



East New York Industrial Business Zone Sites RFP

Project # 10281

Q&A #1

Updated on March 7, 2025

QUESTIONS AND ANSWERS¹

The following are responses to specific and general questions about the East New York Industrial Business Zone Sites RFP (the “RFP”). Please note that some questions have been edited and/or paraphrased for clarity and/or to anonymize them.

General

1. Q: When will NYCEDC post the information session slides and list of attendees?

A: NYCEDC has posted information session slides and attendance lists for the information session and site tours on the RFP website at edc.nyc/east-new-york-industrial-business-zone-rfp.

2. Q: Was it possible to see who else was on the information session webinar? Will the list of interested vendors be available?

A: The information session was in a webinar format and so it was not possible to view attendees in real time; however, the attendance list is available on the RFP website edc.nyc/east-new-york-industrial-business-zone-rfp. Those who are interested in connecting with other potential Respondents can visit edc.nyc/east-new-york-ibz-partnership-sign-form. EDC encourages interested Respondents to submit your information to our partnership webform. Every submission's contact information is publicly available, and you can reach out separately. Additionally, the attendance lists for the site tours are posted on the RFP website at edc.nyc/east-new-york-industrial-business-zone-rfp.

3. Q: Is there an opportunity to work in conjunction with specific corporations who have active relationships with the EDC, (i.e. will the EDC provide warm introductions to corporate partners)?

A: EDC cannot facilitate introductions between different parties, which is why we encourage interested respondents to use the partnership webform, so that you can contact other interested parties directly. The partnership webform can be found here: <https://edc.nyc/east-new-york-ibz-partnership-sign-form>.

4. Q: Will a recording of the information session be made available?

A: The recording of the information session will not be posted. The information session presentation is available on the RFP website at edc.nyc/east-new-york-industrial-business-zone-rfp.

¹ All capitalized terms used in this Frequently Asked Questions shall have the same meaning as such terms in the RFP.

5. Q: Can the information session presentation be shared with Community Board 16's office?

A: The slides from the information session are posted publicly on <https://edc.nyc/east-new-york-industrial-business-zone-rfp>. Anyone is welcome to view or share the presentation.

6. Q: How can people request the Site File?

A: The Site File can be requested by emailing the RFP email address, as follows: eastnewyorkibzsites@edc.nyc.

7. Q: What is the price of each parcel?

A: NYCEDC does not provide pricing guidance. The RFP seeks competitive proposals that activate and/or develop the Sites with projects that have a sustainable business model which do not rely on ongoing City financial support and accounts for, including but not limited to, rent or purchase price, operating expenses, and taxes. It is up to the Respondent to complete due diligence and financial analysis in determining the value of the Site(s) to include in their response. In the financial model, a purchase price or ground lease rent, amongst other financial metrics, must be included. Please see the "Proposal Requirements" section of the RFP for more information.

8. Q: We recently learned about this RFP and are very interested. We would like to know what we can do to get more information. Are site tours still available?

A: Site tours for the RFP were held on February 11th, February 13th, and February 19th. NYCEDC does not anticipate any other site tours being scheduled. Please request access to the Site File by emailing eastnewyorkibzsites@edc.nyc for more information.

9. Q: If I missed the information session, do I still have an opportunity to submit a solicitation?

A: Proposals may be submitted for the East New York Industrial Business Zone Sites RFP until May 16th at 11:59 PM ET. Late submissions will not be accepted. Please read the full RFP document for more information and requirements. The RFP can be found at <https://edc.nyc/east-new-york-industrial-business-zone-rfp>. Additionally, the information session presentation can be found at <https://edc.nyc/east-new-york-industrial-business-zone-rfp>.

10. Q: Is there going to be any Solar Development with this project because we would be interested in placing a Solar Farm System in this area, as well as a Hydroponic Farm growing fruits and vegetables.

A: The use(s) of the projects on the RFP Sites is still undetermined as we are at the beginning of this RFP procurement process and still soliciting responses with proposed projects. The RFP describes a number of potential uses for the RFP Sites. RFP Responses are due May 16, 2025. If one of or both of the Sites could work for your type of development, please submit a response. All information can be found in the RFP document which can be downloaded at <https://edc.nyc/east-new-york-industrial-business-zone-rfp>.

Selection Process

11. Q: Are the selection criteria weighted through an evaluation rubric? If so, how weighted are the community benefits, when considered alongside competitive business plans?

A: The evaluation process for RFPs does not assign weights to different factors of the evaluation process. When evaluating RFP submissions, we look at each Proposal holistically, and how it responds to the RFP's Proposal Requirements and Project Goals. Please see the "Selection Criteria" section of the RFP for more information details on how Proposals will be evaluated. Please note the selection criteria are not listed in order of preference.

12. Q: Who are the individuals that will review the RFP proposals? Can community members be a part of the final review process to ensure the proposal is reflective of what the community wants?

A: A collection of individuals within NYCEDC will review the submitted RFP Proposals. NYCEDC is still determining who those individuals will be. The evaluation and selection process is a collaborative effort with other departments at NYCEDC. External parties are not involved in the RFP Proposal review and developer selection process. Review by external parties is outside the bounds of the RFP procurement process. Proposals are strongly encouraged to demonstrate alignment with the Community Priorities Document, as described in the “Project Goals” section of the RFP and Appendix A.

13. Q: Will NYCEDC’s RFP evaluation process involve collaboration with other City agencies since there are multiple goals that intersect with their work and priorities?

A: NYCEDC has been in contact with the City agencies whose uses or properties involve the Sites or are adjacent to the Sites, as described mainly in the “Site Description” section of the RFP. During the review and evaluation process, NYCEDC may discuss aspects of Proposals with relevant City agencies to ask questions, communicate potential impacts and provide updates on status and timing of the process.

14. Q: What does the RFP timeline look like once a Proposal is selected? When is the start date, and when is the end date?

A: NYCEDC does not have a schedule to provide at this time, as it varies with each RFP and the type and number of Proposals that are received. The timeline will take into consideration that this is a complex multi-site RFP.

15. Q: Will NYCEDC potentially pursue negotiations with multiple development proposals per Site?

A: NYCEDC reserves the right to negotiate with multiple respondents for one Site or both Sites at one time.

Proposal Requirements

16. Q: How comprehensive do the financials for Proposals need to be?

A: Financial models need to demonstrate comprehensive underwriting of the proposed project including, but not limited to, detailed assumptions, cash flows and returns for all phases and uses of the proposed project. Please refer to the “Financial and Schedule Information” section of the “Proposal Requirements” section of the RFP which details what the financial model must include at a minimum.

17. Q: If there are multiple applicants working together across both Sites, is there guidance on structuring the deal?

A: NYCEDC does not provide guidance on how to structure a deal with partners or how to structure the proposed transaction. It is the Respondent’s responsibility to submit a viable Proposal in all respects.

18. Q: Will proposals requiring zoning variances be considered? Would NYCEDC support the application for variances with other City agencies, if required?

A: As stated in the RFP, NYCEDC is open to Proposals that require ULURP, provided that the proposed project does not undermine the Industrial Business Zone’s or the City’s industrial policy goals.