

Real Estate RFP Respondent Questions & Answers

1. On the first page of the RFP in the “Scope of Work” section, you say that “Respondents will be required to create several possible scenarios for accommodating approximately 250 employees, identify near-term strategies and provide an analysis of the financial and operational consequences of each strategy.” Does this mean that you expect each respondent to create *actual* situations that would be available to ESDC? Or, does it mean that you would like each respondent to *demonstrate* that it has the capacity for doing so, with actual creation of various situations to be performed by the selected consultant?

We would like the respondents to demonstrate their capabilities for providing such analysis when selected. You can also provide proposed methods and examples of what have done in previous engagements.

2. Will a tour of ESDC’s current space be available to respondents before the RFP submission deadline?

No, we will not arrange a tour before the submission date.

3. Will scalable plans of ESDC’s current space be made available to respondents before the RFP submission deadline?

No.

4. Does ESDC have space standards relating to square foot per employee or any other similar metrics?

A portion of the staff has a 60 square foot minimum space requirement. The current offices are 63 square feet.

5. Has ESDC engaged in any space programming studies that break out the 250 jobs (mentioned in the RFP) by title, organization or function?

No.

6. Does ESDC have any additional or enhanced security requirements?

No.

7. Does ESDC have any preference for “green” or LEED-certified spaces?

In the design, construction, operation and maintenance of new buildings, State agencies and other affected entities shall, to the maximum extent practicable, follow guidelines for the construction of "Green Buildings," including guidelines set forth in Tax Law § 19, which created the Green Buildings Tax Credit, and the U.S. Green Buildings Council's

LEED rating system. State agencies and other affected entities engaged in the construction of new buildings shall achieve at least a 20 percent improvement in energy efficiency performance relative to levels required by the State's Energy Conservation Construction Code, as amended. For substantial renovation of existing buildings, State agencies and other affected entities shall achieve at least a ten percent improvement.

8. Is ESDC eligible for any subsidized energy rates through Power Authority of the State of New York or any other entity?

This is only available to us if we own the facility.

9. Proximity to the New York state governor's office seems to be a priority; can ESDC provide the respondents with any additional information regarding the terms of that lease, including rental rate, lease expiration date or any options to renew, expand, etc?

No.

10. Our focus in responding to this RFP will be on leased space in midtown Manhattan. Should we consider alternative occupancy scenarios including outer borough properties and/or ownership opportunities?

Not for the purpose of this RFP.

11. What is the current escalated rent?

The current rent is \$681,259.53 for floors 33-37.

12. Are there expansion or renewal rights within the current ESDC lease? If so, what are the terms?

We have not exercised the renewal option.

13. Are there consulting firms who are currently working or who have worked for The Empire State Development Corporation on the matters referenced in this RFP?

No.

14. If there are consulting firms who have worked for The Empire State Development Corporation on the matters referenced in this RFP or on similar matters, please identify them.

None

15. Given the subcontracting requirements, would you identify the names of the organizations that have submitted questions relating to the RFP or the names of firm that intend to submit responses to this RFP?

We are not able to do that.

16. How might Opera Solutions (17 State Street, New York, NY., Telephone: 646.437.2118), a firm with deep analytical capabilities that could be a subcontractor to a firm seeking to provide the services sought in the RFP, learn which primary contractors are seeking subcontractors?

We suggest you reach out to your contacts in the industry for partnering. Perhaps other firms will contact you as we left in your contact information.

17. What is the Empire State Development Corporation's lease expiration date (LXD) at 633 Third Avenue? By looking at public sources, we understand that your current lease expires January 1, 2013. Please confirm.

The current lease expires June 30, 2013.