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Hampton Roads Alliance, Virginia Department of Mines, Minerals, and Energy, and OpenSeas Technology Innovation Hub Announce Virginia Offshore Wind Landing

First-of-its kind coworking and networking space dedicated to the offshore wind industry.



(NORFOLK - May 12, 2021) The Virginia Offshore Wind Landing is a collaborative space where companies interested in establishing a presence in Hampton Roads can become part of the region's maritime network and growing offshore wind industry. It provides a platform for companies to work, connect, and access resources. The purpose of the Landing is to develop a cluster of offshore wind companies and foster the growth of Hampton Roads and Virginia as an innovation and supply chain hub of the offshore wind industry.

Hampton Roads has distinguished itself from other regions vying to become the center of the U.S. offshore wind industry by offering companies a risk-free point of entry into the region and the nation's largest maritime ecosystem. While the upside opportunities of making supply chain investments in the \$100B East Coast offshore wind industry are high, uncertainties associated with the establishment of a new industry have caused businesses to proceed with caution. The Virginia Offshore Wind Landing offers companies who see the value of Hampton Roads to the offshore wind industry a way to establish a physical presence in the region and tap into an unmatched network of peers and potential business partners.

"With development of Dominion Energy's Coastal Virginia Offshore Wind project and Avangrid Renewables' Kitty Hawk Offshore Wind project, Virginia is now on a trajectory to lead offshore wind development in the U.S." commented Doug Smith, Alliance President & CEO. "The Commonwealth is also a natural fit to become a supply chain hub for the offshore wind industry with our best-in-class port infrastructure, a centrally located

and capable workforce, and a supportive business and regulatory climate. The Virginia Offshore Wind Landing will allow Hampton Roads to fully leverage these projects and our unmatched assets to speed development of the U.S. supply chain and ensure our region capitalizes on the economic benefits associated with offshore wind industry."

"As the State looks to welcome the offshore wind industry to Virginia, the Landing will provide important support to those companies as they arrive in Hampton Roads. This critical piece will assist in attracting an industry which is a perfect marriage to Virginia's world class maritime industrial ecosystem" stated Jennifer Palestrant, Chief Deputy of Virginia's Department of Mines, Minerals, and Energy.



"This venture represents another example of ODU's commitment to support the region's growing maritime and offshore wind industries through partnerships with the Alliance and other organizations," President John R. Broderick said. "We are excited at this next step toward making Hampton Roads a leader in offshore wind and creating new, clean power to meet the needs of the country."

Founding members of the Landing are global leaders of offshore wind energy and supply chain development including: Atlantic Wind Transfers, Avangrid Renewables, AZCO, Burns & McDonnell, Crowley, Dominion Energy, Nexans, and Seaway 7.

"The opening of the Virginia Offshore Wind Landing provides businesses coming to Hampton Roads a valuable, no cost workspace with easy access to organizations focused on establishing the region as the leading domestic supply chain base for the growing East Coast offshore wind industry," shared Joshua Bennett, Vice President of Offshore Wind for Dominion Energy.

Marcus Cross, Kitty Hawk Project Director & Director of Offshore Business Development of Avangrid Renewables commented, "The Virginia Offshore Wind Landing is another example of the Alliance's continued commitment to the offshore wind industry. Avangrid Renewables, with our Kitty Hawk Offshore Wind project, is proud to be a founding member of 'The Landing' that will provide a collaborative workspace for the industry as an mid-Atlantic hub."

"Seaway 7 is excited to join the Virginia Offshore Wind Landing as a founding member," said Zach Skelton, Business Development Manager of Renewables for Seaway 7. "The ability to participate in this type of forum is an invaluable tool to help foster local relationships and strengthen the local community to be better positioned for growth within the US offshore wind industry."

"Crowley is honored to be a partner with the Hampton Roads Alliance in opening the Offshore Wind Landing to support the development and use of clean energy. The Hampton Roads region of Virginia provides a special opportunity to leverage offshore wind energy to provide sustainable power for our communities," remarked Jeff Andreini, Crowley's Vice President of New Energy Services. "As a leading U.S. maritime solutions provider, Crowley looks forward to helping lead the development and deployment of innovative services, including utilizing our Jones Act fleet of vessels, in order to make offshore wind power a reality."

"Nexans is a leading global provider of high-voltage cables for offshore wind projects. We see tremendous opportunity in the U.S. offshore wind market, and in Hampton Roads as a region that can support development of projects along the East Coast. We are proud to be a founding member of the Virginia Offshore Wind Landing. Through the Landing, we have access to a valuable network of partners and resources that will help Nexans play a key role in the development of the offshore wind industry in the U.S." said Emmanuel Martin Lauzer, Director of Business Development for Nexans.

"We believe the offshore wind industry in the U.S. has potential to help create thousands of high-paying jobs, support a growing economy and help us to create efficient, sustainable energy for years to come," says Tony Appleton, Offshore Wind Director at Burns & McDonnell. "The Landing provides an ideal and centralized network to support offshore wind development in Hampton Roads, which is critical to supporting the overall infrastructure and supply chain needs along the Eastern Seaboard."

"Atlantic Wind Transfers is honored to be a founding member of the Virginia Offshore Wind Landing. The Hampton Roads Alliance has developed a working space that provides valuable resources for offshore wind companies to easily set up in Virginia as Norfolk becomes a major offshore wind hub in the years to come," commented Charlie Donadio, CEO of Rhode Island Fast Ferry of Atlantic Wind Transfers.



The Virginia Offshore Wind Landing is located at 101 W. Main St. Norfolk, VA 23510. Membership in the Landing provides access to the services and programs of the the Alliance, OpenSeas, and their partners in offshore wind energy, supply chain, and workforce development in Virginia, including: a collaborative work area with Wi-Fi and video conferencing equipment; facilitated access to a regional network of companies, trade associations, governments agencies, universities, and business leaders; participation in OpenSeas innovation, entrepreneurship, and business opportunity development programs; and the opportunity to collaborate with other Landing member companies.

For more information on the Virginia Offshore Wind Landing and membership, please visit hamptonroadsalliance.com/vaoswlanding or contact Matt Smith, Director of Offshore Wind for the Hampton Roads Alliance at msmith@757alliance.com.

If you would like to schedule an interview with the following companies, please contact:

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The Hampton Roads Alliance is the leading regional economic development organization for Hampton Roads, VA. It is a nonprofit, public-private partnership representing 11 localities and nearly 70 private sector investors. With the support of its community and business partners, the Alliance serves as the region's single point of contact for regional economic development to assist domestic and international companies who are considering expansion or relocating to the Hampton Roads region. Its mission is to work collaboratively to lead the 757 region in attracting, growing and retaining companies and talent to create a more resilient, inclusive and equitable region of choice.