



START-UP NY
Campus Plan for Designation of Tax-Free Area(s) Memorandum

Re: New York University Campus Plan for Designation of Tax-Free Area(s) ("Campus Plan")

Date: 10/11/2017

For campus General Counsel:

The arrangement documented in the attached Campus Plan is aligned to the academic mission of New York University and in accordance with all policies, procedures, and guidelines.

A handwritten signature in blue ink, appearing to read "Terrance Nolan", written over a horizontal line.

Signature

Terrance Nolan
Print Name



September 29, 2017

Howard Zemsky
Commissioner
New York State Department of Economic Development
625 Broadway
Albany, New York 12207

Re: To be designated Tax-Free NY Areas at NYU:

370 Jay Street, Brooklyn, NY 11201, 7th Floor (8,090 sq. ft.)

BioLabs@NYU Langone: 180 Varick Street, New York, NY 10014, 6th & 7th Floor (13,314 sq. ft.)

Veterans Future Lab: 87 35th street, Brooklyn, NY 11232, 2nd Floor, Suite 2DS1 (2,470 sq. ft.)

Dear Commissioner Zemsky:

In connection with New York University's amendment for the additional designation of certain Tax-Free NY Areas pursuant to the START-UP NY program, this letter confirms that as of the date hereof, except as set forth below, the proposed Tax-Free NY Areas set forth above have not been financed with any tax-exempt bonds.

With respect to the building located at 370 Jay Street (the "Building"), NYU has borrowed on both a tax-exempt and taxable basis for the Building but has not yet allocated the bond proceeds to the various portions of the Building. NYU agrees, however, that tax-exempt bond proceeds will not be allocated to the space on the 7th floor of the Building that will be designated a Tax-Free Area under the Start Up NY program.

Thank you for your consideration of our amended plan.

Very truly yours,

Terrance Nolan



October 11, 2017

Howard Zemsky
Commissioner
New York State Department of Economic Development
625 Broadway
Albany, New York 12207

Re: Additional Proposed Tax-Free NY Areas:

Start-Up NY at 370 Jay Street: 370 Jay Street, Brooklyn, NY 11201, 7th Floor (8,090 sq. ft.)
BioLabs@NYU Langone: 180 Varick Street, New York, NY 10014, 6th & 7th Floor (13,134 sq. ft.)
Veterans Future Lab: 87 35th street, Brooklyn, NY 11232, 2nd Floor, Suite 2DS1 (2,470 sq. ft.)

Dear Commissioner Zemsky:

As part of New York University's (NYU) Campus Plan for Designation of Tax-Free NY Area under the Start Up NY program, we are seeking an amendment to our Plan in order to designate three additional Tax-Free Areas: 370 Jay Street, Brooklyn, NY 11201, 7th Floor; 180 Varick Street, New York, NY 10014, 6th & 7th Floors; and 87 35th street, Brooklyn, NY 11232, 2nd Floor, Suite 2DS1.

We are also maintaining our current Tax-Free Areas, located at: 137 Varick Street, 2nd Floor, New York NY 10013; 20 Jay Street, Suite 312, Brooklyn NY 11201; and 15 MetroTech Center, 19th Floor, Brooklyn, NY 11201.

I am writing to certify that NYU has not relocated or eliminated any academic programs, administrative programs, offices, housing facilities, dining facilities, athletic facilities or other facilities, space or programs that serve students in order to seek designation in these additional locations. I also certify that we comply with conflict of interest guidelines, and attached copies of the policy herewith. Finally, I certify that the information contained in our application is as accurate and complete to the maximum extent possible.

Thank you for your consideration of our Campus Plan amendment.

Sincerely,

Terrance Nolan



New York University Campus Plan for Designation of Tax-Free NY Area

Campus Name: New York University
Campus Address: 70 Washington Square South, New York, NY 10012
Campus Contact Name: Christopher Echeverria
Campus Contact Title: Senior Policy Analyst
Campus Contact Email: ce36@nyu.edu
Campus Contact Phone: 347-640-0837

1. Identification of space/land being designated: NYU's Tax-Free Start-Up NY designation will include: each of NYU's incubators, a space in 370 Jay Street to support an early-stage high tech startup big data analytics research, a life sciences/biomedical facility, and an incubator for military veteran-owned businesses. These locations are listed below:
 - i. Specification or identification of space or land for current and proposed designation as a Tax-Free NY Area.
 - Varick Street Incubator: 7,000 square feet
 - 137 Varick Street, 2nd Floor, New York NY 10013
 - Currently-designated Start-Up NY Tax-Free Area includes open-space work areas and conference rooms for companies.
 - DUMBO Incubator: 7,500 square feet
 - 20 Jay Street, Suite 312, Brooklyn NY 11201
 - Currently-designated Start-Up NY Tax-Free Area includes open-space work areas and conference rooms for companies.
 - Urban Future Lab: 5,000 square feet
 - 15 MetroTech Center, 19th Floor, Brooklyn, NY 11201
 - Currently-designated Start-Up NY Tax-Free Area includes open-space work areas and conference rooms for companies.
 - Start Up NY at 370 Jay Street: 8,090 square feet
 - 370 Jay Street Brooklyn, NY 11201, 7th Floor
 - The vacant space will be in a corner of the 7th floor of the building, and will include workstations for company employees, a conference room, executive offices, a scrum room, and a reception area.
 - BioLabs@NYU Langone: 13,134 square feet
 - 180 Varick Street, New York, NY 10014, 6th and 7th Floor
 - The vacant space will be on the 6th and 7th floors of the building. The 6th floor will include co-working facilities for up to 156 employees. This includes touch-down desks for each rentable lab bench, and 30



private offices. The 7th floor will contain wet-labs, including eight private lab suites and three open labs. Each private lab room will hold a tissue culture hood, a vented chemistry hood and a freezer.

- Veterans Future Lab: 2,470 Square Feet
 - 87 35th street, Brooklyn, NY 11232, 2nd Floor, Suite 2DS1
 - The vacant space will include an open-space work area for companies, a space for prototyping equipment meeting room, pantry, and reception area.

ii. – Digital Excel file of chart including required information for each location is attached.

iii. – Campus Map (Manhattan and Brooklyn) showing incubators are located within campus boundaries.

iv - Digital files of floor plans for each of the incubator locations are attached. The sections highlighted or shaded on the floor plans marks the specific space we are seeking designation for the Start Up NY program.

2. Total Square Footage of all Spaces of Land for Tax-Free Area = 43,194

3. Description of businesses NYU will seek for this space and their alignment with NYU's academic mission:

New York University's mission is to be a top quality international center of scholarship, teaching and research. This includes retaining and attracting faculty who are leaders in their fields, encouraging them to create programs and innovative research that will provide an intellectually rich environment for our student body. NYU focuses around three core research interests: health and wellness, information and communications technology, and cities and urban systems. We would look to identify qualifying companies within these areas of research, curating a natural synergy between the companies and the University research goals. Companies would align with our mission if they are providing services, tools, instrumentation, equipment or technology that will assist with University research in the three core areas listed above. For example, companies in our current incubator programs are innovating in digital media, cleantech, healthcare IT, cybersecurity, financial technology, information technology, education technology, and mobile applications – all areas that the University is involved in from an academic and research perspective.

In addition to research, NYU is focused on the development of our student body and will therefore seek companies that will be able to provide



experiences for our students. Companies that are open to offering internships or experiential learning programs for our current students will be of interest to us. Other ways companies wish to explore potential partnerships with the University will also be taken into consideration, such as services they may be able to provide the university, scholarships for students or other funding avenues, and other ways to support our academic and research missions.

4. Description of how participation of businesses will generate positive community and economic benefits:

To date, the NYU incubator tenants have generated \$352 million in economic activity, and from 2009 – 2012, contributed \$31.4 million in local, state and federal tax revenues. With the booming Brooklyn tech economy, the location of additional technology companies in tax-free space will only serve to further the revitalization that is already occurring. As a participant in Start Up NY, NYU would hope to continue this level of impact into the communities in lower Manhattan and Downtown Brooklyn by assisting companies with not only tax-free space but also by providing mentorship and guidance to the developing companies through our existing programs.

In addition to contributing to the local economy, the University will work with the qualified companies to give back to the community through programs such as workforce development trainings and participating in the ongoing efforts to improve K-12 STEM Education. For example, current incubator tenants have worked with NYC high schools to educate teachers on next generation technologies through the Science for Smarter Cities programs. Another example is the Veterans Entrepreneurship Training (VET) Program, which helps military veteran entrepreneurs gain experiential learning and mentorship to launch ventures after completing their military service. We have assisted in curriculum development for students and have participated in mentorship programs for high-schoolers from under-resourced communities throughout the city. Additional new programs and partnerships can be created for Start Up NY companies that are further along in development, which can curate their involvement in the community. We continue to seek to leverage existing partnerships with community organizations and existing University resources to develop such relationships between the companies that are involved in the Start Up NY program and the greater community.

5. Description of NYU's selection process for businesses to participate in the Tax-Free Zone:

NYU will solicit applications from businesses interested in locating in our Tax-Free Zone. To select businesses to participate, applications from businesses will undergo a review process overseen by an internal review



committee comprised of a senior-level staff member with expertise in entrepreneurship, institutional venture capitalists, serial entrepreneurs and incubator staff. Additionally, NYU will convene an external advisory board for Start Up NY that would leverage the resources of the internal board and will provide guidance throughout the selection process.

The formal admissions process begins with the submission of an application form that will be available online. Full drafted business plans will not be required, but providing one will contribute significantly to our ability to assess the viability of an applicant.

Our selection criteria takes into account factors that companies will demonstrate during both the initial application review conducted and during the “pitch presentation,” in which applicants are asked to come in to formally present their company to our internal committee. During this meeting, we will seek a more detailed picture of the applicant’s plan as well as an assessment of the resources that the applicant anticipates needing. This presentation uses a standard framework during which we evaluate companies based on the following criteria:

- The problem the venture is solving and the solution
- The market size
- The customer acquisition/go to market strategy
- The business model
- The competitive landscape
- The team

In addition to the above criteria, NYU will be looking for companies that align with our academic mission. Companies must align with one of three core research interests: health and wellness, information and communications technology and/or cities and urban systems. We will also evaluate if the company will be able to provide experiential learning work internships for our current students as well as any other potential partnerships that may be possible between the business and NYU.

Finally, desire to collaborate is also an important factor in determining an applicant’s suitability for participation. We will look for businesses that are interested in engaging in the startup and entrepreneurial community both at NYU and throughout the State. Companies that will seek to have a community benefit through such things as their workforce development or through their products and services will also be of interest to our review committee.



private offices. The 7th floor will contain wet-labs, including eight private lab suites and three open labs. Each private lab room will hold a tissue culture hood, a vented chemistry hood and a freezer.

- Veterans Future Lab: 2,470 Square Feet
 - 87 35th street, Brooklyn, NY 11232, 2nd Floor, Suite 2DS1
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In addition to research, NYU is focused on the development of our student body and will therefore seek companies that will be able to provide



NEW YORK UNIVERSITY

Following the initial screening and “pitch presentation” the internal review committee will select whether or not the company has met the criteria for NYU’s Start Up Zone and we will forward successful applications to the ESD Commissioner for final acceptance into the program.



NEW YORK CITY CAMPUS



Washington Square
Core Campus

Blolabs@NYULangone

Varick St Incubator

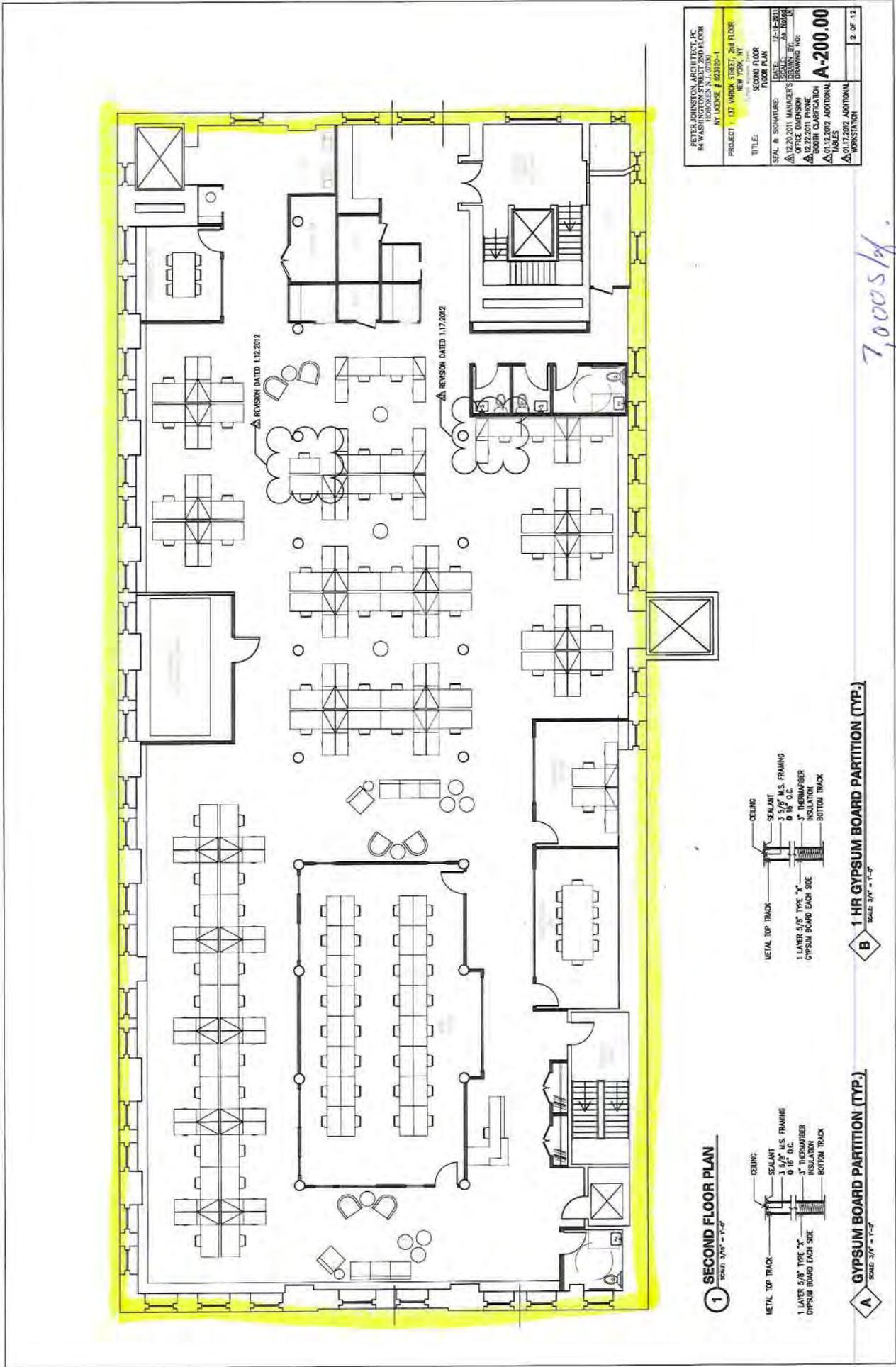
Dumbo Incubator

370 Jay Street

Urban Future Lab

Brooklyn
Core Campus

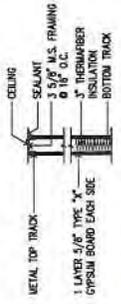
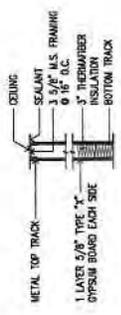
Veterans Future Lab



BETER WINSTON ARCHITECT PC 84 WASHINGTON STREET 2ND FLOOR BROOKLYN, N.Y. 11201 NY LICENSE # 002955-1	
PROJECT :	137 WIRKO STREET, 2ND FLOOR NEW YORK, NY
TITLE :	SECOND FLOOR FLOOR PLAN
SCALE :	3/8" = 1'-0"
DATE :	12.20.2011
OFFICE DIMENSION :	MANAGER'S DRAWING SET
DATE OF PLOT :	12.20.2011
DRAWING NO. :	A-200.00
REVISION CLASSIFICATION :	ADDITIONAL
TABLES :	ADDITIONAL
WORKSTATION :	2 OF 12

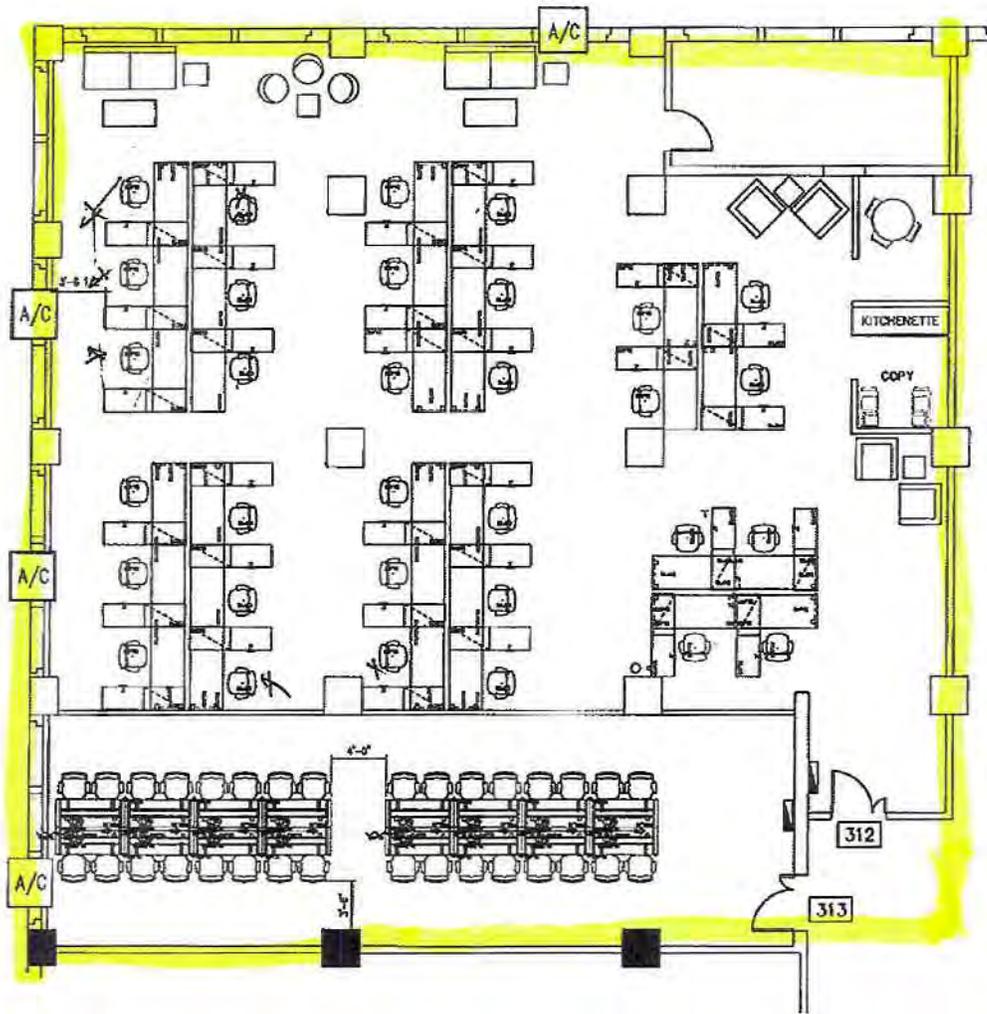
7,000 sq. ft.

1 SECOND FLOOR PLAN
SCALE: 3/8" = 1'-0"



A GYPSUM BOARD PARTITION (TYP.)
SCALE: 3/8" = 1'-0"

B 1 HR GYPSUM BOARD PARTITION (TYP.)
SCALE: 3/8" = 1'-0"



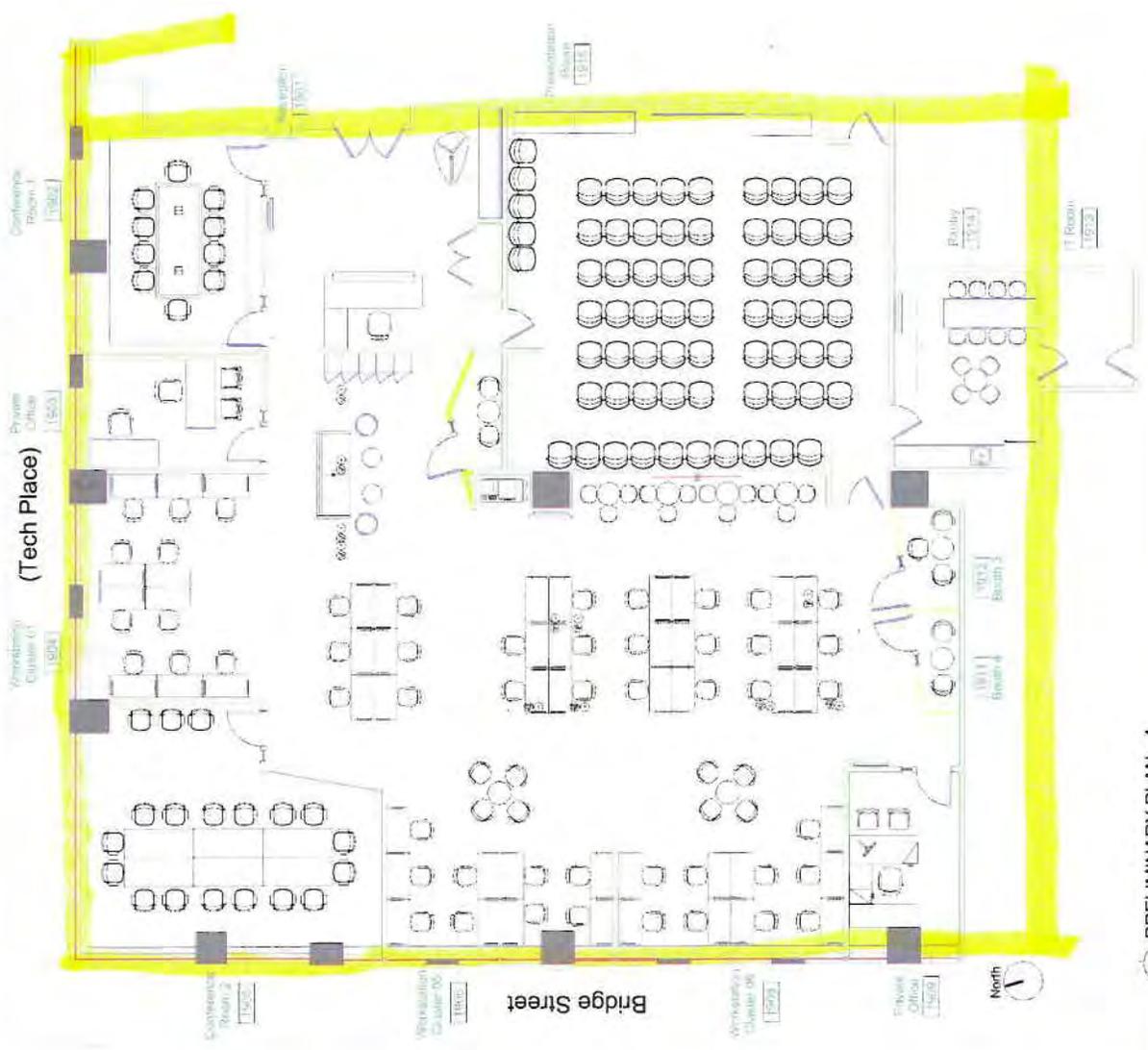
DUMBO
7,500 s/f

<p>Brooklyn Polytechnic</p> <p>20 Jay Street Brooklyn, NY</p>
<p>DRAWING TITLE</p> <p>FLOOR PLAN</p>
<p>PETER JOHNSTON ARCHITECT, PC</p> <p>140 Broadway Street Brooklyn, NY 11201</p>

Urban Future Lab
 15 Metrotech Center
 Brooklyn, NY 11201
 Suite on 19th Fl,
 5,000 sq ft

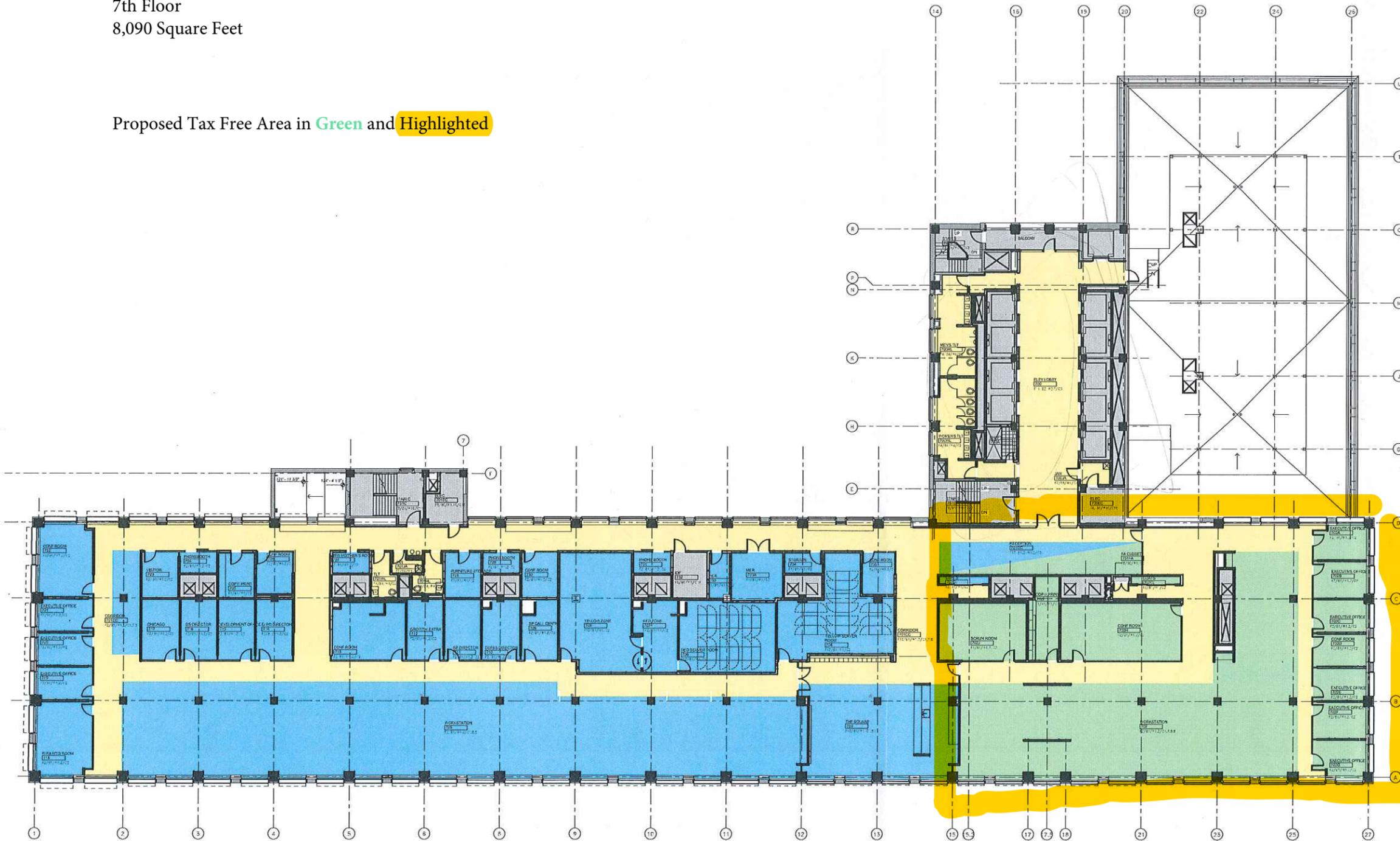
LEGEND

Reception	72
Workstations / Collaboration Area	72
Private Office	3
Presentation / Showroom	69 Seats
Conference Room	2
Small Private Offices	4
Break / Lunch Room	12-14 Persons
IT Room	



Start-Up NY at 370 Jay Street
 370 Jay Street, Brooklyn, NY 11201
 7th Floor
 8,090 Square Feet

Proposed Tax Free Area in **Green** and **Highlighted**



Strategic Assessment, Planning, and Design
 10 Astor Place, 6th Floor
 New York, New York 10003

-  SHARED BUILDING RESOURCES
 (stairs, elevators, shafts, IDF, MEP)
Prorated to Building Occupants
-  SHARED FLOOR RESOURCES
 (circulation corridors, elevator lobby, restrooms)
Prorated to Floor Occupants
-  IISDM
-  DATA CUBED

drawing title:
SPACE ALLOCATION
 370 Jay St
 7th Floor

scale:
 NTS
drawn by:
 RB
date:
 09/11/2017

sheet no.

DRAFT

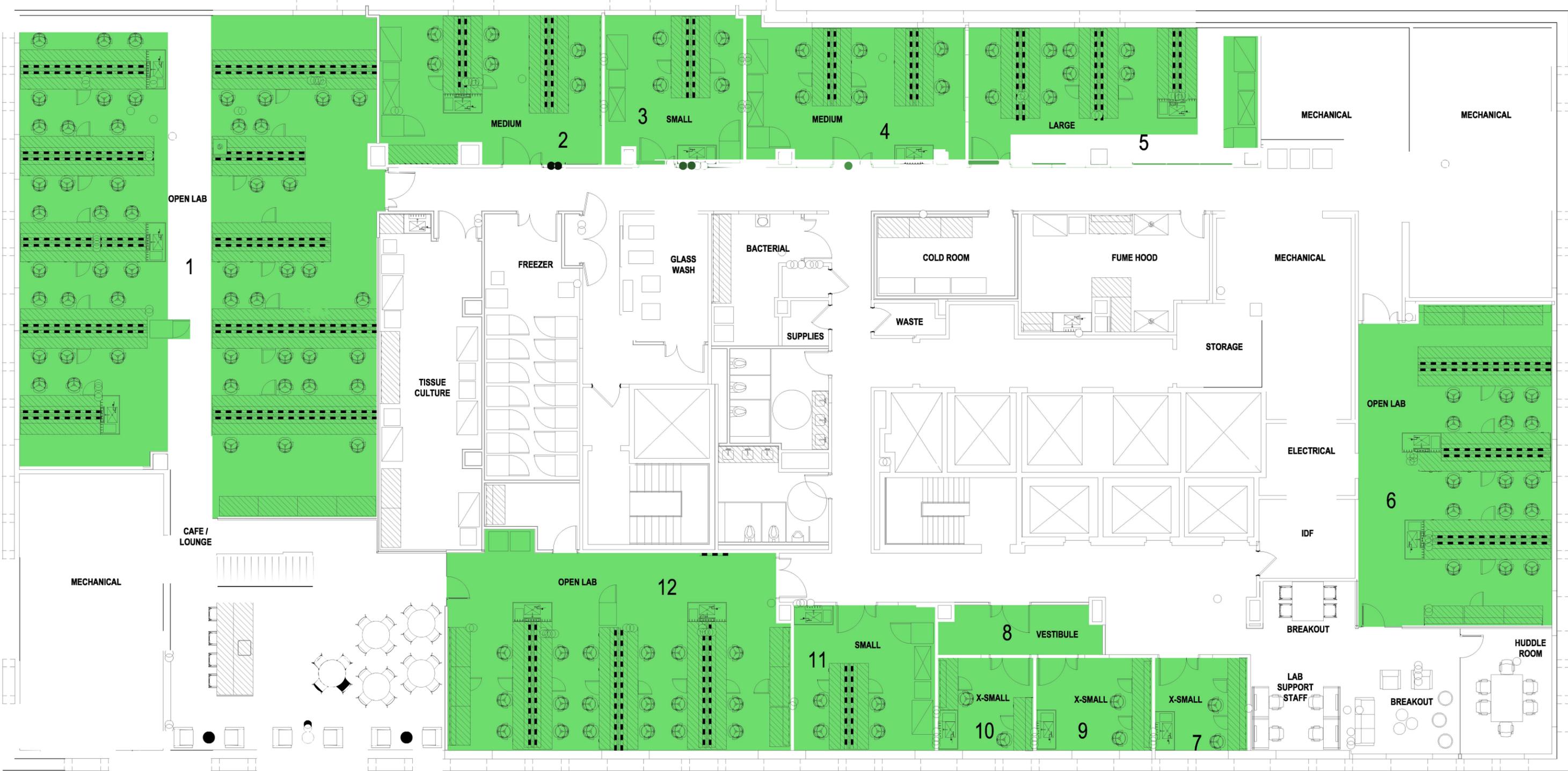
A-01

BioLabs@NYULangone

180 Varick Street
New York, NY 10014
Total 6th and 7th floor space:
13,134 Square Feet

7TH FLOOR

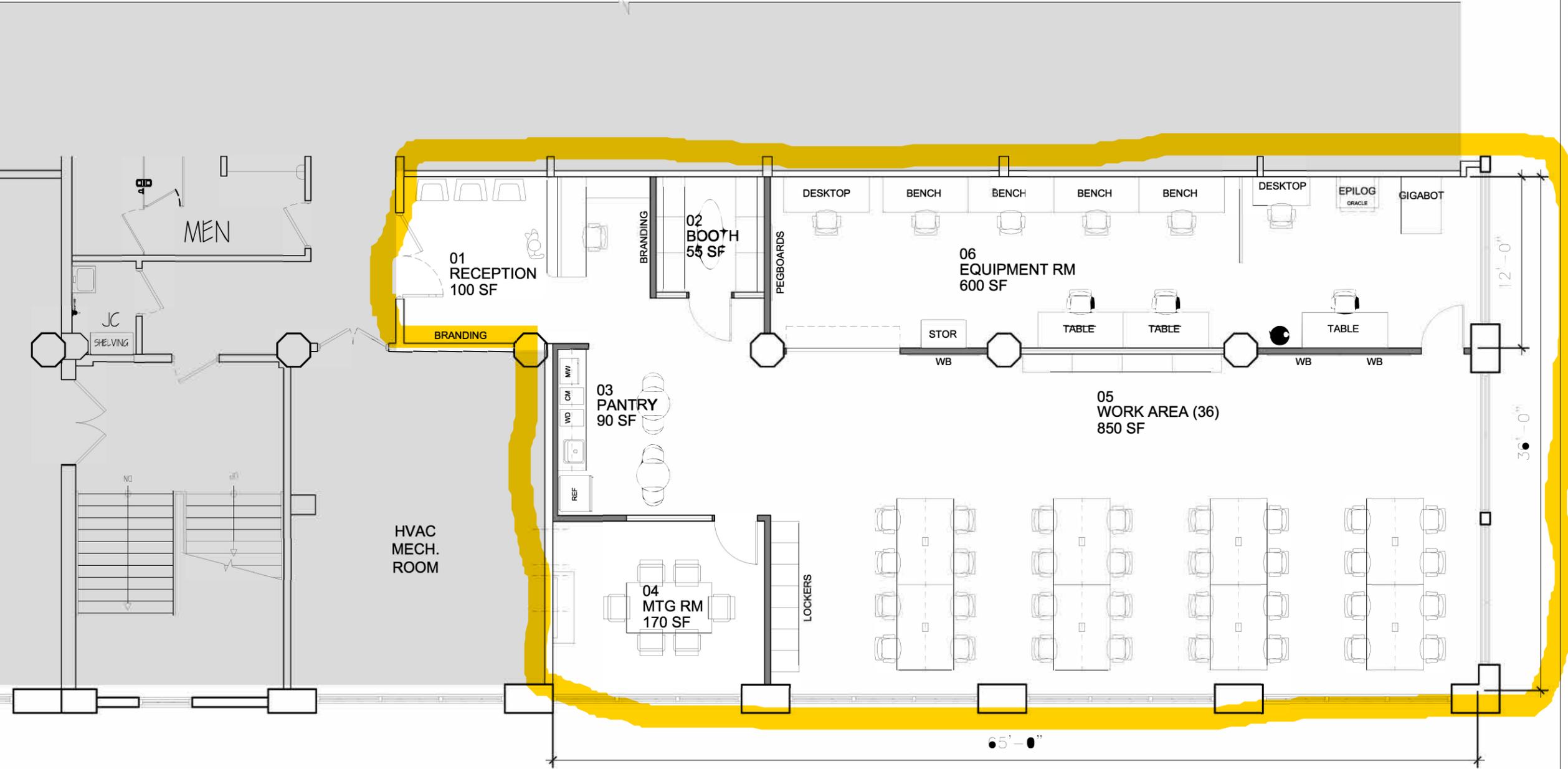
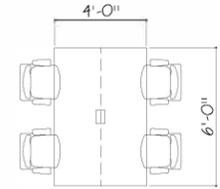
Highlighted Area: 7,770 SF
Proposed Tax Free Area:
shaded in green



Veterans Future Lab
 87 35th street, Brooklyn, NY 11232
 2nd Floor, Suite 2DS1
 2,470 Square Feet

Proposed Tax-Free Area **Highlighted**

Strategic Assessment, Planning, and Design
 10 Astor Place, 6th Floor
 New York, New York 10003



Total Area:
 2,470 IGSF

drawing title:
 TEST FIT - Option A (Rev.3)
 VET FUTURE LAB
 Industry City, Brooklyn

notes

scale:
 1/8" = 1'-0"
 drawn by:
 RB
 date:
 Updated: 04/14/2017

sheet no. **DRAFT**

New York University

UNIVERSITY POLICIES

Title: Conflict of Interest Policy Relating to START-UP NY Program
Effective Date: [], 2014
Issuing Authority: Office of Government and Community Affairs and General Counsel
Responsible Officer: Vice President for Government & Community Engagement and General Counsel

Purpose of the Policy and General Principles

New York University (the “University”) participates in New York State’s START-UP NY program, which offers tax incentives for new and expanding businesses in New York State that are associated with a sponsoring university or college. As a sponsoring university, the University must adopt a conflict of interest policy pursuant to New York Economic Development Law § 439 and 5 NYCRR § 220.20 that (1) prohibits persons from participating in any activity related to the University’s START-UP NY program that would cause those persons to experience a conflict of interest and (2) requires the reporting of all actual or potential conflicts of interests the University becomes aware of in the course of administering the University’s START-UP NY program.

Scope of this Policy

This policy applies to Officials of the University and to Advisory Board Members of the University’s START-UP NY program. The definitions in this policy are drawn largely from the New York Economic Development Law § 439 and 5 NYCRR § 220.2.0.

Policy Definitions

A “Conflict of Interest” means any circumstance in which the personal, professional, financial, or other interests of an Official or Advisory Board Member may potentially or actually diverge from, or may be reasonably perceived as potentially or actually diverging from, his or her obligations to the University and the interests of the University in connection with the University’s START-UP NY program. It includes indirect conflicts, such as benefits provided to a Relative of an Official or Advisory Board Member.

“Business Interest” means an interest in an entity where the person with the interest (1) owns or controls 10% or more of the stock of the entity (or 1% in the case of an entity the stock of which is regularly traded on an established securities exchange); or (2) serves as an officer, director or partner of the entity.

“Official” means a University Trustee, a University employee at the level of dean and above, and any other University employee with decision-making authority over the University’s START-UP NY program.

“Advisory Board Member” means any person who serves on the University’s START-UP NY advisory board that recommends businesses for acceptance into the University’s START-UP NY program.

“Relative” means any person living in the same household as an Official or Advisory Board Member and any person who is a direct descendant of that Official’s or Advisory Board Member’s grandparents or the spouse of such descendant.

Policy

The University is committed to operating in an ethical manner and in compliance with applicable legal and regulatory requirements.

No Official or Advisory Board Member may participate in any aspect of the University’s START-UP NY program that would result in that Official or Advisory Board Member experiencing a Conflict of Interest. Service as an Official or Advisory Board Member may not be used as a means for private benefit or inurement for the Official, Advisory Board Member, a Relative thereof, or any entity in which the Official, Advisory Board Member, or Relative thereof, has a Business Interest.

No Official or Advisory Board Member who is a vendor, or employee of a vendor, of goods or services to the University that is a participant in the START-UP NY Program or who has a Business Interest in such vendor, or whose Relative has a Business Interest in such vendor, may vote on, or participate in, the administration by the University of any transaction with such vendor.

Procedures for Implementation

Disclosing Conflicts of Interest

Officials and Advisory Board Members have a duty to disclose on an ongoing basis any current, proposed, or pending situations that may constitute a Conflict of Interest related to the University’s START-UP NY program, including (but not limited to) the Business Interest of an Official, Advisory Board Member, or Relative thereof, in an existing or proposed vendor of the University that is a participant in the University’s START-UP NY program.

Such disclosures should be made to the Vice President for Government & Community Engagement in the case of Advisory Board Members and Officials who are employees below the level of Dean and should be made to the General Counsel in the case of Officials who are Trustees or employees at the level of dean and above. The Vice President for Government & Community Engagement will promptly report to the General Counsel all such disclosures received by the Office of Government & Community Affairs.

Process Relating to Conflicts of Interest

If the General Counsel of the University (or a lawyer in the Office of General Counsel designated by the General Counsel of the University) determines that an Official or Advisory Board Member has a Conflict of Interest relating to the University's START-UP NY Program, the General Counsel will determine next steps with respect to the Conflict of Interest. The existence and resolution of the Conflict of Interest must be documented by the General Counsel and reported to the University's President and auditor, as described below.

Record Keeping and Reporting

The Office of General Counsel will maintain a written record of all Conflicts of Interest disclosures made under this policy, and will report such disclosures, on a calendar year basis, by January 31st of each year, to the University's President and to the University's auditor. The University's auditor will forward such reports to the Commissioner of Economic Development, who will make public such reports.

Oversight and Administration

The Office of Government and Community Affairs, together with the Office of General Counsel, may make changes to this policy from time to time, as they deem appropriate. The Vice President for Government & Community Engagement and the General Counsel will oversee the implementation of, and compliance with, this policy.

Related Policies

Code of Ethical Conduct

Policy on Academic Conflict of Interest and Conflict of Commitment

Policy on Conflicts of Interest for Trustees, Officers, and Senior Administrators

Location	UniqueID	Owner	PropertyType	StreetAddress	City	ZipCode	ParcelID	Building	SpaceType	SqFt	Acres	Description	onCampus	Within1mileOfCampus	Latitude	Longitude	Note
City of New York - Manhattan	NYU1	Trinity Real Estate	1	137 Varick Street	New York	10013	BIN: 1009745 BIN: 3348771	Varick	B	7000		2nd Floor (entire floor)	Yes	no	40.7258780	-74.0060630	
City of New York- Brooklyn	NYU2	City of NY	1	15 Metrotech Center	Brooklyn	11201		UFL	C	5000		Suite on the 19th Floor	Yes	no	40.6939840	-73.9847960	There are no suite numbers on the floor, but the space is not the entire floor
City of New York- Brooklyn	NYU3	Two Trees Management	1	20 Jay Street	Brooklyn	11201	BIN: 3000010	DUMBO	C	7500		Suite 312	Yes	no	40.7040070	-73.9867590	
City of New York- Brooklyn	NYU4	NYC	1	370 Jay Street	Brooklyn	11201	BIN: 3000262	370 Jay	C	8090		7th Floor (partial)	Yes	no	40.6928050	-73.9877280	This is a section of the floor including offices and open workstations
City of New York - Manhattan	NYU5	180 Varick LLC	1	180 Varick Street	New York	10014	BIN: 1008117	BioLabs	B	13134		partial 6th and 7th floors	Yes	no	40.7274850	-74.0051270	This is open workstations and lab space throughout both floors
City of New York- Brooklyn	NYU6	Bush Terminal	1	87 35 Street	Brooklyn	11232	BIN: 3336900	Veterans Lab	C	2470		Suite on 2nd Floor	Yes	no	40.6564790	-74.0062790	

* 1= on campus	** A=entire building
2= 1 mile off campus	B=floor within building
3= State Asset	C=Room within building
	D=land on campus
	E= land off campus
	F=entire building off campus
	G=partial building off campus
	H=state asset