



Brooklyn Navy Yard
Development Corporation
BrooklynNavyYard.org

141 Flushing Ave
Building 77, Unit 801
Brooklyn, NY 11205

REQUEST FOR EXPRESSIONS OF INTEREST

Autonomous Vehicle Pilot at the Brooklyn Navy Yard

Project Site: Brooklyn Navy Yard, 141 Flushing Avenue, Brooklyn, NY 11205

Release Date: Monday, October 28, 2024

Submission Deadline: Monday, December 23, 2024

Contact Information:

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A. EXECUTIVE SUMMARY

The Brooklyn Navy Yard Development Corporation (“BNYDC”) is issuing this Request for Expressions of Interest (“RFEI”) to gain insight from autonomous vehicle (“AV”) market leaders (“Respondents”) regarding the current market conditions and viability of the AV market and its potential to provide a safe, sustainable, and efficient transportation option at the Brooklyn Navy Yard (“BNY”).

This RFEI is the first stage of procuring a potential AV project at BNY. If, and when, BNYDC elects to proceed with an AV pilot program, BNYDC may initiate the second stage of this procurement by issuing a more detailed, formal Request for Proposals (“RFP”) to identify qualified companies that would have an interest in and the ability to test and operate an AV pilot within the Brooklyn Navy Yard.

Although the Stage 2 RFP will not be limited to Respondents to this RFEI, BNYDC strongly encourages entities interested in piloting AV technology at BNY to respond to this RFEI. By responding to this RFEI, Respondents will be able to provide BNYDC with information and ideas that may help inform the drafting of the subsequent RFP and create awareness about impactful uses for the site. Locally Based Enterprises (“LBEs”) and Women- and Minority-owned Businesses (“MWBES”) are further encouraged to respond to this RFEI.

This RFEI contains the following:

- A. Executive Summary
- B. Pertinent Dates
- C. BNYDC Background
- D. Project Goals
- E. Value Proposition for Respondents
- F. Procurement Process
- G. RFEI Submission Requirements
- H. RFEI Submission Administration



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- I. Miscellaneous Conditions
- J. Exhibits
 - a. Brooklyn Navy Yard Aerial View
 - b. Brooklyn Navy Yard Shuttle Routes
 - c. Potential Off-site Route Map

B. PERTINENT DATES*

1. All questions are due no later than **EOD Monday, November 18, 2024**.
2. BNYDC anticipates that it will respond to questions by EOD Monday, November 25, 2024.
3. All Submissions are due no later than **noon Monday, December 23, 2024**.

* Please note dates above are estimated and are subject to change.

C. BNYDC BACKGROUND

BNYDC is a not-for-profit corporation that serves as the real estate developer and property manager of the Brooklyn Navy Yard (BNY) on behalf of its owner, the City of New York (the "City"). BNYDC's mission is to fuel New York City's economic vitality by creating and preserving quality jobs, growing the City's modern industrial sector and its businesses, and connecting the local community with the economic opportunity and resources at BNY. BNY, a 300-acre industrial park on the Brooklyn waterfront, is home to over 550 businesses employing more than 13,000 people and generates over \$2.5 billion per year in economic impact for New York City. Further information can be found at www.brooklynnavyyard.org.

D. PROJECT GOALS

BNYDC is seeking expressions of interest in testing and operating an AV pilot at the Brooklyn Navy Yard, with the goals of: (i) gaining insight on current market conditions and viability of AV, including its potential to provide a safe, sustainable, and efficient transportation option; and (ii) potential uses for AV at the Brooklyn Navy Yard, including to supplement BNY's existing shuttle system. BNY is issuing this RFEI as the first step in a longer-term project to ultimately attract an AV company to pilot its technology at BNY. BNYDC is open to various types of autonomous technology experimentation, such as single occupancy vehicles, shuttles, freight, or other mechanisms. Whichever the mechanism, responses to this RFEI should address any safety concerns, challenges, and limitations associated with the introduction and operation of AVs within a campus environment and methods or opportunities to mitigate such safety concerns, challenges, and limitations. BNYDC is also interested in opportunities for expanding outside of the campus under the NY City and State DOT permitting program highlighted in RFEI responses.



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Ultimately, BNYDC's goal is to utilize AV technology to complement its own shuttle operation. Transportation is one of the most important factors for business owners when making business site location decisions. Efficient and reliable transportation options enable a company to both retain existing employees and attract new ones as the business grows. Therefore, transportation to, from, and within BNY is a key priority for BNYDC given its location relative to the City's subway network. The hallmark of BNY's transportation system is its last-mile shuttle service that connects employees and registered visitors to MTA subway stops in DUMBO and Downtown Brooklyn. To this end, this RFEI is the first step in BNYDC exploring the feasibility of having an AV company (i) present at the BNY campus, and (ii) potentially provide a shuttle service into neighboring communities during off-peak hours, facilitating a more flexible and sustainable first- and last-mile connection to local transportation hubs when demand is lower and more sporadic.¹

E. VALUE PROPOSITION FOR RESPONDENTS

BNY provides a unique opportunity for a company to advance autonomous vehicle development and test its viability and efficacy. Participating in this RFEI presents Respondents with the opportunity to provide the insights to inspire and shape a potential cutting edge AV pilot in one of the world's greatest cities, and within the walls of a protected campus that offers virtually all imaginable testing scenarios.

Below are key reasons why BNY is an ideal testbed for emerging AV technology:

- **Access-Restricted Environment:** BNY offers an access-restricted industrial campus environment off the City street network that closely mirrors vehicular and pedestrian activity typical of urban settings. A former Naval base, the Yard has been transformed into an active urban manufacturing hub, with significant vehicular, pedestrian and cyclist activity. Surrounding the campus is a perimeter fence that separates the Yard from the adjacent neighborhoods, with vehicular gate access for ID card holders and registered guests only. The ability to conduct a pilot in BNY's controlled environment provides an opportunity to accelerate an AV company's testing process, enabling quicker iteration and refinement of autonomous systems, ultimately leading to faster deployment of safer and more efficient AVs on public roads.
- **Diverse Transportation Network:** BNY's campus boasts a robust transportation network comprised of trucks, passenger vehicles, pedestrians, bicyclists, bike share programs, freight vehicles, BNY shuttle buses, and MTA buses. BNY's roads have diverse street design elements

¹ An example of a potential AV route to be implemented at a later stage in the procurement would be a short loop that connects the west side of the Navy Yard to DUMBO subway stations. An autonomous vehicle could exit BNY through its Sands Street Gate and travel west bound along Sands Street to the Pearl Street intersection near the Brooklyn Bridge onramp where passengers can gain access to the DUMBO subway lines, and then circle back along Sands Street, traveling eastbound and returning to BNY (See Exhibit B). The preceding is just one example of the opportunity that exists for developers to bring their product to a vibrant and exciting market.



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and vary between smooth asphalt and rugged surfaces. Other factors, such as varying levels of lighting, sidewalks, crosswalks, and designated bike lanes, all provide crucial opportunities to test and perfect urban autonomous vehicle deployment. Each variation presents a unique test for autonomous vehicles seeking to master urban mobility.

- **Minimal Approvals:** Since all streets within the campus are private streets, no NYC DOT permits are required to operate AV vehicles on the premises. An AV company would only require the approval of BNYDC.
- **BNY's Tech Innovator Community:** BNY has an established ecosystem of tech-focused tenants, including many innovators focused on mobility solutions. Citi Bike's success can easily be traced to its development and initial testing at BNYDC.
- **BNYDC Supports Frontier Technologies:** BNYDC actively supports prototyping and piloting and is proud to offer its campus as a living laboratory. BNYDC runs a piloting program called Yard Labs, which accelerates the commercialization of emerging technologies, including decarbonization and mobility solutions.
- **Presence of Academic Institutions:** BNY is an environment for collaboration and research opportunities and is home to academic institutions such as Pratt Institute, CUNY, NYU, and a DOE Science, Technology, Engineering, Arts and Math (STEAM) Center. This is in addition to BNY's superb geographical location that places it in close proximity to the many elite institutions throughout the City that are producing the next generation of innovators.
- **Opportunities for Strategic Partnerships:** As a mission-driven not-for-profit and a quasi-governmental entity closely affiliated with the City of New York, BNYDC has a track record of assisting private and public sector entities forge meaningful strategic partnerships.
- **Alignment with NYC AV goals:** NYC DOT recently announced the opening of applications for a new AV permit program (not associated with this RFEI). In an effort to safely introduce AV technology along its vast and complex street network, the City's permitting rules underscore the importance of safety and accountability in the testing of autonomous vehicles and require AV applicants to furnish information on their prior testing experience and technological capabilities and provide a detailed testing plan tailored to New York City. Respondents to this RFEI who test within the confines of BNY should be able to gather critical requisite data to meet the City's permitting requirements.
- **New York, Brooklyn and BNY Brand Affiliation:** Given the success of the Yard and ongoing interest on a local, national, and international scale, BNY offers exposure to and potential connections with a wide audience in one of the most technologically advanced cities in the world.



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F. PROCUREMENT PROCESS

Stage 1: RFEI

With this RFEI, BNYDC is seeking conceptual information on AV technology and Respondents' proposed projects to determine (i) the safety, viability and sustainability of deploying AV technologies at BNY, and (ii) potential uses and routes to supplement BNY's transportation system. Submissions to this RFEI will be reviewed by BNYDC to determine feasibility and alignment with BNYDC's goals. This process is designed to attract a wide array of projects and allow BNYDC to learn more about potential uses, the AV market, and applications to BNY's transportation options. BNYDC encourages Respondents to propose innovative projects. BNYDC may request additional information and hold interviews following the receipt of Submissions to learn more about potential project types.

Attached as Exhibits A through C to this RFEI are maps and images of the Brooklyn Navy Yard campus, the existing BNY shuttle route, and a potential off-site shuttle route identified for a potential AV rollout, to inform Respondents' analyses and Submissions.

Although BNYDC will not be making a selection from this RFEI, BNYDC will be reviewing Submissions to learn about potential applications of AV technology to the BNY transportation system and inform a subsequent RFP to pilot, and potentially launch on a longer-term basis, AV technology at BNY. Below is a list of information that BNYDC would like to see included in RFEI Submissions, in addition to any information requested under Section G "Submission Requirements", below:

- The project's alignment with BNYDC's mission and core values;
- Project readiness and viability (financing, design, approvals, permitting, etc.);
- Project safety and safeguards;
- Impact on the BNY ecosystem and local community;
- The ability to further NYC and NYS clean energy goals and the ability to reduce reliance on fossil fuels, if any; Qualifications of Respondent teams, including subconsultants and references; and
- Commitments to workforce development and participation goals for MWBE, LBE, and Service-Disabled Veteran-Owned Businesses.

Stage 2: RFP

Following the review of Submissions to this Stage 1 RFEI and potential interviews with select Respondents, BNYDC may draft the Stage 2 RFP in part using the information gathered through the Stage 1 RFEI process. The Stage 2 RFP will contain more detailed project requests and detail the selection criteria to be used by BNYDC in selecting the Successful RFP Respondent. Any Stage 2 RFP is envisioned as enabling a qualified technology company to gather important operational and safety data to accelerate commercialization of their products or services. As such, BNYDC does not anticipate subsidizing an AV deployment or pilot by the successful RFP Respondent. However, if a



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cost is anticipated or otherwise required, Respondents should include and itemize all anticipated costs to BNYDC in their responses to the RFP.

G. RFEI SUBMISSION REQUIREMENTS

Each Respondent must submit its information on or prior to the deadline in accordance with the submission procedure set forth in this RFEI. Each submission must consist of the following:

1. Technical Background/Statement of Qualification:

- a. The Technical Background/Statement of Qualifications shall be submitted as a digital copy.
- b. Each Technical Proposal shall contain the following information:
 - i. **Cover Letter:** Submit a letter summarizing the Respondent's interest in this RFEI and include the firm's full name and address as well as the name, address and telephone number of the person authorized to represent the Respondent.
 - ii. **Previous Experience/Qualifications:** Provide the following:
 1. A summary of the company's history, location of company's headquarters and the office that will manage all correspondence.
 2. Examples of projects of similar size and scope completed by the company including any current deployments. For each project, explain the specific services performed.
 3. Organizational chart for the company.
 4. Resumes for key project staff illustrating relevant experience.
 - iii. **Project Approach:** Submit a brief narrative explaining the Respondent's approach to this RFEI, addressing the bullets under Section F – Stage 1 RFEI, above, and providing the following information:
 1. Mechanism type for AV technology experimentation.
 2. Operational space requirements, interior and exterior.
 3. Power and infrastructure requirements.
 4. Number of AV assets and any other on-site equipment.
 5. Number of employees.
 6. Deployment timeline.
 7. Safety mechanisms, guidance, and provisions for the project.
 8. Any other requirements or provisions not captured within this RFEI.
 - iv. Acknowledged receipt of any Addendum to this RFEI by attaching a signed copy of the Addendum to Respondent's submission.

- ### 2. Cost Assumption: This RFEI is for information only and any costs in responding to the RFEI are to be borne by the Respondents.



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H. RFEI SUBMISSION ADMINISTRATION

a. Inquiries:

Any questions or explanation desired by the Respondents regarding the meaning or interpretation of this RFEI must be emailed and received by BNYDC **no later than 5:00 PM on Wednesday, November 27, 2024**. BNYDC will evaluate the need to respond to inquiries. No verbal responses will be provided, and any information given to one prospective Respondent will be furnished to all prospective Respondents as an addendum to the RFEI (an "Addendum"). All questions must be directed in writing via email to:

George Velez
Senior Director, Transportation
E-mail: gvelez@bnydc.org

b. Submission Deadline:

- i. All requested documents shall be submitted as one PDF, including any attachments, exhibits, or appendices. All information shall be submitted to:

Shani Leibowitz at sleibowitz@bnydc.org and **George Velez** at gvelez@bnydc.org

- ii. Submissions must be received on or before **noon Monday, December 24, 2024**. Any submission received after the deadline will be considered for evaluation solely at the discretion of BNYDC.

I. MISCELLANEOUS CONDITIONS

1. This RFEI is informational only and BNYDC will not award any contract through this RFEI.
2. Incurring Costs: BNYDC is not liable for any costs incurred in the preparation of a submission to this RFEI.
3. Modifications: Respondents may be asked to make revisions, additions, or deletions to their Submissions as may be required by BNYDC.
4. Reserved Rights: All submission materials becomes the property of BNYDC and BNYDC reserves the right at its sole discretion to:
 - a. Reject any and all Submissions received in response to this RFEI at any time;
 - b. Decide not to issue a Stage 2 RFP;
 - c. Change the structure of the RFEI if such is in the interest of BNYDC;



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- d. Extend the time for Submissions after notification to all prospective Respondents;
 - e. Terminate or modify the RFEI process at any time and reissue;
 - f. Take any action deemed in the best interest of the City and/or BNYDC.
5. Information: Any information which may have been released verbally or in writing prior to the issuance of the RFEI shall be deemed preliminary in nature.

BNYDC appreciates your interest in this RFEI and looks forward to receiving your submission.



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J. EXHIBITS

Exhibit A

BROOKLYN NAVY YARD AERIAL VIEW



Exhibit B
BROOKLYN NAVY YARD SHUTTLE ROUTES



Exhibit C
POTENTIAL OFF-SITE ROUTE MAP

