



Offshore Wind Port Infrastructure RFQL 4259 Request for Qualifications

Responses Due: November 15, 2019 by 3:00 p.m. Eastern Time

This Request for Qualifications (RFQL) constitutes Phase 1 of a 2-phase process through which New York State seeks to pre-qualify Applicants and then select proposals for public/private investment in port infrastructure that will advance the offshore wind industry in New York State. Through Phase 1, New York State expects to pre-qualify multiple Applicants for participation in Phase 2. Phase 2 will consist of a Request for Proposals (RFP) that will be issued in 2020. This RFQL is being administered by the New York State Department of Transportation (DOT), the New York State Energy Research and Development Authority (NYSERDA), and Empire State Development (ESD) (collectively, “New York State”).

New York State does not intend to publish responses. However, if you intend that your responses are to remain confidential please mark them “Confidential” or “Proprietary.” If New York State receives a request from a third party for responses received that have been marked “Confidential” or “Proprietary,” New York State will process such request under the procedures provided by New York State’s FOIL regulations as detailed in Section V below (email foil@nyscrda.ny.gov for additional information).

Proposal Submission: Online submission is preferable. Applicants may submit Word, Excel, or PDF files (file formats include: csv, doc, docx, gif, jpeg, jpg, pdf, png, ppt, pptx, pps, ppsx, tif, txt, xls, xlsx, and zip). Individual files should be 100MB or less in file size. PDFs should be searchable and should be created by direct conversion from MS Word, or other conversion utility. Files should not be scanned. For ease of identification, all electronic files must be named using the Applicant’s Site name in the title of the document. NYSERDA will also accept Applications by mail or hand-delivery if online submission is not possible. For detailed instructions on how to submit an Application (online or paper submission), click the link “[Application Instructions and Portal Training Guide \[PDF\]](#)” located in the “Current Opportunities” section of NYSERDA’s website (<https://www.nyscrda.ny.gov/Funding-Opportunities/Current-Funding-Opportunities.aspx>).

For submission of the Application, the Applicant’s complete response to this RFQL should be consolidated into a single file and uploaded under the “Request for Qualifications” upload location. Additionally, any aerial visuals (which are optional) may be uploaded separately under the “Aerial Visuals” upload location.

Alternatively, mailed or hand-delivered responses must be clearly labeled and submitted to the below address. If responses are mailed or hand-delivered, please include eight complete copies.

Attention: Jillina Baxter
OSW Ports RFQL - 2019 Response
New York State Energy Research and Development Authority
17 Columbia Circle
Albany, NY 12203-6399



All responses must be received on or before 3:00pm Eastern Time on November 15, 2019. Incomplete Applications may be subject to disqualification. It is the Applicant's responsibility to ensure that all Application components have been included in the submitted Application. Please allow at least 60 minutes to enter/submit online Applications as there are required questions incremental to the upload process. The online proposal system closes promptly at 3 p.m. Eastern Time; files in process or attempted edits or submission after 3 p.m. Eastern Time on the date above will not be accepted. If changes are made to this RFQL, notification will be posted on the "Current Opportunities" section of NYSERDA's website (<https://www.nyscrda.ny.gov/Funding-Opportunities/Current-Funding-Opportunities.aspx>).

If you have technical questions regarding this RFQL, please contact offshorewind@nyscrda.ny.gov. If you have contractual questions regarding this RFQL, please contact nancysolicitations@nyscrda.ny.gov.

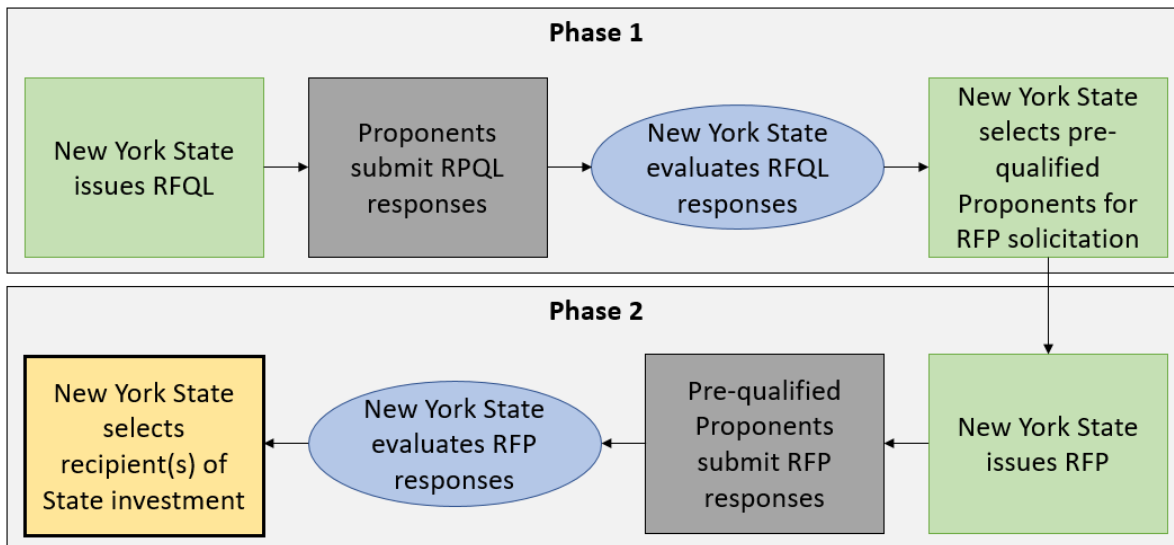
I. Introduction

On July 18, 2019, Governor Andrew M. Cuomo signed the Climate Leadership and Community Protection Act (CLCPA), putting into law the most aggressive climate agenda in the United States. The CLCPA includes a requirement for New York State to procure 9,000 megawatts of offshore wind by 2035, representing nearly half of the region's offshore wind pipeline. To complement this bold statement of national and global leadership, Governor Cuomo has also called for New York State to invest up to \$200 million in New York port infrastructure to leverage and strengthen private investment and maximize the long-term economic benefits to the State.¹ This commitment represents the nation's largest infrastructure commitment to offshore wind, and will be a critical ingredient in realizing the potential long-term economic benefits to the State from the regional development of offshore wind.

Port infrastructure is integral to the offshore wind supply chain, serving as the link between land-based manufacturing and pre-assembly activities and the offshore projects. This RFQL has been issued for New York State to examine and pre-qualify opportunities for State investment in New York port infrastructure that will provide vital supply chain resources to the offshore wind industry and unlock long-term local economic development potential. Only those Applicants who are pre-qualified under this RFQL will be eligible to participate in an RFP that will be issued by New York State in 2020. The RFP will be a competitive solicitation by which New York State may invest up to \$200 million in New York port infrastructure. The RFQL and RFP comprise a two-phase process which is outlined in the below graphic.

¹ <https://www.governor.ny.gov/sites/governor.ny.gov/files/atoms/files/2019StateoftheStateBook.pdf>





Investment by New York State into the offshore wind supply chain could take many forms, as identified in Appendix A. Appendix A provides various investment options but is not an exhaustive list of the incentives available to participants in the New York offshore wind supply chain. Applicants seeking consideration for additional assistance and/or incentives are encouraged to contact Empire State Development directly to discuss eligibility and options at (518) 292-5200 or cleantech@esd.ny.gov.

This RFQL is independent from the Offshore Wind Renewable Energy Credit (OREC) Request for Proposals (ORECRFP18-1) issued by NYSDERDA in November, 2018 (<https://www.nysderda.ny.gov/All-Programs/Programs/Offshore-Wind/Offshore-Wind-Solicitations/Generators-and-Developers/2018-Solicitation>). Applicants are encouraged to respond to this RFQL considering the offshore wind goals of both New York State and the broader region, which now collectively exceeds 20,000 megawatts.

New York State will host a webinar for prospective Applicants on October 11, 2019. Prospective Applicants are encouraged to register for this event as early as possible at <https://www.nysderda.ny.gov/All-Programs/Programs/Offshore-Wind/Contact/Events>. The purpose of the webinar is to provide prospective Applicants with the opportunity to clarify their understanding of any aspect of this RFQL. Prospective Applicants are encouraged to submit questions in advance of the webinar according to the instructions on the registration page, but questions may also be asked during the webinar as time allows.

II. Eligibility and Content Requirements

Applicants are required to respond to all questions included in this RFQL to be considered for pre-qualification. Additionally, the following information and items must be included for responses to be considered:

- Applicant’s name, affiliation, title, and primary contact information.
- Each response should include the number corresponding to each RFQL item/question request set forth in Section III hereof.
- All monetary values should be clearly presented in nominal dollars.

Applicants may respond on a standalone basis or as part of a team. Among many possible team structures, a team could consist of a site owner or long-term lessee, developer/sponsor, lead equity/or debt provider, and long-term user of the Site.



To be eligible for qualification, the Applicant must identify at least one Site (as defined below) and should describe the current level of Site control or describe their ability to obtain Site control. New York State understands and expects that applications for pre-qualification may present varying degrees of development and completeness with respect to particular Sites and activities. New York State will pre-qualify applicants based on overall demonstrations of value and viability.

III. Information Requested

A. Site Identification and Description

1. Identify the site(s) of the port facility (the “Site”) being discussed in your response. Proper identification should include geographic information system (GIS) data, address, a description of the surrounding neighborhood, and aerial visuals of site delineation.
2. Identify the current ownership, operational structure, and uses of the Site. This information should include the terms of any current leases relevant to the Proposed Site Investment and Proposed Site Activity (descriptions of these terms are below in Items 4 and 5, respectively).
3. Provide a summary of the existing Site infrastructure. At a minimum, this description should include:
 - a. acreage;
 - b. water depth and seabed conditions of the quayside, adjacent channels, and relevant vessel routes;
 - c. dimensions of the quayside;
 - d. bearing capacity of the quayside and upland area;
 - e. on-site power and other utilities;
 - f. access to road and rail transportation;
 - g. infrastructure and buildings;
 - h. nautical distance from all existing and proposed federal offshore wind energy areas (WEAs) that could be serviced by the Site;
 - i. key current and historical environmental conditions;
 - j. protection from surges, storms, and hurricanes.

B. Proposed Site Activity and Investment

4. Identify the proposed long-term use of the Site (Proposed Site Activity) as related to offshore wind. At a minimum, the description should include:
 - a. role(s) in the offshore wind supply chain;
 - b. expected end-users of the Site, including the proposed operational structure (long-term vs. short-term leases, single user vs. multiple users, etc.);
 - c. the Site’s ability to compete with other regional and global port facilities;
 - d. the types of vessels that would utilize the Site.
5. Identify the infrastructure upgrades (Proposed Site Investment) that are required for the Site(s). Information should be sufficiently detailed to support an assessment of the viability of the Proposed Site Activity. At a minimum, the description should address each of the below items and note specifically which, if any, are not relevant for the Proposed Site Investment:
 - a. acreage;
 - b. water depth and seabed conditions of the quayside, adjacent channels, and relevant vessel routes;
 - c. length of the quayside;
 - d. bearing capacity of the quayside and upland area;



- e. on-site power and other utilities;
- f. access to road and rail transportation;
- g. infrastructure and buildings;
- h. nautical distance from all existing and proposed federal WEAs that could be serviced by the Site;
- i. key current and historical environmental conditions;
- j. protection from surges, storms, and hurricanes.

6. Identify any physical or financial barriers to the Proposed Site Activity. These may include land/water access constraints, overhead restrictions on Site, air draft restrictions between the Site and the WEAs, or extensive remediation/permitting requirements.

C. Proposed Investment Structure

- 7. Identify the estimated costs of the Proposed Site Investment. If applicable, please also identify the class of such cost estimate as designated by AACE International 18R-97 guidelines.
- 8. Provide an estimated construction schedule for the Proposed Site Investment.
- 9. The primary mechanism available to New York State for investment is reimbursement, where the Applicant would independently finance the Proposed Site Investment and then, upon completion of the Proposed Site Investment, receive a pre-determined level of reimbursement from New York State. Please comment on this mechanism's ability to support the Proposed Site Investment.
- 10. Provide an estimate for the level of investment that you would expect to request from New York State.
- 11. Identify all investors, including their estimated investment levels, supporting the Proposed Site Investment.

D. Economic Benefits

- 12. Provide an estimate the value of Economic Benefits that would result from the Proposed Site Investment. Economic Benefits should include only those benefits that would accrue to New York State under the completion of the Proposed Site Investment, and that would not have accrued but for the completion of the Proposed Site Investment. Economic Benefits should be broken down between the construction phase (execution of the Proposed Site Investment) and the operational phase (execution of the Proposed Site Activity), should be broken down between direct, indirect, and induced benefits, and should be presented between two categories:
 - a. Category 1: spending within and GDP impact accruing to New York State; and
 - b. Category 2: job creation in New York State presented annually over the operational life of the Site, including estimated annual compensation.

E. Other

- 13. In no more than 500 words, provide a statement of qualifications that describes the experience and abilities of the Applicant and the Applicant's key team members, organizations, and/or institutions, if applicable.
- 14. Identify your experiences in assuming right of way acquisition, the assessment and management of environmental and geotechnical risks, and other permitting activities. Which of these are particularly relevant to the Proposed Site Activity and Proposed Site Investment?
- 15. Please provide any additional information that you believe New York State should consider in its evaluation.

IV. Evaluation of Responses



Applications will be evaluated by New York State against the Evaluation Criteria set out below. The content of Applications should address these criteria in reasonable detail.

A. Technical Considerations

Applications will be evaluated with focus on the following key technical areas:

- a) Applicant’s understanding and assessment of the nature of the OSW supply chain;
- b) The technical needs and challenges of any proposed Site(s);
- c) Physical advantages and barriers of any proposed Site(s) and their proximity to other potential offshore wind supply chain activities; and
- d) Ability of the proposed Site(s) to support the near-term and long-term offshore wind industry.

B. Financial and Risk/Return Considerations

Applications will be evaluated with focus on the following key risk/return areas:

- a) Level and structure of requested New York State financing support;
- b) Level and structure of indicated financial commitments of the Applicant and any other parties included in the response, with an emphasis on the ratio of state to non-state funding; and
- c) Creditworthiness (e.g. counterparties, underlying technologies, EPC providers, etc. as applicable).

C. Economic Benefits

Applications will be evaluated with focus on the following key areas:

- a) Level of proposed economic benefits relative to requested New York State investment;
- b) Risks associated with achieving the proposed economic benefits; and
- c) Ability to unlock future supply chain investments at other locations in New York State.

D. Viability

Applications will be evaluated with focus on the following key areas:

- a) Demonstration of the Site’s competitive advantages in the offshore wind supply chain;
- b) Level of current Site control or ability to secure long-term usage;
- c) Maturity of Site development to date;
- d) Proposed permitting and construction schedules;
- e) Engagement plan for relevant stakeholders, as necessary;
- f) Qualifications of the Applicant and the Applicant’s key team members and any other parties included in the response; and
- g) Attributes of the response including but not limited to cohesiveness, clarity, and a demonstration of strong understanding of the technical, financial, and other development challenges.

V. **General Conditions**

Proprietary Information. Careful consideration should be given before confidential information is submitted as part of your response. Review should include whether it is critical for evaluating a response, and whether general, non-confidential information, may be adequate for review purposes.



The NYS Freedom of Information Law, Public Officers law, Article 6, provides for public access to information the State possesses. Public Officers Law, Section 87(2)(d) provides for exceptions to disclosure, including an exception for records or portions thereof that "are trade secrets or are submitted to an agency by a commercial enterprise or derived from information obtained from a commercial enterprise and which if disclosed would cause substantial injury to the competitive position of the subject enterprise." Information submitted that Applicant wishes to have treated as proprietary, and confidential trade secret information, should be identified and labeled "Confidential" or "Proprietary" on each page at the time of disclosure. This information should include a written request to except it from disclosure, including a written statement of the reasons why the information should be excepted. See Public Officers Law, Section 89(5) and the corresponding regulations. However, the State cannot guarantee the confidentiality of any information submitted.

Limitation. This RFQL does not commit New York State to agree to participate in any transaction, proceed to negotiate any terms or definitive documentation, pay any costs incurred in preparing a response or procure or contract for services or supplies. The State reserves the right to cancel in part or in its entirety this RFQL when it is in its best interest. The State reserves the right to disqualify Applicants based upon the results of a background check into publicly available information or the presence of a material possibility of any reputational or legal risk in making of the award. The Applicant should disclose any indictment for any felony, or any conviction for a felony within the past five years, under the laws of the United States or any state or territory of the United States, and describe circumstances for each. If an Applicant is an association, partnership, corporation, or other organization, this disclosure requirement includes the organization and its officers, partners, and directors or members of any similarly governing body.



Appendix A: New York State Offshore Wind Supply Chain Incentives

<p>INCENTIVES</p>	<p>Investment Tax Credit up to 5% Manufacturers who are new to New York are eligible for a 5%, fully-refundable investment tax credit (ITC) on eligible capital expenditures. Resident manufacturers are eligible for a non-refundable ITC.</p> <p>New York State Manufacturers Pay 0% Income Tax</p> <p>Excelsior Jobs Tax Credit Program Fully refundable tax credits are available based on net new job creation commitments and/or capital investment commitments. Companies may qualify for four different flavors of tax credits. Learn more at https://esd.ny.gov/excelsior-jobs-program.</p> <p>Grants, structured as reimbursements, can be awarded to help offset project capital investments. Grants will be awarded based on milestone achievements throughout the project.</p> <p>New York Power Authority’s ReCharge NY Program can provide those participating in the Excelsior Jobs Tax Credit Program an allocation of lower-cost electricity. Learn more at https://www.nypa.gov/innovation/programs/recharge-ny.</p>
<p>INFRASTRUCTURE DIRECT INVESTMENT</p>	<p>New York will invest up to \$200 million in offshore wind port infrastructure to unlock private supply chain capital and maximize long-term economic benefits to the State.</p>
<p>WORKFORCE</p>	<p>New York State is establishing a \$20 million Offshore Wind Training Institute (OWTI) that will generate the institutional infrastructure to educate and train over 2,500 New Yorkers to design, manufacture, and operate cutting-edge offshore wind technology.</p> <p>New York State offers support for training and/or internships via its Employee Training Incentive Program (ETIP). ETIP will pay up to 50% of approved training costs, up to \$10,000 per employee, and will pay a credit of 50% of the stipend paid to an intern, up to \$3,000 per intern. Learn more at https://esd.ny.gov/employee-training-incentive-program.</p> <p>The New York State Department of Labor (NYSDOL) also has funds available to assist with training and workforce development. NYSDOL provides grants on a competitive basis to assist with occupational skills upgrading and training to meet the needs of the business, including on-the-job training. A description of all the business services available from NYSDOL can be found at https://www.labor.ny.gov/home/businesses.php.</p>
<p>FINANCE</p>	<p>New York Ventures The State’s Innovation Venture Capital Fund provides equity investments in select high-growth startups. Learn more at https://esd.ny.gov/innovation-venture-capital-fund.</p> <p>JDA Loan Program This program offers financing to help New York firms pay the cost of acquiring, renovating, and constructing buildings, or for purchasing machinery and equipment. Learn more at https://esd.ny.gov/job-development-authority-direct-loan-program.</p> <p>Linked Deposit Program This program provides resident businesses with affordable capital based on interest rates up to 2 or 3 percentage points lower than prevailing market rates. Learn more at https://esd.ny.gov/linked-deposit-program.</p> <p>New York Green Bank NYSERDA manages the State’s Green Bank with over \$1 billion of capital to invest to support the deployment of clean energy resources. Learn more at https://greenbank.ny.gov/.</p>

