

# GO Virginia Quarterly Progress Report: Offshore Wind Supply Chain Hub Development Program

## Project Milestones & Progress Reporting

### Description of Work Completed During Q4 2020

The Hampton Roads Alliance (Alliance) has continued to make significant progress to advance its Offshore Wind Supply Chain Hub Development Program (Program). The goal of the Program is to grow the regional economy by establishing Hampton Roads as the supply chain hub for the emerging East Coast offshore wind industry. The Program will achieve this goal through a set of initiatives that will provide opportunities to local businesses, attract new investment to the region, and by developing and marketing regional and state assets. This initiative directly supports the GO Virginia Region 5 Growth & Diversification Plan, which recommends creating an environment to spur establishment creation, attracting out of region firms, increasing diversification in the private sector, and leveraging maritime assets into a broader economic development strategy. This report covers the activities that occurred during the 4<sup>th</sup> quarter of 2020 (October 1, 2020 - December 31, 2020).

Significant accomplishments include hiring a marketing specialist to support activities to promote Hampton Roads and Virginia to the offshore wind industry, finalizing development of an offshore wind business attraction plan, engaging approximately 300 businesses and organizations throughout the Commonwealth in a series of offshore wind supplier readiness events with Dominion Energy, and conducting over three dozen prospect meetings with companies in the offshore wind industry.

In November, Carmon Schietzelt joined the Alliance as **Offshore Wind Marketing Specialist**. Carmon conducts a broad range of marketing, communications, and research activities to support the Alliance's offshore wind program.

Throughout the quarter, the Alliance **worked closely with local, regional, and state partners to coordinate activities and leverage resources** that can contribute to the growth of the offshore wind industry in Hampton Roads and Virginia. Alliance staff regularly meets with representatives from the Virginia Department of Mines, Minerals, and Energy (DMME),

the Port of Virginia, the Virginia Economic Development Partnership (VEDP), Dominion Energy, the Virginia Maritime Association (VMA), and local economic development offices.

The Alliance continued working with strategic marketing and business development consultancy PM&P to **finalize an offshore wind business attraction plan**. After completing a market assessment and competitive location analysis, PM&P delivered an interim report to the Alliance in December that identified target industry sectors, target countries, and an investment promotion strategy. The plan will be completed in January of 2021 and guide business attraction activities in Europe and North America.

In December, Dominion Energy and the Alliance partnered on an initiative to educate businesses about **supply chain opportunities** associated with Dominion Energy's Coastal Virginia Offshore Wind (CVOW) project and the East Coast offshore wind industry. Five virtual events were held that targeted specific regions of the Commonwealth, including Hampton Roads, Richmond, Northern Virginia, Southside Virginia, and Western Virginia. Approximately **300 attendees** participated. The Alliance and Dominion Energy will continue this effort with a series of monthly events in 2021.

Business development activities were brisk in the 4<sup>th</sup> quarter of 2020. The Alliance sponsored a virtual booth during the AWEA 2020 Offshore WindPower Summit in October with DMME, Old Dominion University, VEDP, VMA, and the Port of Virginia. In conjunction with the AWEA Summit, VEDP and the Alliance held **seven meetings** with offshore wind companies. In December, the Alliance virtually participated in WindEnergy Hamburg 2020, one of the premier international trade shows of the wind energy industry. In association with the event, the Alliance held **12 meetings** with offshore wind companies. In total, the Alliance held **38 meetings with offshore wind companies** during the quarter. The Alliance also hosted a prospect visit in October with Atlantic Wind Transfer, a company which will transport service personnel to Dominion Energy's CVOW pilot project turbines. Atlantic Wind Transfer will base a vessel in Hampton Roads beginning in January 2021.

### **Outcomes and Products**

- Hired Offshore Wind Marketing Specialist
- Conducted 38 prospect meetings with offshore wind companies
- Hosted one project visit with an offshore wind company
- Conducted five offshore wind supply chain education events with Dominion Energy that attracted approximately 300 attendees from the business community

## **Barriers**

- No project barriers have been identified at this time

## **Project Performance Metrics**

- # of jobs created: 0
- # of existing jobs retained: unknown
- # of existing businesses expanded: unknown
- # of businesses served: 208
- Revenues increased: unknown
- Operations costs reduced: N/A
- # of new products completed/released to production: N/A
- # of new internships created: 0

## **Media**

*Wind turbines taller than the state's tallest building make energy off Virginia Beach coast*  
(Virginian-Pilot - October 19, 2020)

- <https://www.pilotonline.com/news/environment/vp-nw-offshore-wind-pilot-project-20201009-wk6zhu4b2fbjlm2jvpuyulux64-story.html>

*Dominion offshore wind turbines complete reliability testing* (Virginia Business - October 14, 2020)

- <https://www.virginiabusiness.com/article/dominion-offshore-wind-turbines-complete-reliability-testing/>

*Northam announces wind training alliance* (Virginia Business - October 14, 2020)

- <https://www.virginiabusiness.com/article/northam-announces-wind-training-alliance/>

*Dominion says offshore wind turbine pilot project completes reliability tests* (Richmond Times-Dispatch - October 16, 2020)

- [https://richmond.com/business/dominion-says-offshore-wind-turbine-pilot-project-completes-reliability-tests/article\\_b6ea60e1-d03a-57f1-b691-f9cc34cd09d0.html](https://richmond.com/business/dominion-says-offshore-wind-turbine-pilot-project-completes-reliability-tests/article_b6ea60e1-d03a-57f1-b691-f9cc34cd09d0.html)

*Report: Offshore wind industry could support more than 5,000 Hampton Roads jobs*  
(Virginian-Pilot - October 26, 2020)

- <https://www.pilotonline.com/inside-business/vp-ib-wind-industry-study-1026-20201026-r2rkprt4hfbfxi3a4qkwygxwa-story.html>

Hampton roads' \$4 billion lottery ticket (Bacon's Rebellion - November 30, 2020)

- <https://www.baconsrebellion.com/wp/hampton-roads-4-billion-lottery-ticket/>

*With offshore wind, Virginia hopes a 21<sup>st</sup>-century manufacturing boom will offset a hefty price tag* (Virginia Mercury - November 30, 2020)

- <https://www.virginiamercury.com/2020/11/30/in-offshore-wind-virginia-hopes-a-21st-century-manufacturing-boom-will-offset-a-hefty-price-tag/>

Kitty Hawk wind project moves forward (Coastal Review Online - December 15, 2020)

- <https://www.coastalreview.org/2020/12/kitty-hawk-wind-project-moves-forward/>

Dominion Energy files construction and operations plan for coastal virginia offshore wind project (PR Newswire - December 18, 2020)

- <https://www.prnewswire.com/news-releases/dominion-energy-files-construction-and-operations-plan-for-coastal-virginia-offshore-wind-project-301196107.html>