



equinor

Offshore Wind Ecosystem Fund Solicitation Guide

For questions, please email: OSWecosystemfund@equinor.com



SUNSET PARK
TASK FORCE



Offshore Wind Ecosystem Fund Solicitation

Offshore Wind Ecosystem Fund - up to \$5,000,000 available

For the most up-to-date solicitation documentation schedule, please refer to the Offshore Wind Ecosystem Fund page at <https://www.empirewind.com/ecosystem-fund>.

Offshore Wind Ecosystem Fund - Solicitation for Funding Applications

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SUMMARY

Equinor's Offshore Wind Ecosystem Fund (the "Fund") is designed to provide historically marginalized and environmental justice areas and populations in New York City with opportunities to benefit from the emerging offshore wind industry. Throughout the development of this Solicitation, Equinor has worked closely in partnership with the New York City Economic Development Corporation (NYCEDC) and closely with members of the Sunset Park Task Force to determine priority areas that will maximize the impact of the Fund by identifying and supporting stakeholders and geographies with critical needs. This includes supporting applications that make the offshore wind industry more accessible by furthering workforce development initiatives, creating obtainable career pathways, and/or elevating local businesses' and individuals' participation in the industry.

How to Apply: Applications will be accepted via <https://bit.ly/EquinorEcosystemFund>. Incomplete or inaccurate applications are subject to disqualification. Faxed or mailed applications will not be accepted.

This RFP document, and any supplementary documents and/or notices will be available for review and/or download on the application website.

No communication intended to influence this procurement is permitted following the release of this RFP up to and through the announcement of successful applications. Questions related to this RFP may be submitted by email at oswecosystemfund@equinor.com.

Questions should be submitted by **12:00pm EST on January 31, 2023**. Responses to questions will be distributed to all Applicants and will be posted on the website no later than one month before responses are due.

All applications must be received by 12:00pm ET on April 1, 2023 Incomplete applications may be subject to disqualification. If changes are made to this solicitation, notification will be distributed to all Applicants and will additionally be posted on <https://www.empirewind.com/ecosystem-fund>.

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Definitions:

- **Applicant** - Entity that is formally requesting monetary assistance from the Fund under this Solicitation by submitting an application.
- **Selection Committee** - This Solicitation Request was developed by a Selection Committee composed of three individuals each from Equinor, the New York City Economic Development Corporation (NYCEDC), and the Sunset Park Task Force (SPTF), for a total of nine members. The Selection Committee will review applications and recommend Fund recipients.
- **Environmental Justice Areas:** Environmental justice (EJ) means the fair treatment and meaningful involvement of all persons, regardless of race, color, national origin, or income, with respect to the development, implementation and enforcement of environmental laws, regulations, policies, and activities and with respect to the distribution of environmental benefits. Fair treatment means that no group of people, including a racial, ethnic, or socioeconomic group, should (i) bear a disproportionate share of the negative environmental consequences resulting from industrial, municipal, and commercial operations or the execution of federal, state or local programs and policies or (ii) receive an inequitably low share of environmental benefits. Specific "Environmental Justice Areas" are defined by NYC's environmental justice law as low-income or minority communities located in the City of New York, based on US Census data (ACS 2014-2018). You can see the draft map here <https://data.cityofnewyork.us/City-Government/Environmental-Justice-Area-Census-Tract-Designatio/ircm-rcjd> . There will be finalization of the "potential EJ areas" when the report is finalized. For more information see: <https://www1.nyc.gov/site/sustainability/our-programs/environmental-justice.page>

I. INTRODUCTION & BACKGROUND

[Equinor](#) is a broad energy company with a net-zero target for 2050 and is a leader in New York State's offshore wind industry. The U.S. East Coast is one of the most attractive growth markets for offshore wind in the world, and Equinor's [Empire Wind](#) and [Beacon Wind](#) projects will deliver homegrown, renewable electricity to New Yorkers. Equinor is also investing in the growth of the industry in the region through the development of the first offshore wind tower and transition piece manufacturing facility in the United States at the Port of Albany in Albany, New York, and one of the country's largest dedicated offshore wind port facilities at the South Brooklyn Marine Terminal (SBMT), located in the Sunset Park neighborhood of Brooklyn, New York City. The SBMT will house a staging facility, the long-term operations and maintenance base for Empire Wind and Beacon Wind, and an onshore substation.

Equinor's core values are to be open, collaborative, courageous, and caring. The firm is committed to being transparent, respecting the environment, engaging stakeholders, creating local jobs, investing in local communities, sourcing locally whenever possible, and collaborating with fisheries, environmental justice, front-line, and tribal communities.

The Offshore Wind Ecosystem Fund (the "Fund") is a \$5 million-dollar clean energy community fund dedicated to supporting sustainable growth, racial equity, and climate justice in the offshore wind ecosystem in New York City. The Fund stems from the Empire Wind 1 Purchase and Sale Agreement (PSA) between the [New York State Energy Research and Development Authority \(NYSERDA\)](#) and Equinor, finalized in October 2019, which set the terms under which the project will supply renewable power to New York and inject significant economic investments into the state's economy.

Under this PSA, Equinor committed \$5 million dollars in funding that should be distributed in compliance with the company's internal working requirements, NYSERDA's energy goals, and in alignment with key government plans including the federal government's climate action plan, and New York State's environmental justice and equity provisions, as defined by the Climate Leadership and Community Protection Act (CLCPA).

In December 2020, Equinor entered into an agreement with the [New York City Economic Development Corporation \(NYCEDC\)](#) to coordinate around planning for the Fund. In September 2021, NYCEDC released its 15-year [Offshore Wind Vision Plan](#), which seeks to position the city as an equitable global hub for the emerging domestic offshore wind industry:

- This Fund aligns with the Offshore Wind Vision Plan's three core goals: developing best-in-class waterfront infrastructure to support the construction and operation of offshore wind, preparing local workers and businesses to enter the offshore wind industry and supply chain, and promoting offshore wind innovation to ensure that new technologies are created in and benefit residents of New York City – particularly environmental justice communities.
- Initial job projections are for such positions as plant and systems operators; computer programmers; hoist and winch operators; metal workers and plastic workers; structural metal fabricators and fitters, among others. The upgraded port at South Brooklyn Marine Terminal will result in new jobs in three areas: Wind Turbine Generation (WTG) Staging area, Operations & Maintenance (O&M) base and the Onshore Substation. Each area will have roles during both Construction and Operations phases.

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- Construction roles will apply to all three areas:
 - Engineering (Civil, Structural, Electrical, Marine, Mechanical and Telecom, etc), Planning and Coordinating, Health and Safety Advisors, Construction Supervisors, Equipment Operators, Construction Foreman, Field/ Site Engineer, Inspectors, Surveyors, General laborers & Skilled workers (carpenters, electricians, scaffolders, welders etc).
- Operations roles will apply to:
 - Offshore: Maintenance Technicians, Planning Teams, Marine/vessel Crew, Field Medics:
 - Onshore: Engineering, Maintenance Technicians, Planning and Coordinating, Warehouse and Logistics, Health and Safety Advisors, Control Room Operators, Facility Operations & Maintenance (i.e., Security, Cleaning)
 - Off-Site: Finance and Control, Power Trading, IT System Support, Procurement, Technical Specialists
- Wind Turbine Staging roles:
 - Logistics Engineering, Marine Supervisors, Crew Transfer Coord., Security Personnel, Logistics Planning and Coordinating, HSSE Supervisor, Life Cycle Assessment (LCA) & Emissions Supervisor, Equipment Operators, Procurement/SAP, Administration/Management
- The 2022 NYSDERDA New York Offshore Wind Workforce Gap Analysis [\[Link\]](#) provides an enhanced understanding of the workforce impacts of offshore wind development in New York, including projected supply gaps for specific occupations.
- Potential applicants should note that offshore wind is a new industry in New York and the United States in general, and additional job categories will develop over time. Applicants will be notified of further job descriptions along with links to career resources as the project progresses.

Equinor and NYCEDC, together with representatives of the SPTF, developed a strategy for the Fund, which included the development of three priority investment issues based on research of comparable community benefits initiatives, which incorporated feedback solicited from key stakeholders in the New York City area. In addition, three advisors from the SPTF, representing the interests of the Sunset Park community in Brooklyn (home to the SBMT, where significant construction and future operations and maintenance work will take place) worked closely with Equinor and NYCEDC to inform the Fund investment priorities (as detailed in Section II) by contributing knowledge of local workforce development projects, programmatic gaps in Sunset Park, and ideas as to how the Fund could be integrated with existing initiatives.

This Solicitation seeks applications to fund programs/projects that fall within Priority A, Priority B, and/or Priority C as defined in Section II of this document, with the goal of addressing the outcomes specified therein. Applications for projects other than those identified in Section II are not within the scope of this Solicitation and will be considered non-responsive.

II. SOLICITATION PRIORITIES

Applications must address at least one, but potentially more than one of the following Fund priorities:

- (A) Develop career pathways in the offshore wind ecosystem through job education and training.
- (B) Support New Yorkers from historically marginalized communities by prioritizing environmental justice and access to workforce and business opportunities.
- (C) Grow the green energy ecosystem in NYC by supporting and fostering innovation by local small, minority-owned, women-owned, service-disabled veteran-owned and disadvantaged business enterprises (S/M/W/SDVOB/DBE).

A detailed description of each of the priorities, along with the desired outcomes related to each priority, are provided below. The “**Desired Outcomes**” listed under each priority capture recurring themes that emerged from targeted conversations with stakeholders, presentations from subject experts, and input from the SPTF. Applications should identify which priority area(s) their submission addresses, and which of the desired outcomes will result from the execution of their proposal.

A. Priority A

Develop career pathways in the offshore wind ecosystem through job education and training.

Goal: Further workforce development initiatives and increase the roles of diversity and inclusion in the offshore wind industry with a focus on raising career awareness (adults in the workforce), education and training (K-12 students and families) and developing career pathways (workers with transferable skills).

Desired Outcomes:

- Adults in the workforce access training that will lead them to future offshore wind jobs in which there are current/projected gaps in the workforce (e.g., plant and systems operators, all other; computer numerically controlled tool programmers; hoist and winch operators; metal workers and plastic workers, all other; structural metal fabricators and fitters, and other job categories that will be needed in subsequent phases of the development of Offshore Wind in New York). Current workers that may be displaced by the transition to clean energy have access to upskilling so that they are able to fill the anticipated demand gaps in offshore wind-related jobs.
- Kindergarten through high school students and their families gain awareness of and access to different educational tracks and resources (e.g., foundational math & science courses, pre-apprenticeship and apprenticeship training, other vocational/trade programs, mentorship, etc.) that will lead them to future offshore wind jobs, including but not limited to jobs in which there are current/projected gaps in the workforce (e.g., metal-refining furnace operators and tenders, engine and other machine assembler; plating machine setters, operators, and tenders, metal and plastic).
- Workers with transferable skills in existing NYC manufacturing, technical industries, and/or service support jobs (i.e., non-manufacturing, non-technical) access training programs that augment their skills, so they are able to fill the anticipated demand gaps in offshore wind-related jobs. While some of these skills may be applicable to the green jobs economy as a whole, applicants must focus their jobs programs specifically to the offshore wind industry.

B. Priority B

Support directly impacted New Yorkers from historically marginalized and environmental justice areas by prioritizing access to workforce and business opportunities.

Goal: Create accessible pathways to offshore wind careers for New Yorkers residing in the geographic area containing Equinor's project facilities and operations, especially residents of Sunset Park (where the SBMT is located, and specifically for those in environmental justice areas)

Desired Outcomes:

- Residents of historically marginalized neighborhoods and environmental justice areas, and people with other barriers to access, are able to anticipate, enter, and grow their careers in offshore wind with the benefit of personalized outreach opportunities, mentorship, and guidance on possible career pathways.
- Residents of historically marginalized neighborhoods and/or environmental justice areas benefit from wrap-around services (e.g., income support, childcare), enabling them to complete workforce training programs and access jobs in the offshore wind industry requiring more advanced training.
- Local community and/or environmental justice organizations increase their capacity to support programs related to the offshore wind industry, including but not limited to bridge programs, education, workforce, business growth, outreach and awareness, and other programs.

C. Priority C

Advance inclusive growth of New York City's offshore wind supply chain ecosystem by supporting local Minority-, Women- and Service-Disabled Veteran-Owned Small Businesses (M/WBE and SDVOB) and Disadvantaged Business Enterprises (DBE).

Goal: Elevate local businesses' participation in the offshore wind industry supply chain, including certified S/M/W/DBEs and SDVOBs. Businesses that fall into these categories but do not yet have official certification may still apply. Applicants are strongly encouraged to get certified if they have not already begun the process. Certification information is available at:

<https://www1.nyc.gov/nycbusiness/description/minority-and-womenowned-business-enterprise-certification-program-mwbe> and <https://ogs.ny.gov/veterans>

Desired Outcomes:

- S/M/W/DBE and SDVOB businesses (including sole proprietors) develop capacity to enter into and grow within offshore wind supply chains through business development support and growth services, connections to mentorship/networks, access to affordable capital, and access to and support in contracting opportunities.
- Entrepreneurs, researchers (including students), and/or small businesses from environmental justice areas working in offshore wind-related innovation sectors (e.g., how to increase energy generation or capacity storage, how to make monopiles less invasive to seabed and wildlife, etc.) can advance or scale their work.

III. APPLICATION REQUIREMENTS

A. Applicant Eligibility

1. Applicant(s) must be based in, and conduct programs and operations in, New York City.
2. Applicant(s) must be registered to conduct business in the State of New York.
3. All Applicant(s) must undergo Equinor's internal compliance review process, known as Integrity Due Diligence (IDD) (see Section III.B. below).
4. Applicant(s) can be a single organization, a collaborative venture between more than one organization, or a consortium of multiple organizations. In the case that the Applicant(s) is a collaborative venture or consortium, all parties will undergo the IDD process.
5. Both non-profit and for-profit entities as well as academic institutions are eligible to apply.
6. Eligibility relating to Applicant(s) organization's size and/or longevity may vary and will be decided on a case-by-case basis.
 - 6.1. Awardee(s) that do not meet the minimum size/longevity criteria defined by the IDD process may be required to provide proof of additional sources of funding and/or proof of ability to secure additional funding.
7. Cost Sharing: If the award will not cover the entirety of the proposed program's budget, Applicant(s) must provide proof of matching funds and/or ability to secure additional funds to cover the remainder of the proposed overall budget.
8. Applicant(s) must provide a Conflict-of-Interest document, which states that none of its directors, officers, members, or employees has any interest, nor shall they acquire any interest, directly or indirectly, which would conflict in any manner or degree with the performance of the Contract. The Awardee(s) must further agree that it shall employ no person having such a conflict of interest in the performance of the Contract.

B. Equinor's Integrity Due Diligence (IDD) Requirements

The purpose of the IDD process is to ensure that Equinor manages risk by adequately understanding potential Fund Applicant(s) and future business relationships with them. By completing an IDD review up front, Applicants receiving funds from Equinor will be able to move quickly later in the process.

The goal of the IDD is to ensure that Applicant(s) do not engage in any of the following practices: illegal or unethical practices including direct or indirect involvement in corruption, human rights violations, labor rights violations, money-laundering, competition/antitrust law violations, environmental crime, or breach of international trade restrictions.

The IDD process can take 8 to 10 weeks and involves a thorough review of the Applicant(s) through desktop research and sanctions checks*. Applicants should expect to submit the materials listed in Attachment C as part of the IDD process. An IDD report is then developed and shared with Equinor's legal team as needed, before final approval can be granted, and funds can be disbursed to Awardee(s).

**The collection or processing of information relating to an identified or identifiable natural person shall be carried out in accordance with the requirements of the [Norwegian Personal Data Act](#) and applicable local legislation covering the processing of personal data.*

C. Application Requirements and Applicant Responsibilities

All applications should be submitted in accordance with the instructions in this Solicitation document.

Additional data or material to support applications may be requested. Applicants may also be requested to interview with all or part of the Selection Committee to address any questions or provide clarification regarding information outlined in the applications. Applicants will be notified if they are requested to participate in an interview.

All applications will be processed after the submission deadline. All applications will be reviewed and scored by the Selection Committee for eligibility and alignment with Fund priorities and accepted or rejected at Equinor's discretion. The applicant will be notified upon acceptance of their application in accordance with the timeline detailed in Section IV.

Applications are subject to the Evaluation Criteria detailed below. The full application must be submitted by 12:00pm on April 1, 2023. Applications received after this time will be disqualified and will not be reviewed.

Incomplete applications may be subject to disqualification. It is the applicant's responsibility to ensure that all sections have been answered in the application and have been submitted in accordance with appropriate due dates and times.

Applicant(s) must submit all applications via the online platform. Only applications in other languages will be accepted via PDF fillable format. The goal should be to concisely present the information needed to fully address the Application Evaluation Criteria (Section V). If the Applicant believes that proprietary or confidential information must be submitted to provide an adequate application, the Applicant should clearly identify such information in the application as proprietary and confidential by marking the information accordingly. Attachments beyond those requested will not be considered. All Applications must include, at minimum, the following information:

1. Project Narrative: Description of the program/project, including its purpose and objectives, and the priority(ies) it addresses (see above under Solicitation Priorities)
2. Statement of Work: Planned outputs and outcomes resulting from the program/project for the offshore wind ecosystem at large and the benefitting community(ies)
3. Monitoring and evaluation plan, including metrics and success factors
4. Timeline with key milestones
5. Organization chart and resourcing plan
6. Budget and Payment schedule
7. Routines for follow-up and reporting (including performance indicators)
8. Firm or team qualifications (firm information, resumes, project examples)

ATTACHMENTS

- Budget and Payment Schedule
- Assumption of Risk Form
- Integrity Due Diligence Questionnaire

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- Permission form for the use of successful applicant's name, project, progress and photographs in news releases, newsletters, and other public-facing materials.

D. Exclusions

The Fund **does not fund** the following:

1. Operational expenditures
2. Scientific or academic research exclusively benefitting Equinor
3. Projects limited only to construction of building(s) or any type of infrastructure
4. Political, sectarian, or religious activities
5. Sponsorships, discipline conferences, or other promotional, public relations, profiling or marketing activities aimed at benefiting Equinor

E. Available Funding and Disbursement Plan

The total funding available for disbursement is \$5 million. Eligible Applicant(s) must submit applications that fall within the following bounds:

- Applicant(s) may apply for single disbursement funds or multi-year disbursement funds.
- The maximum award amount per organization/program applying for a single disbursement is \$300,000.
- The maximum award amount per organization/program applying for multi-year disbursement is \$900,000. Applicant(s) awarded multi-year disbursements may not receive more than \$300,000 per disbursement year.
- The minimum award amount per organization/program is \$100,000. Applicants for programs requiring funding under \$100,000 will be rejected as non-responsive.
- No Applicant(s) may apply for the entire Fund amount.
- *Awardees may apply for other funding from Equinor (separate from the Offshore Wind Ecosystem Fund) for the same program, the following year after the final payment of the initial award. Any such subsequent funding will be evaluated on a case-by-case basis and awarded at the sole discretion of Equinor, under a process separate from this Fund.*
- *Applicants should note that additional funding apart from the Offshore Wind Ecosystem Fund may also be available from sources including NYSEDA. Some sources of funding are posted at <https://www.nyserda.ny.gov/funding-opportunities/current-funding-opportunities>*

The \$5 million dedicated to the Fund are expected to be awarded in full by 2023 and disbursed to Awardee(s) between September 2023 and September 2026 as follows:

- **Year 1 (September 2023)**
 - Single disbursement Awardee(s) will receive the full grant amount, not to exceed \$300,000.
 - Multi-year Awardee(s) will receive a maximum amount of \$300,000 in Year 1 and a second disbursement in Year 2.
- **Year 2 (September 2024)**
 - Multi-year Awardee(s) will each receive a maximum amount of \$300,000 in Year 2, and a final disbursement (if applicable) in Year 3.
- **Year 3 (September 2025)** Remainder of funding to be disbursed across multi-year Awardee(s).

Equinor reserves the right to extend and/or add funding to the Solicitation should other program funding sources become available. By submitting an application in response to this Solicitation, Applicant(s) agree to prepare application materials at their own expense. Please also note, submission due dates (as defined in Section IV) may be subject to change.

F. Monitoring and Evaluation Requirements

The timelines, methods, and tracking mechanisms related to the execution of program(s)/project(s) interventions should be stated clearly in Applicant(s) applications and include a logic model. [reference: <https://www.instrumentl.com/blog/how-to-build-logic-models-for-grants>]

Requirements include:

1. Program(s)/Project(s) resulting from Fund disbursements should be implemented within one to three years of disbursement (depending on allocated amount).
2. Awardee(s) must provide a set of success factors and metrics, quantitative and qualitative, that will result from their application and that will be applicable toward measuring program(s)/project(s) success.
3. Awardee(s) are expected to report activities and impacts to Equinor on a twice-yearly basis during the deployment of the program, and within 2 months post completion of the funding period (after the first 7 months, based on the first 6 months of the grant, after 14 months, reporting on the year), unless otherwise requested in the Application and agreed upon by Equinor.
4. Awardee(s) will be required to provide financial statements at the end of each award Year.

NYCEDC will work with successful awardees in refining their logic models, drawing up M&E plans, and developing survey tools/other instruments.

- **Output metrics** generally describe the immediate results of program activities, relative to all programs. Since the program activities involve separate targets and participants, metrics will be collected for each activity, as applicable.
- **Outcome metrics** describe the short- and long-term impacts of a program and will be organized by program component. Each component's impacts will be assessed under the lenses of *economic, social, and inclusiveness* metrics for specific geographies.
 - To measure economic outcomes, surveys on quantitative changes relating to employment and business performance as a result of this program will be conducted.
 - Social outcomes will be measured based on surveys regarding the qualitative changes induced by the program activities, which will include impact on participants' knowledge or awareness of program content, satisfaction rates and appropriateness of length and content, changes in business/professional behavior as a result of the program, and connections formed with other industry members.
 - Each program will also be analyzed in terms of the diversity of its participants.

IV. TIMELINE OF RELEASE AND AWARDS

At the time of Solicitation release, the timeline printed within this document is the presumed timeline. Submission due dates and other parts of the timeline are subject to change. For the most up-to-date solicitation documentation schedule, refer to the Fund webpage at <https://www.empirewind.com/ecosystem-fund>.

- **November 15, 2022 | Solicitation Release**
- **November 29, 2022 | Information Session** The Selection Committee will host a virtual information session on Nov. 29 9:30am-11:00am. Questions asked and answered, and slides presented at the session will be posted publicly on the Ecosystem Fund webpage <https://www.empirewind.com/ecosystem-fund>.
- **January 31, 2023 | Deadline for questions**
- **February 28, 2023 Answers to questions** will be posted on the on the Ecosystem Fund webpage <https://www.empirewind.com/ecosystem-fund>.
- **April 1, 2023 | Deadline for submission(s)**
- **May 2023 | Interview process** as and if determined by Selection Committee
- **June 2023| Pre-award letters** will be sent to selected Applicant(s). Pre-award letters will inform Applicant(s) of any additional Integrity Due Diligence (IDD) requirements. Award(s) are contingent upon IDD approval.
- **August 2023 | Awardees announced**
- **August 2023 Debriefs** conducted with unsuccessful applicants
- **September 2023 | Anticipated disbursements begin.**

V. PROPOSAL EVALUATION CRITERIA

Scoring will be based on the applicant's ability to meet the Evaluation Criteria. Each application will be scored on a scale of 100 with the following weighting applied to each of the below criteria:

- (A) Project Benefits and Value - Alignment with one or more the Fund Priorities: 35%
- (B) Project Plan, Scope, Risks and Challenges, Measurable Outcomes: 30%
- (C) Environmental Justice Areas Plan: 20%
- (D) Applicant(s) Experience and Capabilities: 15%

Applicants are encouraged to team with other partners but only one application should be submitted. Experience and capabilities will be evaluated as a whole for each application.

Detailed information on the Evaluation Criteria is as follows:

A. Project Benefits and Value - Alignment with Fund Priorities (35%)

- The proposed program/project addresses a community, issue, or barrier that is not being sufficiently addressed by existing initiatives or fills critical gaps between existing initiatives.
- The proposed program/project intervention clearly identifies the benefitting community(ies)—e.g., environmental justice areas or Sunset Park community—it is designed to support, and specifies how the intervention will benefit them.
- The proposed project scope makes a clear case, grounded in a logic model, that it can deliver the intended benefits.
- Although this is a New York City-wide Fund, preference will be given to applications originating in and/or focusing on the Sunset Park area.

B. Project Plan, Scope, Risks, Challenges, and Measurable Outcomes (30%)

- The proposed project plan is clearly defined, with fully developed tasks, subtasks, milestones, and deliverables that will enable timely execution and effective project management.
- The scope of work will be highly valuable towards meeting one or more of the investment priorities in Section II.
- Technical and programmatic risks and potential barriers to completion are clearly understood and fully disclosed, with well-considered mitigation plans that have a high probability of ensuring project success.
- The cost of the project is strongly justified with respect to the expected benefits and the potential opportunities.
- The application outlines a detailed plan for pursuing additional funding and development support, if necessary, to bring the proposed solution to full fruition.
- The proposed work can be accomplished within the amount of time, effort, and resources proposed.
- The implementation strategy is well-conceived and appropriate for the current and projected development of the offshore wind industry, with a sound plan for measuring progress and success.
- The application outlines clear, realistic, and measurable goals and outcomes with a clear plan for how those goals and outcomes will be achieved.

C. Environmental Justice Areas Plan (20%)

- The Application clearly identifies how environmental justice areas and M/WBE, SDVOB and DBEs are incorporated into the project plan.
- The Application outlines an approach to engaging environmental justice areas and M/WBE, SDVOB and DBEs in achieving project outcomes.
- The Application demonstrates the allocation of budget and other resources to informing and involving environmental justice areas and M/WBE, SDVOB and DBEs.

D. Team Experience and Capabilities (15%)

- The Applicant's proposed team has the necessary subject matter expertise (e.g., knowledge of NYC business ecosystem, experience in workforce development, etc.) and resources to carry out the proposed work.
- The team includes members with a demonstrated connection to the community as well as technical skill.
- The Applicant has successfully deployed similar services or has completed a relevant project that demonstrates a strong track record of service to their community.
- The application clearly outlines the team structure and staff responsibilities, demonstrating strong leadership and management skills.

Additional data or material to support applications may be requested. Applicants may also be requested to participate in an interview with all or part of the Selection Committee to address any questions or provide clarification regarding information outlined in the applications. Applicants will be notified if they are requested to participate in an interview.

VI. GENERAL CONDITIONS

A. Proprietary Information

Careful consideration should be given before confidential information is submitted as part of the Application. Please review information prior to submittal, including whether certain confidential information is critical for evaluating an application, and whether general non-confidential information may be adequate for review purposes. Each Applicant must submit a signed Applicant Assumption of Risk form with their application.

B. Contract Award

Equinor anticipates making multiple disbursements under this solicitation. Equinor anticipates a contract duration of one to three (3) years, unless it determines a different structure is more efficient based upon applications received. A contract may be awarded based on initial applications without discussion or following limited discussion or negotiations pertaining to the Statement of Work. Each application should be submitted using the most reasonable cost and technical terms. Equinor may request additional data or material to support applications. Equinor may at its discretion elect to extend and/or add funds to any project funded through this solicitation. Equinor reserves the right to limit any negotiations with respect to the terms of the Contract Agreement. While minor modifications may be considered in limited circumstances, the Contract Agreement is generally non-negotiable. Proposers should keep in mind that acceptance of all standard terms and conditions will generally result in a more expedited contracting process. Equinor expects to notify proposers in approximately 8 to 12 weeks from the receipt of an application whether an application has been selected to receive an award. Equinor may decline to contract with awardees that are delinquent with respect to any obligation under any previous or active Equinor agreement.

C. Limitation

This Solicitation does not commit Equinor to award a contract, pay any costs incurred in preparing an application, or to procure or contract for services or supplies. Equinor reserves the right to accept or reject any or all applications received, to negotiate with all qualified sources, or to cancel in part or in its entirety the solicitation when it is in Equinor's best interest. Equinor reserves the right to disqualify applications based upon the results of a background check into publicly available information or the presence of a material possibility of any reputational or legal risk in making of the award.

D. Disclosure Requirement

The Applicant shall disclose any indictment for any alleged felony, or any conviction for a felony within the past five (5) years, under the laws of the U.S. or any state or territory of the U.S. and shall describe circumstances for each. When an Applicant is an association, partnership, corporation or other organization, this disclosure requirement includes the organization and its officers, partners and directors or members of any similarly governing body. If an indictment or conviction should come to the attention of Equinor after the award of a contract, Equinor may exercise its stop-work right pending further investigation or terminate the agreement; the awardee may be subject to penalties for violation of any law which may apply. Applicants must also disclose if they have ever been debarred or suspended by any agency of the U.S. Government or the New York State Department of Labor.

E. Vendor Assurance of No Conflict of Interest of Detrimental Effect

The applicant shall disclose any existing or contemplated relationship with any other person or entity, including any known relationships with any member, shareholders of five percent (5%) or more, parent, subsidiary, or affiliated firm, which would constitute an actual or potential conflict of interest or appearance of impropriety, relating to other clients/customers of the applicant or former officers and employees of Equinor or of NYCEDC, in connection with applicant's rendering services as proposed. If a conflict does or might exist, please describe how your company would eliminate or prevent it. Indicate what procedures will be followed to detect, notify Equinor of, and resolve any such conflicts. The Applicant must disclose whether it, or any of its members, or, to the best of its knowledge, shareholders of five percent (5%) or more, parents, affiliates, or subsidiaries, have been the subject of any investigation or disciplinary action by the New York State Commission on Public Integrity or its predecessor State entities (collectively, "Commission"), and if so, a brief description must be included indicating how any matter before the Commission was resolved or whether it remains unresolved.