

Downtown Manhattan Heliport Operator Request for Proposals

Information Session

November 28, 2023



Agenda

1. Introductions
2. NYCEDC Overview
3. Downtown Manhattan Heliport Mayoral Event
4. RFP Access and Addendum Update
5. Site Overview
6. RFP Goals and Key Provisions
7. Proposal Evaluation Criteria
8. Key Dates
9. Q&A

Introductions



Creating a vibrant, inclusive, and globally competitive economy for all New Yorkers

New York City Economic Development Corporation:

**Strengthen business
confidence**

**Grow innovation sectors,
focusing on equity**

**Build neighborhoods
where people live, learn,
work, and play**

**Deliver sustainable
infrastructure**



NYCEDC by the Numbers

64M

square feet and 60K+ jobs at our 225 properties

\$9B+

capital budget

\$665M

in capital program economic impact

~40%

of project awards go to M/WBE contractors

1,300+

companies at our managed properties





Goods and Services

Downtown Manhattan Heliport Operator RFP

RFP

Submission Deadline:

JAN 12, 2024 11:59 PM

[Download](#) ↓

[Sign up for subcontractors and suppliers list](#)

Upcoming Deadline

Friday, January 12, 2024

[Please submit your response via electronic upload by clicking here.](#)

Please submit all documents in a single zip file labeled with your company name. The Chrome Browser is the preferred method for uploading.

JAN 12 2024

Document



Addendum 1

Addendum 1 to this RFP.

NOV 27 2023

Key Documents

Substructure Integrity Report



Addendum 1

Addendum 1 to this RFP.

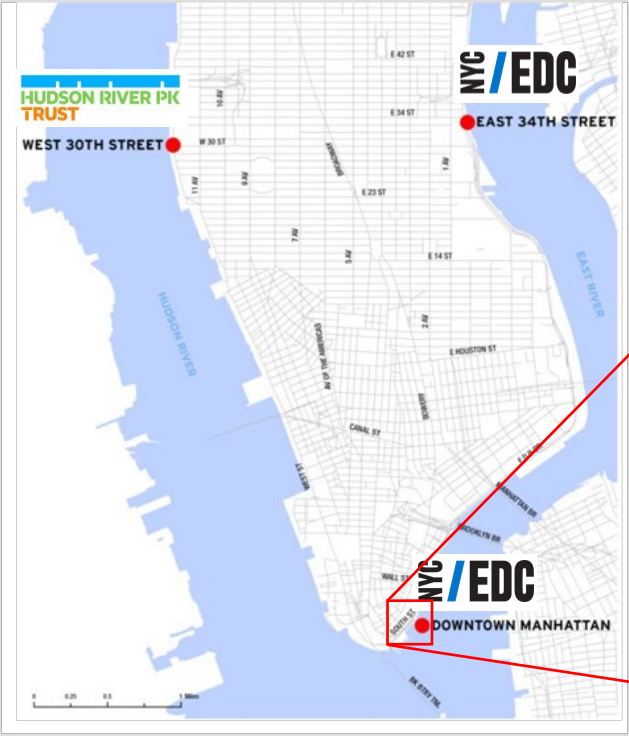


Addendum 1

Primarily clarification and clean-up but also notably includes:

- Strengthened eVTOL Infrastructure Build-out Timeline
- Updated Site Boundaries
- Updated Approved Tour Flight Routes
- New HireNYC Workforce Exhibit

Downtown Manhattan Heliport (FAA Identifier: JRB)



RFP Goals (1/2)

The City seeks proposals that:

- (i) support aerial use of the Site, including but not limited to electric vertical take-off and landing (“eVTOL”) aircraft and helicopters, subject to Federal Aviation Administration (“FAA”) regulations and the City’s efforts to maintain quality of life for its residents
- (ii) invest, install, and activate the necessary support infrastructure to facilitate eVTOL use
 - no later than the earlier of 12 months following FAA certification and the 5th anniversary of the effective date of the concession agreement
- (iii) build out, activate and support secondary maritime freight usage and micro-distribution at the Site to advance the City’s FreightNYC and Marine Highway programs.
 - initiate construction of the marine freight infrastructure within 6 months following design completion and receipt of necessary approvals. Construction completion and active operations must be in place, at the latest, within the first 5 years of the concession agreement

RFP Goals (2/2)

As part of their proposal, Respondents must detail mechanisms intended to incorporate and incentivize use of quieter higher stage helicopters and eVTOL technology upon FAA certification

Throughout the term, the Operator will be expected to work closely with NYCEDC on behalf of the City, elected officials, and local Manhattan Community Board 1 to make best efforts to

- (i) incorporate policies that recognize and address local issues and
- (ii) promote community engagement

Operator will also be expected to participate in discussions with relevant state and federal agencies including the Federal Aviation Administration (“FAA”) and the U.S. Maritime Administration (“MARAD”) with respect to operations.

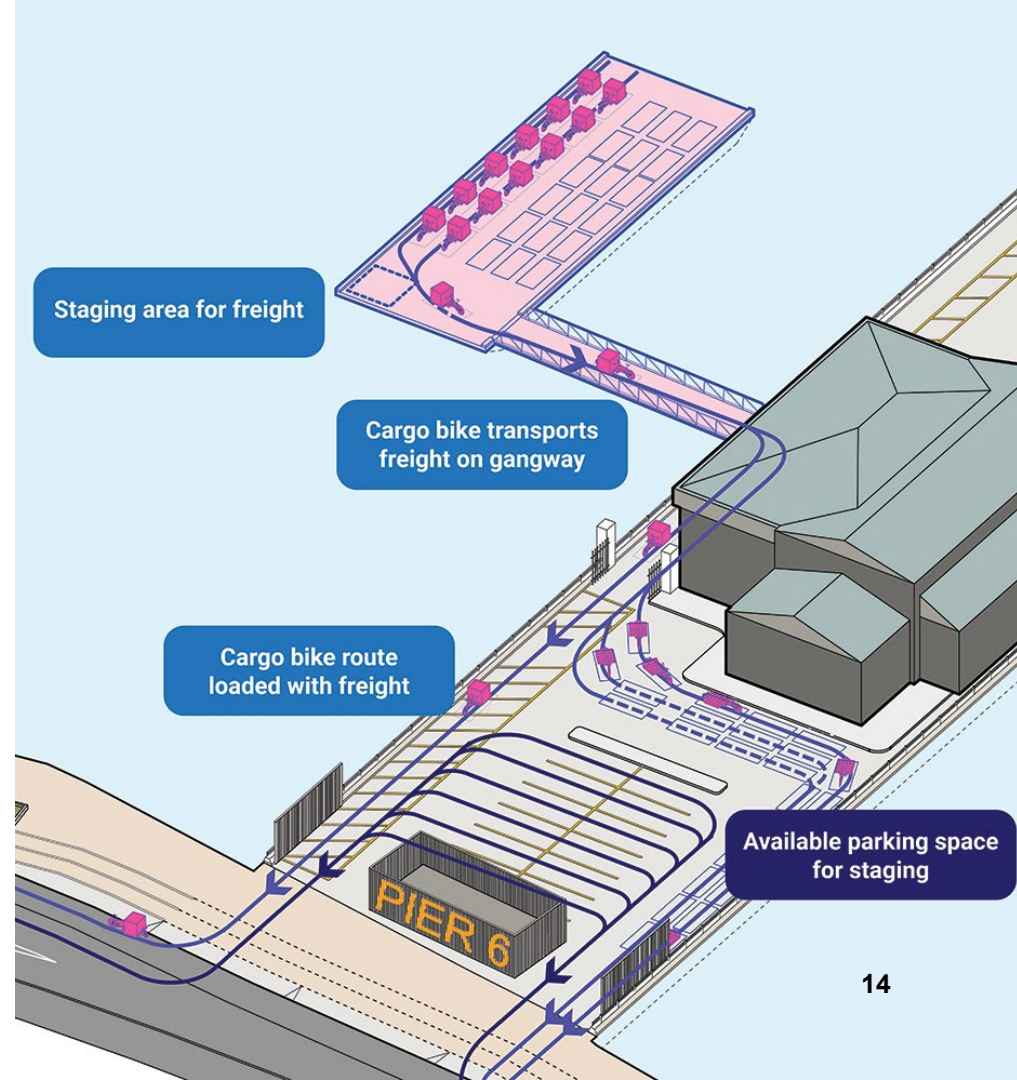
Aeronautical Use

In addition to aeronautical operations:

- **Approved Tour Flight Routes:** Ensure all sight-seeing flights follow Approved Tour Flight Routes and incentivize all flights to avoid flying routes over land, including piers
- **Noise Mitigation:** Plans to further reduce non-eVTOL tour and corporate and/or personal chartered flights including incorporating and incentivizing eVTOL aircraft and quieter higher stage helicopters
- **Flight Tracking:** Provide flight tracking reports including breakdown of all flights from JRB, comparison to monthly tour flight cap, and identification of any deviations from Approved Tour Flight Routes

Maritime Use

- Detailed plans that accommodate berthing and vessel activity including low-impact marine cargo usage and last-mile green delivery operations and associated fee structures for these services
- Anticipated maritime freight use and operations schedule
- Schedules demonstrating no interference with heliport operations



Term

- 5-year term with a 5-year conditional option to renew, at a minimum, based on compliance with the terms set forth in the Goals section
- Two additional 5-year options to renew to be exercised at the sole discretion of NYCEDC and City

Renaming

- The City intends to rename the “Downtown Manhattan Heliport” to reflect the more diversified and innovative uses of the facility
- Any Respondent may offer names and rebranding ideas for consideration

M/WBE & Workforce Development

- Required, expanded outreach to minority- and women-owned business enterprises for all work, including meeting 30 percent utilization goals for site development and construction activities; and
- Development of workforce development training programs that improve access to career pathways in aviation, maritime, transportation, logistics, and other relevant sectors.

Proposal Evaluation Criteria

- Fee Offer: **25 points**
 - Combination of:
 - minimum annual guaranty for each year over the term, including renewal options (15 points) and
 - percentage of gross receipts above the minimum annual guaranty for each year over the term, including renewal options (10 points)
- Planned Operations: **20 points**
- Operating Experience: **20 points**
- Proposed Capital Investment, Project Plans, M/WBE and Timelines: **20 points**
- Established Financial Capability: **15 points**

Key Dates

RFP Release..... November 10, 2023

Information Session..... November 28, 2023

Recommended Site Visit..... November 28, 2023

Questions Due..... December 1, 2023

Responses Posted..... December 15, 2023

Proposals Due..... January 12, 2024

Q&A

Please submit your questions, including from today's session, to jrbrfp@edc.nyc

See you at the Site Visit

Time: 2pm

Place: Downtown Manhattan Heliport (E River Pier 6)