



Brooklyn Navy Yard
Development Corporation
BrooklynNavyYard.org

141 Flushing Ave
Building 77, Unit 801
Brooklyn, NY 11205

REQUESTS FOR EXPRESSIONS OF INTEREST

for the lease of 130,000 square foot site for clean energy infrastructure or the manufacture of products advancing solutions that address climate change.



Climate Solutions & Infrastructure at Scale

Release Date: April 15, 2024

Submission Deadline: June 26, 2024

Contact Information:

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I. Executive Summary

The Brooklyn Navy Yard Development Corporation (“BNYDC”) has a 130,000 square foot parcel (the “Site”) that is a prime location for (i) clean energy infrastructure or (ii) the manufacture of products to address climate change. BNYDC is issuing this Request for Expressions of Interest (this “Stage 1 RFEI” or “RFEI”) to entities or companies interested in leasing the Site from BNYDC for one of these uses. Respondents to this RFEI may be hereafter referred to as “Respondents” and any submissions to this RFEI as “Submissions”.

Climate change is one of society’s most pressing global issues and one that requires the development, production and deployment of a significant amount of “devices” of varying sizes and scales (i.e. heat pumps, solar panels, electric vehicle chargers, transmission stations, battery energy storage systems, to name a few). BNYDC has a rare opportunity to redevelop the Site to provide critically needed clean energy infrastructure and/or establish industrial space that will develop products addressing climate change and create jobs in New York City’s emerging “green economy.” BNYDC is seeking to learn more about potential projects for the Site with these uses. Among other things, this redevelopment will seek to advance the goals of the City and the State as outlined recently in policy briefs such as PowerUp NYC and NYS Energy Affordability Plan, respectively.

BNYDC will only accept two kinds of proposed uses for the Site through this RFEI:

- **Clean Energy Infrastructure.** An energy infrastructure facility that enables the interconnection or generation of clean energy into New York City, otherwise reduces the grid’s use of fossil fuels, or similar clean energy or decarbonization infrastructure.
- **Climate Solutions Urban Manufacturing.** A manufacturer that will design, fabricate and/or assemble products that further the green transition, in areas including but not limited to energy-efficient building materials and systems; the generation of renewable power and/or storage; or assist in the transition towards e-mobility options.

This procurement will be administered in two stages. This Stage 1 RFEI requests Respondents interested in leasing the Site to submit conceptual information on proposed projects with general economic terms and a description of the benefits of said project. BNYDC encourages Respondents to propose innovative projects that are economically viable and financially sustainable that aim to make an impact on climate change. Following receipt of Submissions to Stage 1 RFEI, BNYDC may hold interviews with select Respondents to learn more about the proposed project types.

BNYDC will then review and evaluate the information received through Stage 1 RFEI and issue a more detailed Request for Proposals (the “Stage 2 RFP” or “RFP”). The Stage 2 RFP will request additional information and specifics on proposed projects and require a thorough due diligence process. Ultimately, BNYDC will seek to identify and select the project that best furthers BNYDC’s goals with the winning proposer to the RFP (the “Successful RFP Respondent”) to receive a lease for the Site.

Although the Stage 2 RFP will not be limited to Respondents to this Stage 1 RFEI, BNYDC strongly encourages entities interested in leasing the Site to respond to this RFEI. By responding to this RFEI, Respondents will be able to provide BNYDC with information and ideas that may help inform the drafting of the subsequent RFP and create awareness about impactful uses for the Site.



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II. BNYDC Background



BNYDC is a not-for-profit corporation that serves as the real estate developer, long-term ground lessee, and property manager of the Brooklyn Navy Yard (the “Yard”) on behalf of its owner, The City of New York (the “City”). The approximately 300-acre urban manufacturing and innovation campus on the Brooklyn waterfront is home to over 550 businesses employing more than 11,000 people and generates over \$2 billion per year in economic impact for the City. These businesses operate in a range of critical and high growth sectors (i.e. building materials, food, apparel, robotics, process controls, ship repair, life sciences and more), and over two dozen of them operate in subsections of climate solutions. BNYDC operates a piloting program, [Yard Labs](#), that is focused on climate technologies. BNYDC’s mission is to fuel New York City’s economic vitality by creating and preserving quality jobs, growing the City’s modern industrial sector, and connecting the local community with the economic opportunities and resources of the Yard. The Yard is home to both an on-site Employment Center that facilitates employment connections between Brooklyn/NYC residents and Yard businesses, as well as offers advanced manufacturing training. BNYDC also serves as physical host and non-profit partner to the Brooklyn STEAM Center, a modern technical education high school where students are provided with work-based learning in 6 industry pathways and graduate with a high school diploma, professional certifications and often college-credits. Further information about the Yard can be found at www.brooklynnavyyard.org.

III. Site Background

FIGURE 1: SITE IN CONTEXT OF NAVY YARD

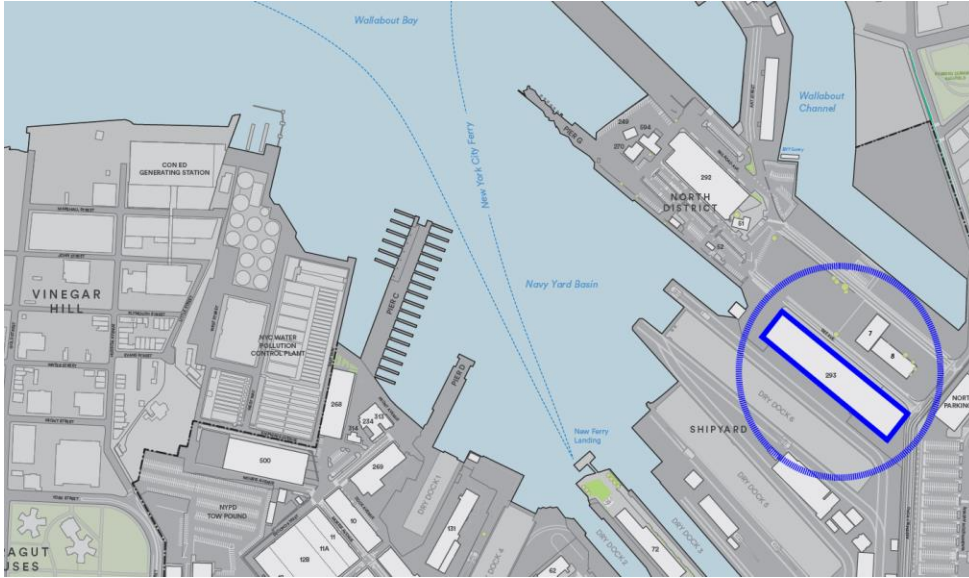
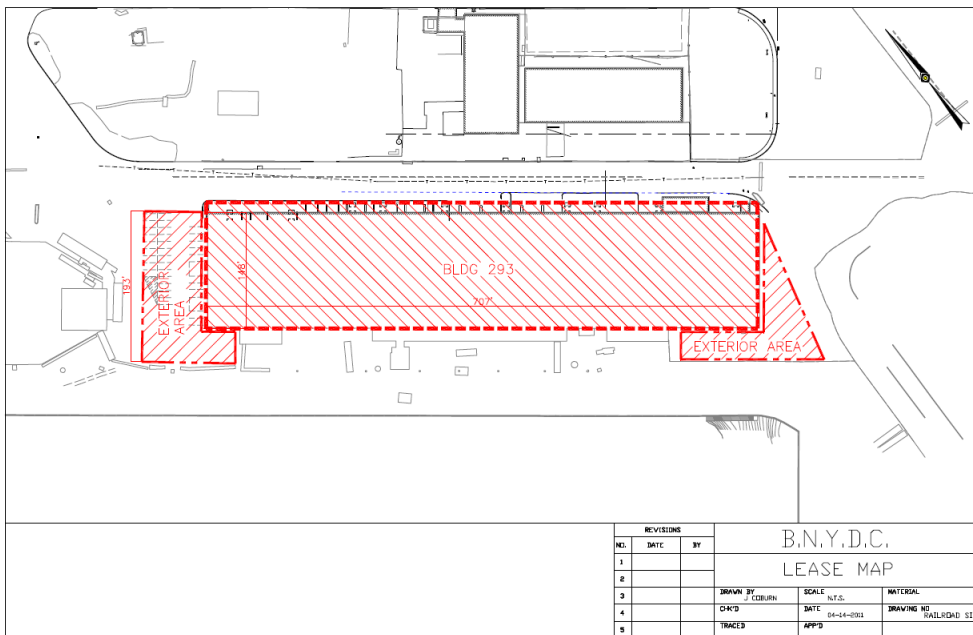


FIGURE 2: SITE DETAIL



The Site includes both an existing building (“Building 293”) and waterfront land. The Site is shown within the context of the Yard in Figure 1 and in detail in Figure 2, above. The relevant facts regarding the Site include the following:

Site	Approximately 130,000 SF (2.75 acres), inclusive of the Building 293 and surrounding land.
Building 293	<ul style="list-style-type: none"> • Single-story • Area: approximately 104,000 SF (707’ x 147’ interior dimensions) • Width and length: approximately 150’ x 700’ • Ceiling heights: 32’-50’ of clearance • 10 loading dock positions and 9 rollup, drive-in gates • Fully sprinklered • 800 amps at 480 volts with the potential for additional service • Adjacent, exterior parking for up to 50 vehicles • Constructed in 1970 to fabricate ship components • Additional information to be provided upon request
Surrounding Land Area	Approximately 16,000 SF on the north side of the building and 10,000 SF on the south side.

The Site is zoned M3-1, which permits certain heavy industrial uses.

Respondents may propose either demolition of Building 293 and construction of a new facility on its footprint, or incorporation of some or all of Building 293 into a new facility.

Building 293 is encumbered by a Solar Power Purchase Agreement (“SPPA”) between BNYDC and a third party, whereby BNYDC purchases power generated by solar panels, owned by said third party, which are located on Building 293’s roof. The agreement is set to expire in 2036; however, it allows for early termination subject to a fee defined in the SPPA. BNYDC anticipates, and all Respondents should assume, that the Successful RFP Respondent will be responsible for the cost of terminating the SPPA, if necessary. The estimated cost of termination is approximately \$700,000, depending on the time at which the SPPA is terminated.

The Site and the Yard are subject to a Site Management Plan (“SMP”) administered by the NYS Department of Environmental Conservation (“NYSDEC”). The SMP requires that NYSDEC be notified and certain protocols be followed before any soil disturbing activities are undertaken within the Yard. The Successful RFP Respondent will be responsible for complying with the SMP and any associated cost in relation to such Respondent’s work.



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iv. Opportunity

The Site has several unique characteristics. It has a footprint of approximately 2.75 acres, is located on the waterfront, and is approximately one mile from the Con Edison Farragut Substation and the future Con Edison Brooklyn Clean Energy Hub. The Site is not subject to property taxes and is located within a Qualified Opportunity Zone. Being at the Yard also presents unique advantages, including a fenced in campus with security; private, self-managed roads with its own transportation network within the campus and outside of it (to several high traffic subway nodes in Downtown Brooklyn); and a vibrant ecosystem of manufacturing and technology businesses.

BNYDC is open to allowing the Successful RFP Respondent the right to install below-grade transmission lines at the Yard (“Utility Installations”), if necessary and as applicable at such Respondent’s sole cost and expense. All proposals that involve Utility Installations should outline Respondent’s projected path and process for installing the Utility Installations. All Utility Installations are expected to be managed safely, be restored to previous condition upon completion, and minimize disruption to the Yard and local community. BNYDC will make subsurface drawings available to the Successful RFP Respondent if Utility Installations are being proposed, however, the accuracy of such drawings will need to be field verified.

Respondents should note that projects are subject to the following parameters:

- Submissions may NOT involve the generation or transmission of energy to or from the Con Edison Hudson Avenue Substation.
- A lease at the Site will not be able to commence until June 2026.
- The proposed project cannot create a substantial nuisance to the surrounding areas and neighboring communities (i.e. noise, odor, or light pollution or other negative environmental impacts).
- Submissions must include investments (or commitments for future investments) that support BNYDC’s mission of economic opportunity and job creation and advancement.

v. Social Impact

BNYDC’s core mission is to preserve and create industrial jobs that provide a pathway to the middle class, even as the industrial sector is evolving and modernizing. The Successful RFP Respondent must be committed to furthering this mission. BNYDC seeks Submissions to this RFEI that prioritize long-term job creation through direct employment and/or an investment in creating job opportunities.

During both the proposed redevelopment and long-term operation of the Site, the Successful RFP Respondent must commit to furthering BNYDC’s workforce development initiatives and creating employment opportunities for disadvantaged communities in the green energy sector. Such commitments may be demonstrated in one or more of the following ways: (1) aggressive hiring goals for construction and on-going operations for Minority and Women Based Entities (“MWBE”), Local Based Enterprises (“LBE”), and Service Disabled Veteran-Owned Businesses; (2) partnering with BNYDC’s [Albert C. Wiltshire Employment Center](#) in a substantial and on-going manner on hiring and training; and (3) partnering with the [Brooklyn STEAM Center](#) or other local BNYDC community partners in filling job, apprenticeship, and internship opportunities. For all construction work at the Yard, BNYDC encourages at least a 30% MWBE goal and a 15% LBE goal.



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In Submissions to this RFEI, Respondents should provide projections on the number of jobs that will result from their proposed projects, including information on wages and demographics. The Submissions should include all temporary jobs from any required construction and all long-term jobs related to the operations of the proposed project. Respondents should be sure to outline all initiatives it would employ to reach workers from disadvantaged backgrounds.

It is BNYDC's working assumption that many Clean Energy Infrastructure uses, such as a project involving the development of an energy converter station, will result in relatively few long-term on-site jobs. To mitigate the lack of permanent jobs, these types of projects should be prepared to make meaningful annual contributions towards (i) BNYDC's workforce development and social/educational initiatives for the duration of their tenancy ("Annual Workforce Contributions") and (ii) BNYDC's efforts to support clean energy and sustainability in its surrounding communities in ways that are consistent with climate justice and [Just Transition](#) principles and goals beyond workforce ("Annual Climate Impact Funding"). For example, Annual Workforce Contributions could go towards projects such as vocational training for green jobs with the Albert C. Wiltshire Employment Center or creating programming for the students at the Brooklyn STEAM Center for careers in the green economy. Examples of Annual Climate Impact Funding could go towards partnerships with local public housing associations for the installation and maintenance of community owned solar, micro-grid or energy-demand management projects. Respondents willing to make Annual Workforce Contributions and Annual Climate Impact Funding should indicate such with an estimate of the figure as part of their submission to this RFEI. Any Annual Workforce Contributions or Annual Climate Impact Funding should be in addition to rent payable to BNYDC under the lease.

BNYDC also seeks Respondents that are willing and able to take an active role in the Yard ecosystem, as the Successful Stage 2 RFP Respondent will be in a long-term partnership with the BNYDC. Respondents should include information on how they plan to engage with the Yard community and add to the fabric of its ecosystem.

vi. Procurement Process

With this RFEI, BNYDC is seeking conceptual information on Respondents' proposed projects, including key economic terms, to determine the best use for the Site. Submissions to this RFEI will be reviewed by BNYDC to determine feasibility and alignment with BNYDC's goals. This process is designed to attract a wide array of projects and allow BNYDC to learn more about potential uses at the Site. BNYDC encourages Respondents to propose innovative projects that aim to make a significant impact on climate change. BNYDC may request additional information and hold interviews following the receipt of Submissions to learn more about potential project types for the Site. Through this RFEI, BNYDC is hoping to identify types of high-quality projects that are feasible, have strong economics, and are mission-aligned with BNYDC.

Although BNYDC will not be making a selection from this RFEI, BNYDC will be reviewing Submissions to learn about potential uses of the Site and inform the framing of the Stage 2 RFP. Below are the types of information that BNYDC would like to see included in RFEI Submissions:

- The project's alignment with BNYDC's mission and core values.
- Economics of the Submission for BNYDC.
- The ability to further NYC and NYS's clean energy goals and the ability to reduce reliance on fossil fuels.
- Project readiness and viability (financing, design, approvals, permitting, etc.).
- Impact on the Yard ecosystem and local community.
- Qualifications of Respondent teams, including subconsultants and references.



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- Proposed approach with an emphasis on timeline, design, and safety.
- Commitments to workforce development and participation goals for MWBE, LBE, and Service Disabled Veteran-Owned Businesses.
- Community support and impact on disadvantaged communities.

VII. Proposal Submission Requirements

Respondents shall respond to this RFEI by submitting the form attached as Exhibit B as a coversheet and providing the information requested within this RFEI as an addendum. Respondents are encouraged to submit any additional information or material that they believe would be helpful to BNYDC in reviewing their project.

Respondents shall deliver Submissions to this RFEI to BNYDC by email to Andrew Tran (B293Proposals@bnydc.org) on or before **12:00 PM on June 26, 2024** (the "Submission Deadline").

Respondents should at a minimum include the following information as an addendum to the intake form:

- **Project Overview.** Please provide a narrative summary of the proposed project. Respondents should be sure to particularly describe their desired use for the Site. If applicable, describe all site work necessary to effectuate Respondent's project. Please indicate if demolition of the existing structure or Utility Installations will be necessary. Any renderings of the proposed project or images of similar projects are encouraged. Highlight the major environmental benefits that will result from the project and ways in which the project would support NYC and NYS's climate goals. Provide an overview of the project's timeline noting all major approvals and milestones. Provide a description of the project's day-to-day operations.
- **Project Funding / Readiness.** Please provide a description of the project's costs and funding sources. Provide an estimated development budget for the project and a breakout of soft costs, hard costs, and any other significant costs. Provide an estimate of projected sources for the project, highlighting equity, debt, grant funding, and any other source of funds and what approximate portion of such funds are presently secured. Provide a project schedule and significant approvals needed to effectuate the project. Advise if any such approvals have already been obtained. Also include any past track record of similar projects having been successfully executed.
- **Lease and Economic Terms.** Assuming a triple-net lease, please provide an estimate of the annual base rent payable throughout the lease term, the desired lease term, any desired free rent period, and any other economic terms. Respondents should also note any other significant business or lease provisions required to effectuate their project and/or additional lease terms that BNYDC should consider. If a Respondent is proposing a complex lease structure, such as an option-to-lease or ground lease, the RFEI Submission should clearly indicate the structure and include information on all material terms related to such.
- **Social Impact.** Please provide a description of the potential social impact of the proposed project. Provide estimates on the number and type of jobs that will result from the project. Describe any outreach and/or commitments to work with MWBE, LBE, and/or Service-Disabled Veteran Businesses. Describe any workforce development initiatives Respondent would engage in. If applicable, Respondents should include an estimate of the Annual Workforce Contributions and Annual Climate Impact Funding their organizations are willing to make.



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viii. Stage 2 RFP

Following the review of Submissions to Stage 1 RFEI and potential interviews with select Respondents, BNYDC will draft the Stage 2 RFP in part using the information gathered through the Stage 1 RFEI process. BNYDC anticipates issuing the Stage 2 RFP in the fall/winter 2024.

The Stage 2 RFP will contain more detailed project requests and detail the selection criteria to be used by BNYDC in selecting the Successful RFP Respondent. Selection criteria will include the economic return to BNYDC, project readiness and the extent to which a proposed project will further BNYDC’s job creation mission. BNYDC will seek responses that include a high level of detail and speak to each project’s feasibility, timelines, and economics. Respondents to the Stage 2 RFP should also be prepared to provide supporting documentation to support any claims made about their projects. Ultimately, BNYDC is looking to select the project that best aligns with BNYDC’s goals from the RFP.

The Successful RFP Respondent will be required to take full responsibility for all costs of re-developing the Site and on-going operations and maintenance. Respondents should be aware that any lease for the Site will be ‘As-Is.’ BNYDC does not warrant or represent the suitability of the Site for any of the proposed projects. Respondents are encouraged to do their due diligence on the Site to the extent possible. Additionally, BNYDC will not be contributing any financial resources to the re-development or ongoing operations of the Site other than the provision of gas, electric, and water to the perimeter of the Site.

ix. RFEI Administration

- **Pre-Submission Meeting.** There will be two optional in-person tours of the Site and Building 293 on **April 25, 2024 at 12 pm** and **May 15, 2024 at 12 pm**. If interested in attending, please email B293Proposals@bnydc.org with the name and email of the attendees by April 22, 2024 for the April 25 tour and May 8, 2024 for the May 15 tour.
- **Inquiries.** Any questions or explanation desired by Respondents regarding the meaning or interpretation of this RFEI must be emailed and received by BNYDC no later than **5:00 PM on May 22, 2024**. BNYDC will evaluate the need to respond to inquiries. No verbal responses will be provided, and any information given to a prospective Respondent will be furnished to all prospective Respondents as an addendum to the RFP (an “Addendum”). All questions must be directed to:

Andrew Tran
Director, Development
B293Proposals@bnydc.org

- **Submission Deadline.** Respondents shall deliver a PDF of their Submissions on or before 12:00 PM on **June 26, 2024** (the “Submission Deadline”) by email. Submissions shall be delivered to:

Andrew Tran
Director, Development
B293Proposals@bnydc.org



- Interviews. Following the receipt of Submissions, BNYDC anticipates inviting a select number of Respondents to meet to discuss their projects generally. These interviews will be an opportunity for BNYDC to learn more about the types of projects being proposed and their viability. An invitation to meet with BNYDC will not be an indication of preference towards any Submissions, Respondents, or proposed project types. Any information communicated during these meetings regarding the Site, the RFP selection process, and/or BNYC's goals for the Site will be incorporated into the RFP. These meetings are anticipated to be scheduled for late Summer 2024.

x. Miscellaneous Conditions

- a. This RFEI is informational only and BNYDC will not award any lease or contract for the Site through this RFEI.
- b. Incurring Costs: BNYDC is not liable for any costs incurred in the preparation of a Submission to this RFEI.
- c. Modifications: Respondents may be asked to make revisions, additions, or deletions to their Submissions as may be required by BNYDC.
- d. Reserved Rights: All submission material becomes the property of BNYDC and BNYDC reserves the right at its sole discretion to:
 - i) Reject any and all Submissions received in response to this RFEI at any time;
 - ii) Decide not to issue the Stage 2 RFP;
 - iii) Change the structure of the procurement if such is in the interest of BNYDC;
 - iv) Extend the time for Submissions after notification to all prospective Respondents;
 - v) Terminate or modify the RFEI process at any time and reissue; and
 - vi) Take any action deemed in the best interest of the City and/or BNYDC.
- e. Information: Any information which may have been released verbally or in writing prior to the issuance of the RFEI shall be deemed preliminary in nature.

xi. Exhibits, Appendices, and Schedules

Exhibit A- Declaration of Understanding
Exhibit B- RFEI Submission Form - Cover Sheet
Schedule A- Lease Map
Schedule B- Interior and Exterior Photos



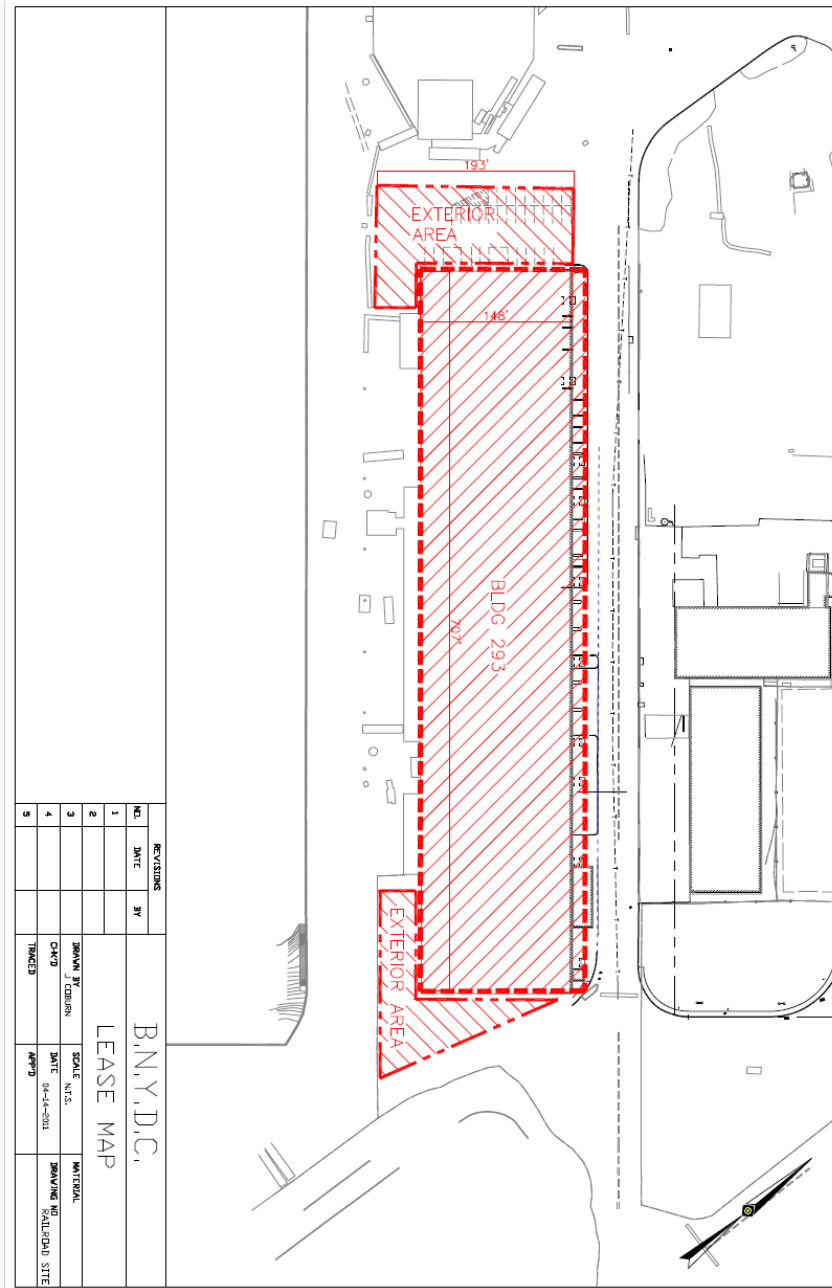
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Exhibit B
REQUESTS FOR EXPRESSIONS OF INTEREST
RFEI SUBMISSION FORM- COVER SHEET

1. Proposal Name	
2. Respondent Name	
3. Respondent Address	
4. Brief Description of Respondent's Project <i>Provide a concise 1-3 sentence description of the Project.</i>	
5. Website Address	
6. Organization Type	
7. Respondent's Principals <i>List all principals of the Respondent.</i>	
8. Affiliate/Parent Information <i>Provide a summary of any relevant parent or affiliate organizations of the Respondent.</i>	
9. Primary Contact	
10. Primary Contact Number	
11. Primary Contact Email Address	
12. Status- MWBE, LBE, or Service Disabled Veteran Owned Business	

Schedule A Lease Map





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**Schedule B
Site Photos**



