



Pocantico Follow-Up: Offshore Wind Supply Chain Working Group
Session 2 December 5, 2011

Meeting Notes

Participants

State Agencies/State-Focused Initiatives and Organizations

Greg Watson, MA EOEEA
Jerri Weigand, NJ DEP
Elaine McCubbin, MD DBED
Jacques Roeth, NYSERDA
Brian O'Hara, NC Offshore Wind Coalition
Hamilton Davis, SC Coastal Conservation League
Catherine Vanden Houten, SC Energy Office
Liz Kress, Santee Cooper
Paul Williamson, ME Wind Industry Initiative
Rosemary Presnar, ME Manufacturing Exchange Partnership

Research Institutions

George Hagerman, VA Coastal Energy Research Consortium
Adam Broering, Clemson University
Ellen Saltzman, Clemson University Strom Thurmond Institute
Rob Carey, Clemson University Strom Thurmond Institute

Federal Government

Gary Norton, SRA International/DOE
Ben Chicowski, Energetics, Inc./DOE
Alan Hoffman, DOE

Industry

Natalia Nagree, Douglas Westwood
JoEllen Rose, SAIC
Bruce Hamilton, Navigant
Patrick Fullencamp, Global Wind Network
Dee Holody, Global Wind Network
Brent Cooper, Ocean & Coastal Consultants
Chris Long, American Wind Energy Association

Regional Initiatives and Organizations

Simon Mahan, Southern Alliance for Clean Energy

I. Introductory Items

- Offshore Wind Supply Chain Working Group website (Fara Courtney, USOWC): As a follow-up to the past session, USOWC has established a website to further the information exchange and discussion among Working Group participants. The site is a work-in-progress. Your assistance is needed to build the baseline of state and regional information related to offshore supply chain activities.

Please forward documents, reports, presentations, website links, etc. to Christopher Hardy, USOWC Program Assistant, at chardy@usowc.org. Our goal is to gather information that provides a complete picture of your offshore wind supply chain development work in your state and by your organization.

The site can be accessed at:

<https://sites.google.com/site/supplychainworkinggroup/>

- Working Group Steering Committee (Fara Courtney, USOWC): All working group participants are encouraged to suggest supply chain related topics or initiatives this group should pursue to support the needs and interests of your state or region. If you are interested in joining Paul Williamson, Jerri Weigand, Greg Watson, and Fara Courtney on a steering committee to develop future action items, contact Fara at fcourt@usowc.org.

II. Presentations

1. DOE/Navigant Manufacturing Supply Chain Assessment Project (Bruce Hamilton, Navigant) – see PowerPoint presentation

Navigant is preparing two studies for DOE: an annual market assessment of US offshore wind, and an assessment of the domestic supply chain and manufacturing infrastructure for offshore wind. These studies will be developed in partnership with TetraTech, OCCI/COWI, Vestas, NREL, GLWC, AWEA, and Green Giraffe (the “Navigant Consortium”).

The supply chain and manufacturing infrastructure assessment will have four chapters—current domestic infrastructure and supply chain assets; near and long-term industry supplier needs; strategy for future development; and, pathways for market entry. The assessment will examine regional diversification and technological adoption under three different growth scenarios (10, 30, and 54 GW) by 2030.

The Consortium will design and implement a web-based survey through January 2012. Phone call interviews will be used to deepen understanding of responses to questions on market barriers to entry. The sample frame for the survey is based on a global industry directory maintained by a Danish firm. Survey results will be presented in

workshops in March and June 2012, which are co-located at the AWEA and WindPower conferences.

You are encouraged to submit names of prospective suppliers/manufacturers from your state or region for inclusion in the survey, as well as provide any information that helps fulfill the research objectives and questions, including participation in the 2012 workshops. Bruce Hamilton can be reached at: bruce.hamilton@navigant.com.

2. GLWN Offshore Wind Supply Chain Workshops (Patrick Fullenkamp, GLWN) – see PowerPoint presentation

GLWN is conducting a series of offshore wind supply chain workshops, in collaboration with the BlueGreen Alliance (BGAF), AWEA, and the National Institute of Standards & Technology- Manufacturing Exchange Partnership (NIST-MEP) to educate manufacturers on wind industry needs, expectations, and market opportunities. Since 2008, GLWN has convened 50 workshops in 22 states.

A workshop lasts 4-6 hours and costs \$12,500, in addition to facility rental, food, and other logistics. In the past, workshop attendance has ranged between 35-250 people. Organizations interested in hosting a workshop are encouraged to consider registration fees (\$100-150) or approaching state economic development agencies for sponsorship to defray costs (as well as local universities or community colleges for facility use). States may also collaborate to host a regional workshop (and apportion costs among participating states). **Funding is available in 2012 through BGAF-NIST/MEP for regional or state workshops, although it is limited. Early sign up is recommended. Please contact Patrick Fullenkamp to apply and set up a program.**

3. Offshore Wind Regional Supply Chain Development (Paul Williamson, MWII) – see PowerPoint presentation

Offshore wind industry leaders express frustration at the politically-driven focus on job creation as the centerpiece of offshore wind supply chain development. Instead, the conversation should be framed on working together to build business attraction to state and regional assets and creating an industry 'demand pull'. The 'real' job creation in offshore wind lies in the entire supporting ecosystem of ancillary services and businesses that will form to support key manufacturing hubs. This may exist outside of traditional categories of prospective market entrants; for example, a Maine gun manufacturer is currently investigating how to supply certain tools to a wind turbine manufacturer. A recent Maine study found that 90% of the workforce training needed for offshore wind was currently available; what is needed is leveraging those existing resources to align with new needs.

III. Next Steps

- As a follow-up to questions from the last session, USOWC will meet in mid-December with the British Consulate to discuss opportunities for supporting UK-US business-to-business dialogue, and assessment of opportunities for US company participation in filling UK supply chain gaps. We are pursuing a similar conversation with a China-US business partnership organization.
- USOWC is working with Nixon Peabody to produce a white paper and policy guidance on the Dormant Commerce Clause and its implications for state and regional job creation/economic development requirements and incentive structures for offshore wind development.
- Clean Energy States Alliance is developing an analysis of state and federal incentives for offshore supply chain development. More detail to follow.
- Next conference call date TBD; agenda will include presentations/discussion of the three other DOE-funded supply chain studies: vessel optimization; port optimization; and, operations and maintenance.