & Solar Analysis
4. Exterior Masonry Restoration & Window Replacement Plan
5. Equipment Location Layouts

Email enyibzsites@edc.nyc to request the site file.

Files may be uploaded throughout the submission period.

Partnership Form

For additional information and opportunities for partnerships, please visit edc.nyc/enyibzsurvey or scan here:



Submission Instructions

- Visit the project's RFP website to upload your response electronically
- Your submission should be a single .zip file with:
 - Company name
 - Name of this RFP

For technical issues related to RFP submission, email:

RFPRequest@edc.nyc

ENY IBZ RFP website: edc.nyc/east-new-york-industrial-business-zone-rfp

Questions?

RFP Email Address: enyibzsites@edc.nyc



Thank You!

RFP Email: enyibzsites@edc.nyc

RFP Website: edc.nyc/east-new-york-industrial-business-zone-rfp

East New York/ Broadway Junction Page: edc.nyc/project/broadway-junction-east-new-york

Site Tour RSVP Deadline: Monday, February 3, 2025 by 12:00 PM

Submission Deadline: Friday, May 16, 2025 by 11:59 PM

Next Steps

Vision:

*Seeking developers who can bring a **creative approach** to a next-generation light-industrial hub.*



Community Priorities:

- Local Hiring and Training
- Investment in Local Institutions
- Green Infrastructure

EDC-Priority Sectors:

- Light industrial
- Solar Energy
- Building de-carbonization
- EV Charging
- Advanced Manufacturing

Selection Criteria



General

- Quality and completeness of Proposal and its supporting documentation
- Level of responsiveness to Project Goals and Proposal Requirements outlined in the RFP



Program and Design

- Overall quality of the Project with respect to spaces, uses, and programming to create jobs and/or support green economy sectors
- Alignment with the Community Priorities Document included in the RFP



Respondent Qualifications and Experience

- The Respondent's experience, in terms of number, size, type, complexity, and scale of recent development projects built and managed
- Capacity to undertake the Project within the timeframe proposed considering current workload and other pending obligations
- Extent of experience in project managing urban development projects, including obtaining necessary governmental and community approvals and permits
- Respondent's financial condition, including its financial wherewithal
- Success in securing the proposed funding sources for other similar projects
- Experience working with community stakeholders on past projects

Selection Criteria (Continued)



Financial and Schedule Feasibility

- Quality and feasibility of Respondent's Proposal, business plan, development schedule, financial model, and financing structure
- Maximizing purchase price or ground lease valuation while achieving maximum advancement public policy objectives prioritized within this RFP
- Long term viability and sustainability of operations



Economic Impact

- The number and quality of new jobs created related to construction, operations, and production of goods and provision of services
- City taxes the Project generates such as real property, sales and personal income taxes
- Projected expenditures including, the purchase price or lease revenue proposed, total project costs and annual operating costs
- The extent to which the Project supports established industry or contributes to the growth of emerging industries with a focus on green economy sectors



M/WBE and Workforce Programs

- Responsiveness to participation in and compliance with M/WBE Participation Goal, community hiring, living and prevailing wage programs



EAST NEW YORK INDUSTRIAL BUSINESS ZONE SITES RFP INFORMATION SESSION ATTENDANCE SHEET

DATE: 01/29/2025

TIME: 11 AM

PROJECT: East New York IBZ Sites RFP

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