RFQL 4259: Webinar for Prospective Applicants

New York State Department of Transportation (DOT)
New York State Energy Research and Development Authority (NYSERDA)
Empire State Development (ESD)
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New York State Team

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Brenda (Oettinger) Grober is a Senior Director of Industry Development at Empire State Development. She is responsible for targeted business attraction and expansion in the clean energy sector.
Background: Offshore Wind in New York State

9,000 MW of offshore wind by 2035

- 10,000 JOBS
- ENOUGH TO POWER 6 MILLION HOMES
- BILLIONS IN INFRASTRUCTURE
- 30% OF NEW YORK’S ELECTRICITY LOAD

NEW YORK’S NATION-LEADING CLIMATE LAW
Climate Leadership and Community Protection Act

100% Clean Electricity x 2040
Background: Offshore Wind in New York State

THE LARGEST COMMITMENT TO OFFSHORE WIND BY A STATE IN U.S. HISTORY

1,696 MW

of offshore wind capacity

Contracted MW By State

Connecticut
Maryland
Rhode Island
Massachusetts
New Jersey
New York

0 500 1000 1500 2000

Enough to power over 1 million New York homes
1,826 MW of New York offshore wind contracted and under development
RFQL Introduction, Eligibility and Content Requirements

Governor Andrew M. Cuomo has called for New York State to invest up to $200 million in port infrastructure.

Public investments will leverage private investment and drive long-term economic benefits in the State.

RFQL serves to pre-qualify applicants for a forthcoming RFP that will result in investment selection(s).
RFQL Introduction, Eligibility and Content Requirements

Phase 1: RFQL
- New York State issues RFQL
- Applicants submit RFQL responses
- New York State evaluates RFQL responses
- New York State selects pre-qualified Applicants for RFP solicitation

Phase 2: RFP
- New York State selects recipient(s) of State investment
- New York State evaluates RFP responses
- Pre-qualified Applicants submit RFP responses
- New York State issues RFP
Applicants may respond on a standalone basis or as part of a team.

To be considered for pre-qualification, applicants must:

• Respond to all questions in the RFQL;
• Identify at least one Site and describe the current level of Site control or describe the ability to obtain Site control; and
• Follow additional application guidelines as included in Section II of the RFQL.
**Application Instructions**

**Offshore Wind Port Infrastructure (RFQL 4259)**

Due Date: 11/15/2019 (Round 1)

**Description**

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. 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.

The Request for Qualifications (RFQ) constitutes Phase 1 of a 2-phased 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. Only those Applicants who are pre-qualified under this RFQ will be eligible to participate in Phase 2, which will consist of a Request for Proposals (RFP) that will be issued in 2020. This RFP 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”).

**Application Submission**

- Apply Online
- Application Instructions and Portal Training Guide [PDF]

**Associated Documents**

- Request For Qualifications [PDF]
- Disclosure Statement [PDF]

**Contact**

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  (518) 862-1090, Ext. 3027
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**Disclosure Statement**

**Designated Contacts**

**Link to Application Tool**

**Complete Application Instructions**

**RFQL Document**
Overview of Information Requested

**Section A: Site Identification and Description** – Site location, existing infrastructure characteristics, and ownership details

**Section B: Proposed Site Activity and Investment** – long-term offshore wind activities at the Site, required infrastructure upgrades, potential physical/financial barriers

**Section C: Proposed Investment Structure** – estimated cost, schedule, and requested investment support

**Section D: Economic Benefits** – estimated economic benefits to New York State

**Section E: Other** – statement of qualifications, experience
# Evaluation Criteria

## A. Technical Considerations

- 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

- 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).
### Evaluation Criteria

#### C. Economic Benefits

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

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.
Pre-Submitted Questions

1. Is the RFQL applicable only to pre-screened Master Plan ports?
2. Is there a required private investment amount (relative to the amount of State investment requested)?
3. Will the State invest only in port infrastructure, or would upland facilities (buildings, equipment, etc.) be considered as well?
4. Are there any ports that have a priority status for the RFQL and RFP processes? Will a preference be shown to ports in different parts of New York State?
5. Will one or multiple sites be selected?
6. What is the scope of work intended for the private port operator?
7. Should GIS data be provided in digital format, or as maps in PDF format?
8. Does the Proposed Site Investment include only the cost of construction, or does this also include other costs associated with developing, financing and performing the infrastructure upgrades?
9. Question #6 refers to barriers to the Proposed Site Activity. Does this question also apply to potential barriers to the Proposed Site Investment?
10. Some of the evaluation criteria set out in Section IV do not appear to be explicitly addressed by the questions presented in Section III. Should those just be addressed in response to Question #15?
Live Questions from Webinar Participants
ADDITIONAL QUESTIONS

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contracting questions:
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