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- If you are using your computer for audio and are experiencing difficulties hearing clearly, try joining the audio using the Call-in or Call-me option.
- Use the “chat” function to ask questions during the presentation. **Please include your name and organization.** We will also answer questions during the Q&A session at the end of the meeting.
- If you are accessing via your phone only, we will specifically ask for comments from participants on the phone.
- This meeting will be recorded and posted on our virtual platform for those who were unable to attend.

# Virginia Offshore Wind Projects



**December 2020**

# Today's Agenda

- Welcoming Remarks
- Coastal Virginia Offshore Wind Opportunities
- Coastal Virginia Offshore Wind Project Overview
- Supply Chain Opportunities & Requirements
- Diverse Supplier Spotlight
- Closing Remarks
- Questions & Discussion

# Welcoming Remarks

**Katharine Bond**  
**Vice President, Public Policy & State Affairs**  
**Dominion Energy**

**&**

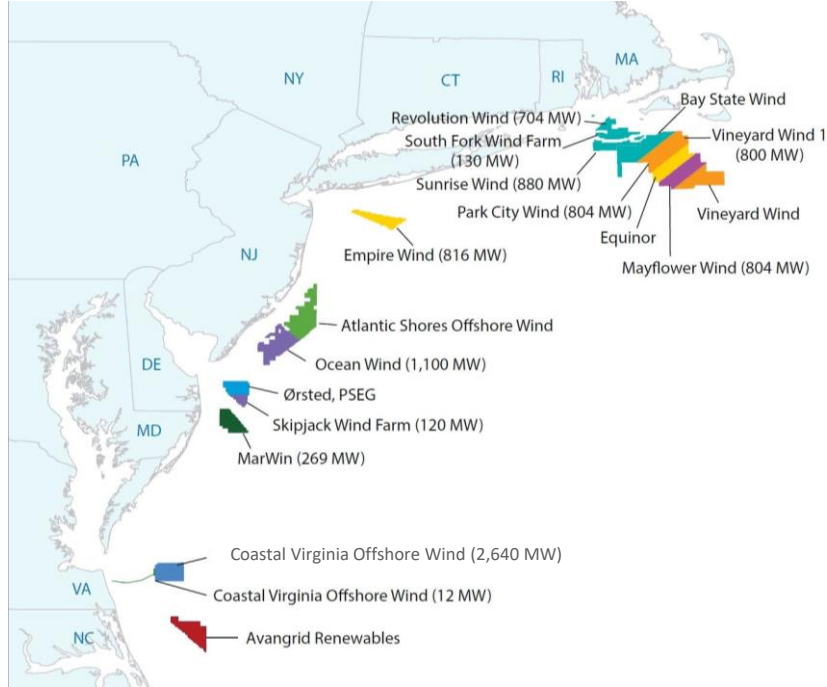
**Senator Louise Lucas**  
**District 18**

# Coastal Virginia Offshore Wind Opportunities



**Doug Smith**  
**President & CEO**  
**Hampton Roads Alliance**

# Offshore Wind Opportunity



- 21 East Coast projects
- Renewable energy for millions of homes and businesses
- Development of a new industry and supporting supply chain

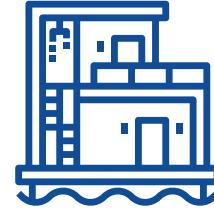
# Virginia's Advantages



**Unmatched Port  
Infrastructure**



**Large & Skilled  
Maritime Workforce**



**Terminal Facilities &  
Waterfront Sites**



**America's Largest  
Shipbuilding Industry**



**Pro-Business Climate**



**Strategic Location**

## About the Alliance

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The Hampton Roads Alliance works collaboratively to attract, grow, and retain higher-wage industries and talent to create a more resilient, inclusive, and diverse region of choice.



# About the Alliance

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## **Key Efforts Include**

- Marketing Hampton Roads as a globally competitive business location
- Facilitating decision processes for companies considering new investments in Hampton Roads
- Providing strategic support to existing businesses to help them succeed and grow
- Leading collaborative processes across peer organizations to leverage complimentary assets and strengthen coordinated action
- Engaging top regional business, academic, and elected leaders to understand key trends impacting the region
- Producing relevant, comprehensive, and up-to-date reports and research

# Supply Chain Development Initiative

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## Goals

- Build a regional offshore wind hub
- Create long-term, high-wage jobs

## Objectives

- Attract new investment to the region
- Grow local businesses through the offshore wind industry



# Virginia Partners



# Offshore Wind Activities (2020)

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- ✓ Awarded \$529,788 GO Virginia grant
- ✓ Initiated recurring meetings with regional and state partners
- ✓ Established European office and hired two dedicated offshore wind staff
- ✓ Commissioned and announced third party economic impact report
- ✓ Conducted more than 30 meetings with offshore wind companies and industry leaders
- ✓ Established local economic developer offshore wind advisory committee
- ✓ Commissioned and completed third party strategic plan for business attraction
- ✓ Hosted initial round of supplier education events

# Planned Offshore Wind Activities (2021/2022)

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- Plan and conduct on-going, in-depth educational programs for Virginia businesses to prepare to become part of the supply chain
- Implement strategic plan for business attraction
  - Develop comprehensive marketing materials based on business propositions
  - Conduct foreign and domestic marketing missions to attract potential suppliers
  - Undertake targeted advertising campaigns
- Conduct a site analysis and develop visual representation of site assets
- Participate in key industry trade shows and events
  - **Business Network for Offshore Wind IPF Conference -  
Richmond, VA - August 2021**

Indicate your interest in the supply chain, and stay informed of future opportunities by registering with:

**The Virginia Offshore Wind Supply Chain Partnership Directory**

**[www.vaoffshorewind.org](http://www.vaoffshorewind.org)**

# Coastal Virginia Offshore Wind Project Overview



**John Larson**  
**Director, Public Policy & Economic Development**  
**Dominion Energy**

# Supportive State Policies

## Offshore wind legislation signing



Governor  
Northam, VA  
Legislators and  
Stakeholder  
Event Held on  
June 29

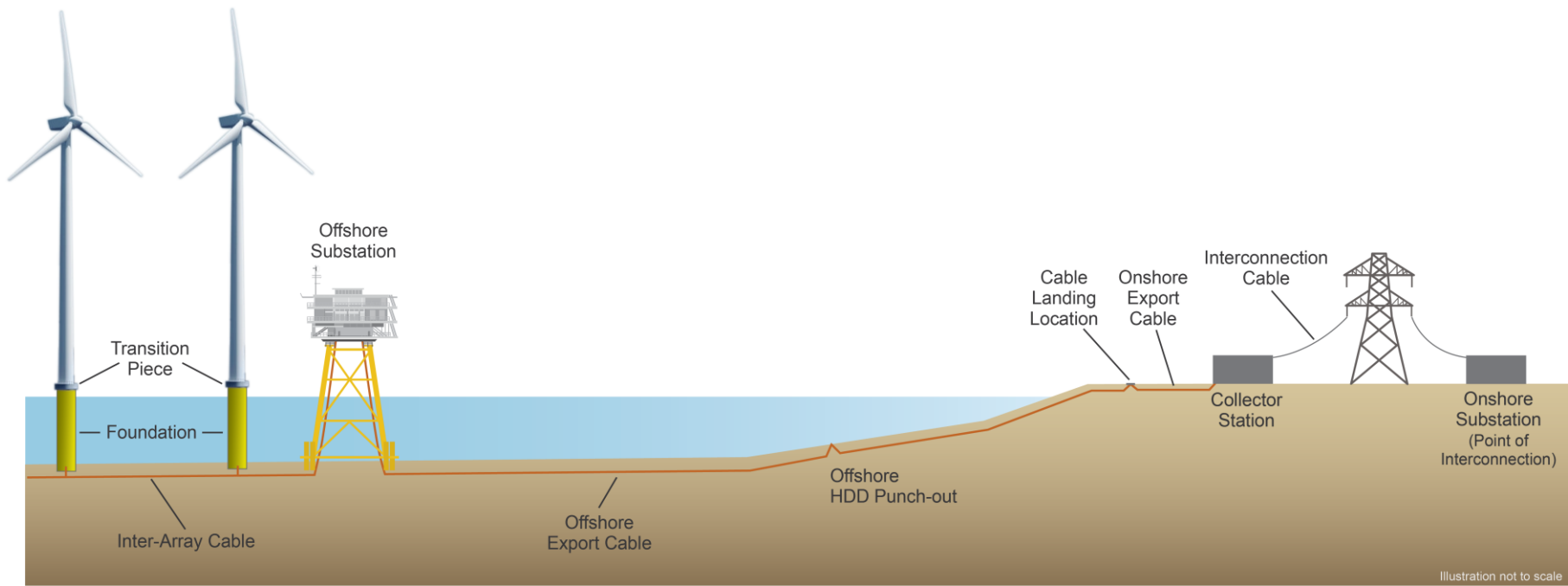
- CVOW is subject to competitive procurement or solicitation for services and equipment
- Consideration of economic benefits in Virginia, including investment and job creation
- Priority hiring to be given to veterans and workers from local and historically economically disadvantaged communities



- 2.5 to 3.0 GW of offshore wind by January 2028; supports CVOW in particular
- Up to 5.2 GW of offshore wind by end of year 2034



# Offshore Wind: How Does It Work?



# Coastal Virginia Offshore Wind (CVOW) Phase I - Pilot Project

First turbines in federal waters

## Project Highlights

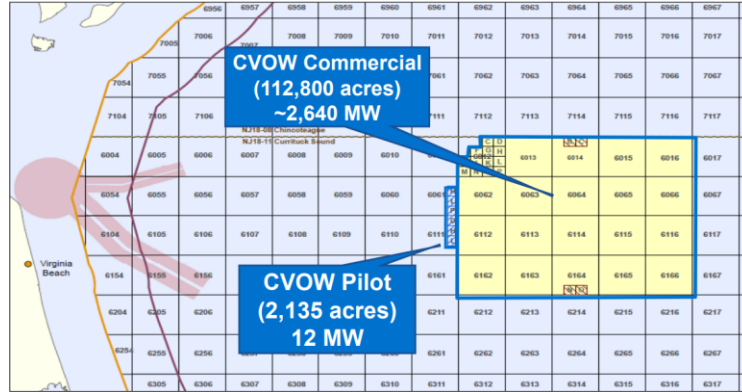
The pilot project places Virginia on a trajectory to lead offshore wind development:

- 12 MW installation with two 6 MW wind turbines
- Capable of powering 3,000 homes
- 27-miles off Virginia Beach
- First offshore wind turbines installed in federal waters
- Only installation owned by an electric utility
- An important first step that will provide valuable experience for the CVOW commercial wind project and positions the region for future success



# CVOW Phase II - Commercial Project

## Facts, Map and Timeline



- 112,800-acre lease area 27 miles off Virginia Beach adjacent to the 12-megawatt pilot project
- Will provide 2,640 MWs of renewable energy, enough to power up to 660,000 homes
- Selected Siemens Gamesa as a Preferred Turbine Supplier
- Selected Ramboll as Owners Engineer



Actions Speak Louder™

## Coastal Virginia Offshore Wind Commercial Timeline



Contact Us:  
CoastalVAWind@DominionEnergy.com

100020R2293



\*COP = Construction & Operations Plan  
\*BOEM = Bureau of Ocean Energy Management  
\*SCC = State Corporation Commission

# Virginia's Offshore Wind Economic Impacts\*

Growing Hampton Roads' and Virginia's economy

## Construction Average Economic Impacts Per Year

**900**

direct and indirect Virginia jobs annually (about 60 percent in Hampton Roads)

**\$57**

million in pay and benefits

**\$143**

million in economic output

**\$2**

million in revenues for local governments in the Hampton Roads area

**\$3**

million in Virginia state tax revenues

## Operations and Maintenance Per Annum 2027 Going Forward

**1,100**

direct and indirect jobs annually in Hampton Roads

**\$82**

million in pay and benefits

**\$210**

million in economic output

**\$6**

million in revenues for local governments in the Hampton Roads area

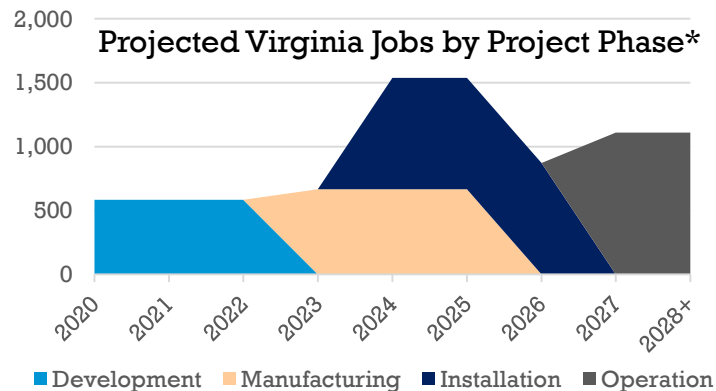
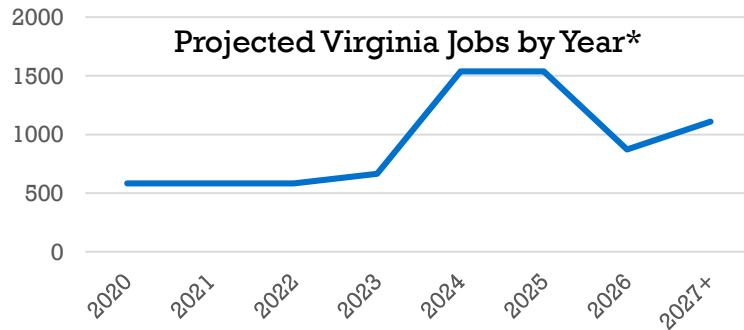
**\$5**

million in Virginia state tax revenues



# Job Opportunities Fluctuate by Project Phase

Greatest opportunities in manufacturing and installation phases



## Key Factors for OSW Job Expansion

BOEM  
Notice of  
Intent  
for U.S  
projects

Maintaining  
Virginia's  
favorable  
OSW Policy

Virginia's  
low cost of  
business

Workforce  
development  
programs for  
OSW jobs

Port of  
Virginia  
advantages  
and terminal  
investments

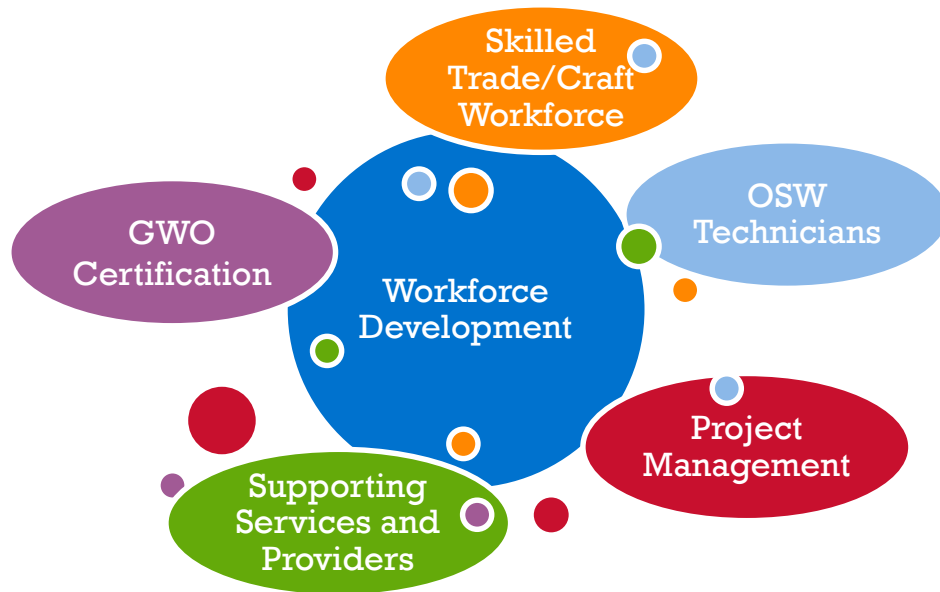
# Representative Skills and Jobs by Project Phase

Expansive and diverse opportunities throughout the project

Jobs/Roles	Development 2020-2023	Manufacturing 2022-2026	Installation 2023-2027	Operations & Maintenance 2026+
Project management, naval architecture and engineering, CAD, IT, cybersecurity, safety, financial, legal, regulatory, education/training, public policy, external affairs, media/digital communications	X	X	X	X
Environmental, permitting, oceanographic, Geotech, UXO, divers, aviation, observers, big data analyst, port studies	X		X	X
Wind turbine technicians, electricians, fiber optics, mechanics, pipefitters, steel workers, HVAC, carpenters, transmission and distribution construction, crane and heavy equipment operators, longshoremen, logistics, riggers		X	X	X
Component, subcomponent suppliers, building materials, tools, hydraulics, concrete, stone, forklifts, paint/coatings, lighting, elevators, salespersons, scaffolder		X	X	X
Mariners, transportation, fueling services, tug operators, observation vessels, vessel and quayside maintenance, restaurants/catering, hotels, real estate, offices, warehousing, janitors, waste management/recycling	X	X	X	X

# Creating a Clean Energy Workforce

Developing training for offshore wind jobs



K-12

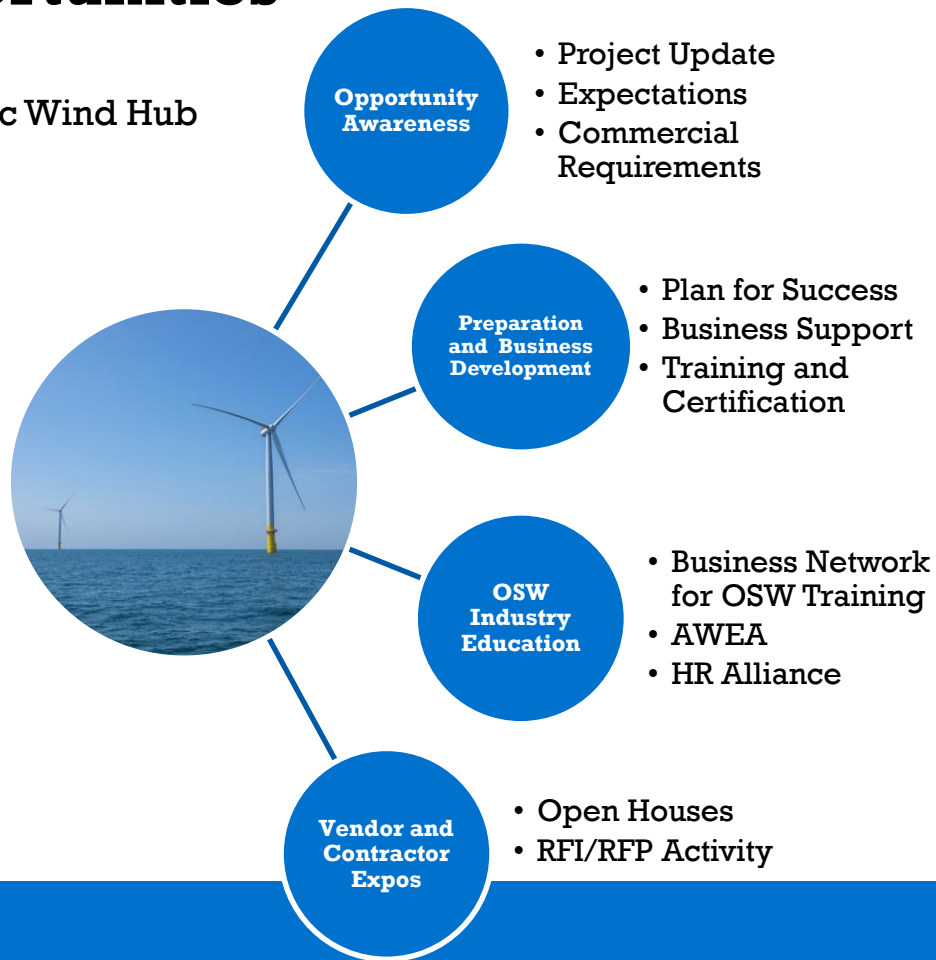
Technical  
Training  
Facilities

Higher  
Education

Workforce  
Councils and  
VEDP

# Expanding Growth Opportunities for Virginia Businesses

Charting a course to become the Mid-Atlantic Wind Hub





# Supply Chain Opportunities & Requirements

The background of the slide is a photograph of two offshore wind turbines in the ocean under a clear blue sky. The turbine in the foreground is larger and more detailed, showing its white tower, nacelle, and three blades. The base of the tower is painted yellow. A second, smaller turbine is visible in the distance to the left. The ocean surface is dark blue with gentle ripples.

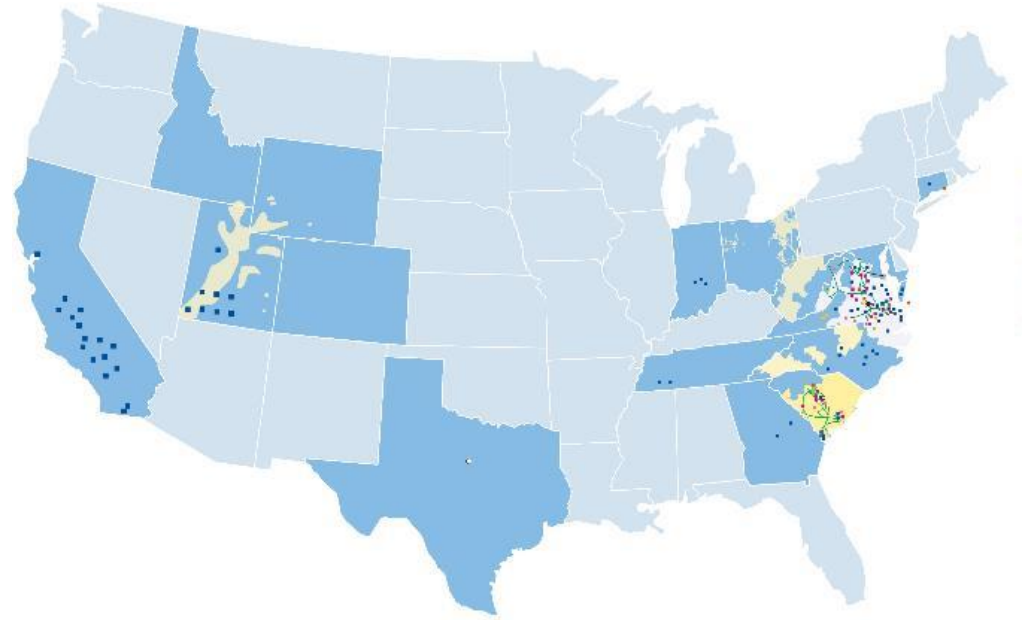
**Dallas Simmons**  
**Supplier Diversity Program Manager**  
**Dominion Energy**

# Dominion Energy Overview

Headquartered in Richmond, Virginia, Dominion Energy is one of the nation's **largest producers and transporters of energy**.

**Nearly 7 million customers in 16 states** heat and cool their homes and power their businesses with electricity or natural gas brought to them by our employees.

The company is **committed to sustainable, reliable, affordable and safe energy** and to achieving net zero carbon dioxide and methane emissions from its power generation and gas infrastructure operations by 2050.



# Business Case for Supplier Diversity

## **It is the right thing to do**

Our company is supported by a diverse population and we believe we have a responsibility to reciprocate. We actively partner with over 20 government agencies, minority business groups and advocacy organizations to develop sourcing opportunities for diverse suppliers. Our investment in the community reinforces our commitment to value diversity.

## **It is good business**

A diverse supplier base leads to improved supplier performance, competitive pricing and enhanced creativity and innovation. Our partnerships with diverse suppliers translate into economic growth and increased employment opportunities in the communities we serve.



# Supplier Diversity Program Overview

## Diverse Classifications

**Large and small businesses at least 51% owned, managed, and controlled**

Minority	Woman	Service-Disabled Veteran	HUBZone *
Veteran	Small Disadvantaged Business	LGBT Business	Disability Owned

**Self-certification is required, third party certification is encouraged**

**\*Certification by the Small Business Administration is required**

# Introducing Your Business to Dominion Energy

Taking these actions will provide opportunities for new suppliers to promote their capabilities and interest to partner with Dominion Energy:

1. Register as a potential supplier in the company's supplier portal by visiting the website <https://www.dominionenergy.com/suppliers/potential-suppliers>. **NOTE:** Registration in the portal does not constitute an agreement or promise to engage in any services.
  - a. Registration allows our sourcing specialist to contact you if an opportunity arises.
  - b. Keep you profile and service categories updated. This increases your potential of being invited to a bid.
  - c. A questionnaire may be sent after pre-registration is completed.
  - d. If you have interest/experience in renewables, especially offshore wind, check the appropriate box when registering or in the questionnaire.

# Procurement Process at Dominion Energy

- Should a business need arise to invite your company to competitively bid or quote work, your company will be added to Dominion Energy's bid list by a Supply Chain Management Sourcing Specialist.
- When preparing your proposal, be certain that you understand and provide all required documentation requested in the bid package.
- A bid package will often include:
  1. Instructions to Bidders
  2. Scope of Work/Technical Documents/Drawings
  3. Contractor Safety Data Sheet/Environmental Questionnaire
  4. Terms and Conditions
  5. Other Commercial Items
  6. Supplier Diversity Requirements Package

# Procurement Process at Dominion Energy

The bid team, comprised of the buyer and business unit personnel, will evaluate each response. The bid proposals are evaluated based on best value to Dominion Energy and include the following:

- 1. Adherence to Bid Parameters**
- 2. Safety Compliance**
- 3. Environmental**
- 4. Cost**
- 5. Capability**
- 6. Terms and Conditions**
- 7. Diversity**
- 8. Other criteria as determined applicable by the bid review team**



Email: [SupplierDiversity@DominionEnergy.com](mailto:SupplierDiversity@DominionEnergy.com)

Website: <https://www.dominionenergy.com/suppliers/potential-suppliers>



# **Diverse Supplier Spotlight**

A photograph of two offshore wind turbines in the ocean under a clear blue sky. The turbine in the foreground is larger and has a yellow base, while the one in the background is smaller and further away.

**Joe Jackson  
Pipeline Petroleum Services**

# Closing Remarks

The background of the slide is a photograph of two offshore wind turbines in the ocean under a clear blue sky. The turbine in the foreground is larger and more detailed, showing its white tower, yellow base, and three white blades. The second turbine is smaller and further in the distance to the left. The water is a deep blue with some ripples.

**John Reinhart**  
**CEO & Executive Director**  
**Virginia Port Authority**

# Interested in Becoming a Potential Supplier?

Indicate your interest in the supply chain, and stay informed of future opportunities by registering with:

**The Virginia Offshore Wind Supply Chain Partnership Directory**

[www.vaoffshorewind.org](http://www.vaoffshorewind.org)

**Dominion Energy**

[www.dominionenergy.com/suppliers/potential-suppliers](http://www.dominionenergy.com/suppliers/potential-suppliers)

# Questions & Discussion



**Contact Us:**

[CoastalVAWind@dominionenergy.com](mailto:CoastalVAWind@dominionenergy.com)