

Empire Building Challenge: Hospitals

Informational Webinar

PON 5989

March 18, 2025

Introductions



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Agenda

- Empire Building Challenge [EBC]
- Program Objectives
- Funding Opportunity
- Project Eligibility
- Proposal Requirements
- Evaluation Criteria
- Timeline and Process
- Q&A

THE WEBINAR WILL BE RECORDED.

Please input your questions in the **chat**, not the Q&A.

PROPOSALS DUE:
Thursday August 14, 2025, by 3pm

Empire Building Challenge

\$80 Million total NYSERDA investment to:

1. Accelerate private sector commitment and investment in carbon reduction, working with large portfolio owners.
2. Enable replication and scale across NY's existing large commercial/multifamily building stock.
3. Spur economic development by making NY a global hub for low carbon retrofits.
4. Drive innovation to meet the needs of NY's large commercial/multifamily building stock.



EBC: Hospitals Program Objectives

- Advance demonstration projects that showcase innovative pathways to achieving meaningful energy reductions that can be replicated and scaled in existing hospitals across New York
- Fund cost effective solutions for decarbonizing Hospital buildings that are energy-efficient, sustainable, measured and verified.
- Create case studies to inform future projects at other hospitals statewide.

Project Funding

- Awards of up to **\$5 million per project**.
- The total award cannot exceed **75% of total project costs**.
- Funding is available to support project sites statewide, including sites that pay the System Benefits Charge (SBC) on their electric utility bill, and sites that do not pay the SBC.
- If awarded, projects may be eligible for an additional \$50,000 to support operation and maintenance training on new equipment and building systems installed .
- Work conducted prior to the execution of an Agreement between NYSERDA and the Proposer is not eligible for cost-reimbursement.
- Proposals can layer funding awarded through this solicitation with funding from utility incentive programs, federal funding, and IRA incentives. However, NYSERDA cannot fund measures also being funded by utility programs.

Proposer & Project Eligibility

Eligibility:

- Proposer must be a hospital, or representative authorized to act on behalf of a hospital, located in New York State.
- Projects must only include existing hospital buildings located in New York State.
- Implementation of measures and proposed solutions must be completed within three years of the date of award.

Project Eligibility: Example eligible project types are listed below. NYSERDA will consider additional project types on a case-by-case basis.

Eligible Activities:

- Electrification of building heating and cooling systems through installation of heat pumps, VRF systems, or alternative approaches. Fossil fuel consumption must be reduced by the new electric technology or application.
- Building electrification readiness projects including conversion of distribution systems (e.g., steam to hot water), electrification of building systems (e.g., domestic hot water heating equipment), high performance building envelope improvements and other upgrades to reduce building thermal load and demand.
- Comprehensive building energy efficiency improvements that impact energy consumption, greenhouse gas emissions, and overall building load.

Contingent & Ineligible Project Activities

Contingent Activities [the following can be funded when completed in combination with an eligible activity]:

- Energy efficient medical equipment upgrades and operation improvements for medical equipment resulting in energy savings (e.g., scheduling, implementing standby modes, etc.)
- Upgrading existing electrical infrastructure (e.g., electrical panel upgrades & equipment service infrastructure)
- Energy storage systems and renewable energy technologies

Ineligible Activities:

- Lighting upgrades
- System conversion to natural gas or other fossil fuel
- Full system replacements to new fossil fuel-based systems
- Clean transportation, including electric vehicles or fleets and electric vehicle charging stations
- New construction and expansion projects
- Work conducted prior to the execution of an Agreement between NYSERDA and the Proposer

Program Attachments

Attachment A – Proposal Template

- The Proposal Template includes a series of questions Proposers are required to respond to.
- Responses within the Proposal Template serve as the Proposer's opportunity to address the evaluation criteria set out in Section VI (Proposal Evaluation Criteria) of the PON.
- Proposers may respond to the instructions and questions directly within the template OR in a separate, standalone document. If a separate document is submitted, the format must match the Proposal Template.

Empire Building Challenge: Hospitals PON 5989 Attachment A: Proposal Template

Complete this Proposal Template by responding to the instructions and questions on the following pages. Proposers may respond to questions directly within this document or submit a separate document which must follow the format and respond to all questions in Attachment A. Note that in addition to Attachment A: Proposal Template, Proposers must also complete Attachment B: Proposal Workbook.

Provide the information requested below:

Proposer Name – Specify hospital name. If Proposer is a representative authorized to act on behalf of hospital, also provide name of the authorized representative. Note: Refer to PON 5989 Summary for how the Program defines hospital.

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Third-Party Consultant(s) – Specify the project's primary contractor/consultant and any subcontractors, if known.

[
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Building Name(s) and Address(es) – List each building included in the project and its address.

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NYSERDA Funding Amount Requested – List the funding amount requested from NYSERDA to support this proposal. Note: Funding is capped at \$5,000,000. Funding cannot exceed 75% of total project costs.

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4. Describe how this project contributes to the hospital's decarbonization goals, decarbonization plans, and/or other decarbonization projects being completed by the hospital (2 pages max).

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5. Describe the feasibility study or equivalent analysis completed for the proposed low carbon solutions and measures. The description should address the following bullets (2 pages max):

- Description of study or analysis completed.
 - **Note:** If the project includes geothermal heat pumps, describe if borehole testing has been completed and summarize the outcomes of that analysis. If borehole testing has not been completed, describe the plan for completing that analysis.
- Outcomes of the study or analysis including recommendations, energy savings, carbon reduction, cost savings, and cost effectiveness of proposed solutions (e.g. return on investment, simple payback, comparison of project costs to the energy savings and other benefits created by the project, etc.)
- Description of the methodology and assumptions used to calculate energy savings or carbon reduction (e.g. BIN analysis or energy modeling, major assumptions used as a basis for energy savings calculations)
- Reasoning for pursuing proposed solutions and measures.

Note: Proposers must also provide the report from the completed feasibility study or equivalent analysis including supporting calculations for energy savings and cost effectiveness. Documentation can be uploaded through the application portal.

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6. Describe the project's viability, addressing the following (2 pages max):

- Hospital's history of successfully completing clean energy projects.
- Potential risks and challenges.
- Secured or expected sources of capital for the project. This description should align with funding sources included in Attachment B - Proposal Workbook – Project Budget tab. If the required project capital has not yet

Program Attachments

Attachment B – Proposal Workbook

The Proposal Workbook includes the following tabs:

- *Project Impact & Measure Costs* – Proposers must enter the annual baseline energy use for all buildings included in the project. Proposers must also enter the proposed project's measures, associated energy savings, and costs.
- *Project Budget* – Proposers must enter the NYSERDA funding request amount and other known or anticipated funding sources.
- *Project Schedule* – Proposers must enter start and end dates for project construction and installation phases, tasks, and/or milestones.

PON 5989 Empire Building Challenge: Hospitals
Attachment B - Proposal Workbook

PROJECT IMPACT & MEASURE COSTS

Proposer Name:

Total Square Footage of Buildings Included in Project:

Table 1 Instructions:
Complete Table 1 by entering the total annual baseline energy use for all buildings included in the project. Ensure annual usage is reported in the correct metric. Fill in the light blue cells, as appropriate. White cells auto-calculate.

	Electric (Annual, report in kWh)	Natural Gas (Annual, report in therms)	Oil (Select Oil Type in cell C21)	Oil (Report in gallons)
Baseline Annual Energy Use				
Average Utility Rate				
Baseline Annual Cost	\$0			

Oil Type (Select from Dropdown, if applicable): (Select Oil Type)

Other Fuel Source(s), if applicable:

PROJECT BUDGET

Instructions:
Fill in the light blue cells, as appropriate. White cells auto-calculate.
Any deviation from the Budget Template may negatively impact your proposal score during scoring committee evaluation.

Total Project Cost:
Please note - Total Project Cost is auto populated from the Total Measure Cost value in Table 2 on Project Impact & Measure Costs tab.

NYSERDA funding amount requested for this project:
Please note - Projects are eligible for awards of up to \$5,000,000. Award amount cannot exceed 75% of total project cost.

NYSERDA funding % of total project cost:

Other known or anticipated funding sources for this project:

	Dollars (\$)
Federal Funding:	\$0
Utility Funding:	\$0
Other Third-Party Funding:	\$0
Total:	\$0

Please note - Add additional rows to the table as needed. A description of each funding source is required.

PROJECT SCHEDULE

INSTRUCTIONS:
Complete the left-hand side of the table below by entering phase titles, task descriptions, milestone descriptions, and start/end dates. Phases, tasks, and milestones below are included as an example and can be modified and/or removed to match the anticipated project schedule. Add new rows for additional phases, tasks, and milestones as needed. The gantt chart on the right will automatically populate.

PHASE/TASK/MILESTONE DESCRIPTION	START DATE	END DATE	2025
Phase 1 [Enter Title]			J F M A M J J A S O N D J F
Task 1 - [Enter Description]			
Task 2 - [Enter Description]			
Task 3 - [Enter Description]			
Phase 1 Milestone A - [Enter Description]			
Task 4 - [Enter Description]			
Task 5 - [Enter Description]			
Phase 1 Milestone B - [Enter Description]			
Phase 2 [Enter Title]			
Task 1 - [Enter Description]			
Task 2 - [Enter Description]			
Task 3 - [Enter Description]			

Program Attachments

Attachment C – Resiliency Guidelines

- The Resiliency Guidelines provide instructions for determining if project sites are exposed to climate hazards. This determination is required for completing Attachment A - Proposal Template.

Empire Building Challenge: Hospitals
PON 5989 Attachment C: Climate Hazard Exposure Guidelines
 Review the instructions below for determining building exposure to each climate hazard.
 Choose the right **time horizon** based on your building or component's useful life (see Table 1 in Reference tab)

Hazard	Resource Name	Resource Link	Applies to	Instructions
Flooding - Coastal & Riverine	FEMA National Flood Hazard Layer Viewer	https://hazards.fema.maps.arcgis.com/apps/webappviewer/index.html?id=8b0a4b51996444d4879338b5529aa9cd	All locations statewide except NYC	Search for the project's address to see which flood zone it's located in. You may have to download a graphic of the map panel if digital data is unavailable.
Flooding - Coastal & Riverine	NYC Flood Hazard Mapper	http://www.nyc.gov/floodhazardmapper	NYC locations only	Click on the link for the interactive map. Search for the project's address & turn on the following Map Layers: - Preliminary Flood Insurance Rate Maps 2015 - High Tide 2050s/2080s - Future Floodplain 2050s/2080s
Flooding - Coastal	NOAA Sea Level Rise Viewer	https://coast.noaa.gov/slr/	All non-NYC coastal locations	Adjust the water level on the map to 2/3 ft, and search for the project's address.
Flooding - Stormwater	NYC Stormwater Flood Maps	https://experience.arcgis.com/experience/e83a49daef8a472da4a7e34dc25ac445/?draft=true	NYC locations only	Current risk: Choose the "Model Flood with Current Sea Levels" map and type in the project address. Future risk: Choose the "Extreme Flood with 2050/2080 Sea Level Rise" map and type in the project address.

Attachment D – Sample Agreement

- The Sample Agreement is an example NYSERDA agreement with NYSERDA's standard terms and conditions. This document is for informational purposes and not required for a proposal submission.

PON 5989
 Attachment D – Sample Agreement
 New York State Energy Research and Development Authority
 ("NYSERDA")

AGREEMENT

- Agreement Number:
- Contractor:
- Project Director:
- Effective Date:
- Total Amount of Award:
- Project Period:
- Expiration Date:
- Commitment Terms and Conditions:

This Agreement consists of this form plus the following documents:

- Exhibit A, Statement of Work;
- Exhibit B, General Contract Provisions, Terms and Conditions;
- Exhibit C, Standard Terms and Conditions;
- Exhibit D, Project Description/Policy Statement; and
- Exhibit E, 2017 Request Content Guide.

9. ACCEPTANCE: THIS AGREEMENT SHALL NOT BECOME EFFECTIVE UNLESS EXECUTED BELOW BY NYSEDA.

[CONTRACTOR] NEW YORK STATE ENERGY RESEARCH AND DEVELOPMENT AUTHORITY

Signature: _____ Signature: _____
 Name: _____ NYSEDA Authorized Signatory
 Title: _____

Complete Proposal Package

A complete proposal package includes the following:

1. Completion of the series of questions presented in NYSERDA's online portal submission platform.
2. Completion of Attachment A – Proposal Template.
3. Completion of Attachment B – Proposal Workbook, entering information into the Project Impact & Measure Costs, Project Budget, and Project Schedule tabs.
4. A copy of the report for the completed feasibility study (or equivalent analysis) on the project's proposed solutions, including supporting calculations for energy savings and cost effectiveness.
5. Supporting Documentation (optional): Proposer may submit supporting documentation that supports the overall proposal. This may include items like letters of support, design drawings, product cut sheets, supporting detail on installation costs (e.g., contractor quote), system diagrams, performance or financial charts or graphs. Providing supporting documentation is entirely at the Proposer's discretion and not required.

Unnecessary attachments beyond those sufficient to present a complete, comprehensive, and effective response will not positively influence the proposal evaluation.

EBC: Hospitals Evaluation Criteria

Proposals will be evaluated on a competitive basis. In addition to eligibility, quality, and completeness, NYSERDA will evaluate proposals based on **project impact, viability and approach, budget, and schedule.**

Project Impact (50%)

- Project's estimated energy reduction compared to other proposals submitted through this solicitation.
- Project's estimated carbon reduction compared to other proposals submitted through this solicitation.
- Project eliminates, significantly reduces, and/or leads to reduced long-term dependence on fossil fuels.
- Proposal demonstrates the project is innovative and has potential to be replicated by other hospitals.
- Project is located in a Disadvantaged Community.
- Proposing hospital is considered Safety-Net.
- Proposal demonstrates the project includes additional benefits to the hospital and/or surrounding community (e.g., enabling additional future decarbonization projects, achieving carbon reduction goals, life safety benefits, improved occupant comfort).
- Relevant resilience measures are integrated into the project, which will help the hospital and surrounding community adapt to climate-related risks.

EBC: Hospitals Evaluation Criteria

Project Viability & Approach (30%)

- Proposal demonstrates a well-thought-out path to implementation by comprehensively describing how the project will be successfully implemented.
- Proposal and supporting documentation demonstrate a feasibility study (or equivalent analysis) was completed for solutions and measures included in the proposal. Methodology to quantify energy impacts is clear, well-defined, and sound. If project includes geothermal, bore hole testing has been completed.
- Project design documents and/or construction documents are complete.
- Proposal demonstrates secured funding and/or financing mechanisms for project. This does not include NYSERDA funding.
- Proposal demonstrates Proposer's history of successfully completing clean energy projects.
- Proposal demonstrates approval from the Proposer's CEO/CFO/COO, board, and/or other decision-making body.
- Proposal demonstrates a well-thought-out approach for collecting project performance data and completing M&V for the project.

Project Budget & Schedule (20%)

- Funding request is reasonable in cost and commensurate with proposal's estimated carbon/energy reduction.
- Detailed measure and project costs are provided. Budget includes a breakdown of external funding sources (e.g., utility funding, IRA funding, etc.).
- Project schedule is detailed and realistic, demonstrating how the project will proceed through implementation within four years and complete one year of M&V [measurement and verification].
- Project construction and installation is expected to be completed in 3 years or less.

Sample Project Timeline



An aerial photograph of a city skyline, likely New York City, showing several tall buildings. Thick white smoke or steam is rising from the rooftops of several buildings, suggesting a fire or industrial activity. The text 'Q&A' is overlaid in the center of the image.

Q&A

Contact: EBChospitals@nyserda.ny.gov