



**Learning from the Experts** Webinar Series

# A Panel on Economic Development



**Katie Newcombe**  
Chief Economic Development Officer  
Center for Economic Growth



**David Whipple**  
Director of Industry Development  
Empire State Development

**November 10, 2021**



**Learning from the Experts** Webinar Series

# A Panel on Economic Development



**Nse Esema**  
Vice President  
New York City Economic Development  
Corporation



**Mariah Dignan**  
Long Island Lead  
Climate Jobs New York

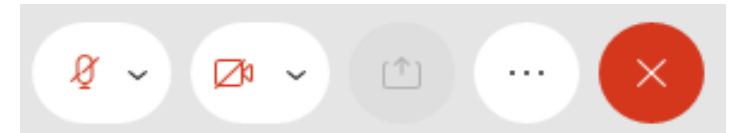
**November 10, 2021**

# Meeting Procedures

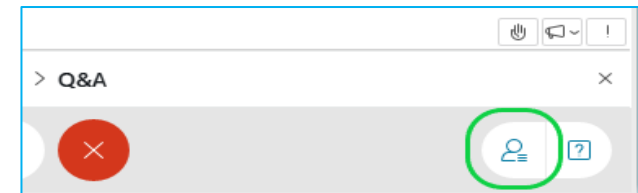
Webinar recordings and presentations will be available at:  
[www.nyserda.ny.gov/osw-webinar-series](http://www.nyserda.ny.gov/osw-webinar-series)

## Participation for Members of the Public:

- > Members of the public will be muted upon entry.
- > Questions and comments may be submitted in writing through the Q&A feature at any time during the event.
- > If technical problems arise, please contact [Sal.Graven@nyserda.ny.gov](mailto:Sal.Graven@nyserda.ny.gov)



**You'll see  when your microphone is muted**



# Learning from the Experts

This webinar series is hosted by NYSERDA's offshore wind team and features experts in offshore wind technologies, development practices, and related research.

**DISCLAIMER:**

The views and opinions expressed in this presentation are those of the presenter and do not represent the views or opinions of NYSERDA or New York State.



# EMPIRE STATE DEVELOPMENT



## ESD MAIN OFFICES:

633 Third Avenue – Floor 37  
New York, NY 10017  
(212) 803-3100

625 Broadway  
Albany, NY 12245  
(518) 292-5100

95 Perry Street, Suite 500  
Buffalo, NY 14203  
(716) 846-8200

# NEW YORK'S CLEAN ENERGY

## Offshore Wind Focus

- 9 GW offshore wind
- 10,000 jobs
- Port upgrades



**70%**  
**RENEWABLE ENERGY**  
by 2030

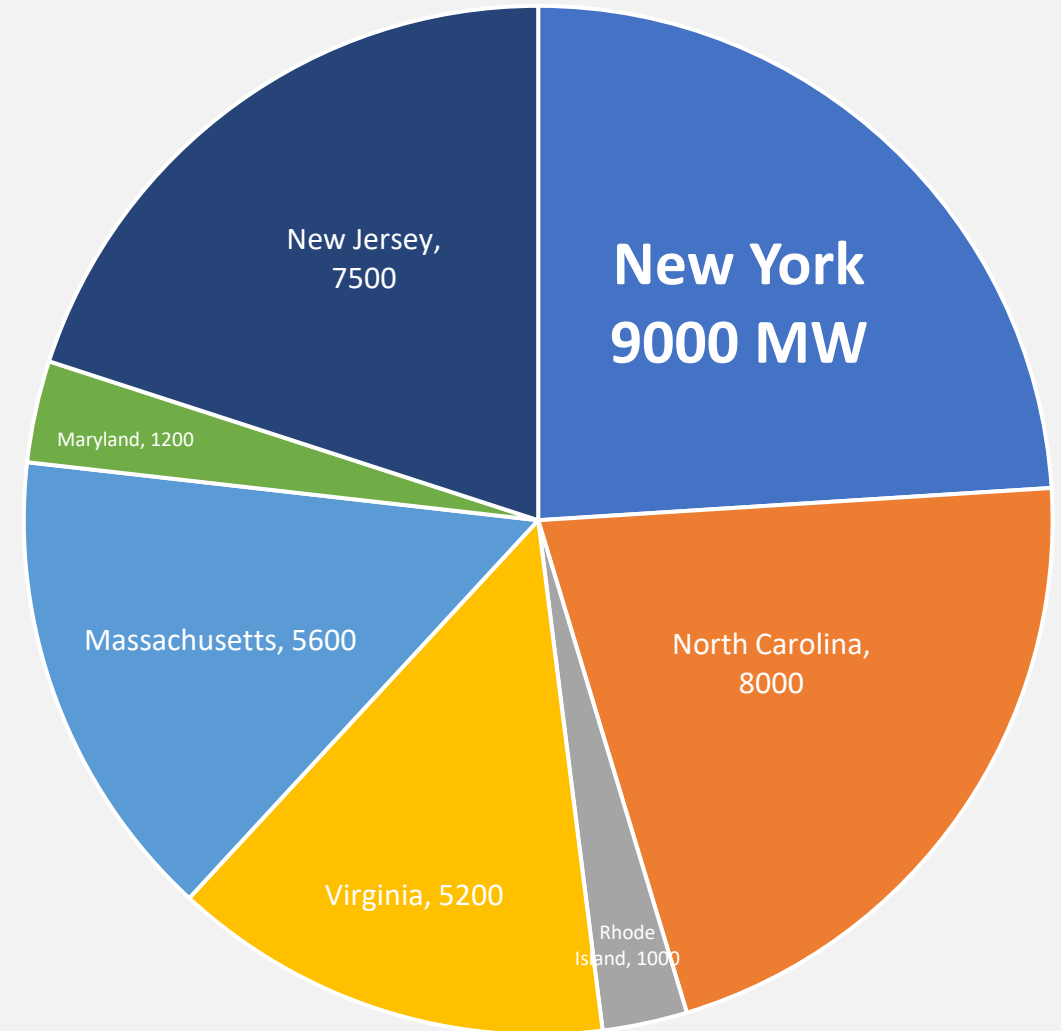
New York State has made  
a historic commitment to transforming  
New York's electricity sector to be

**100%**  
**CARBON-FREE**  
by 2040

and putting the State on the  
path to eventually eliminating its  
carbon footprint all together

# NYS OFFSHORE WIND

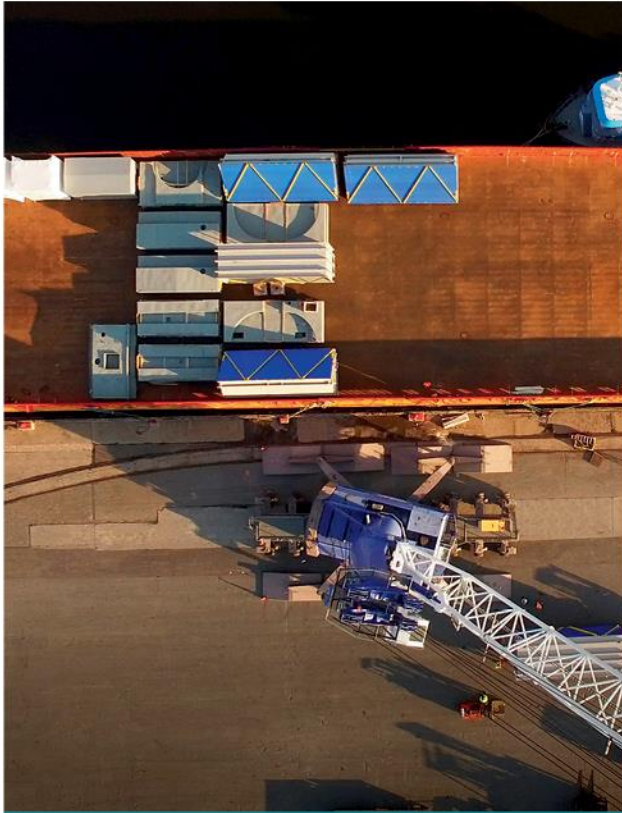
- Nation Leading 9GW (9000 MW)
- Nearly 1/3 of US Target of 30GW
- Electricity for 6m homes



# OFFSHORE WIND JOBS



**Manufacturing**



**Construction**



**Maintenance**



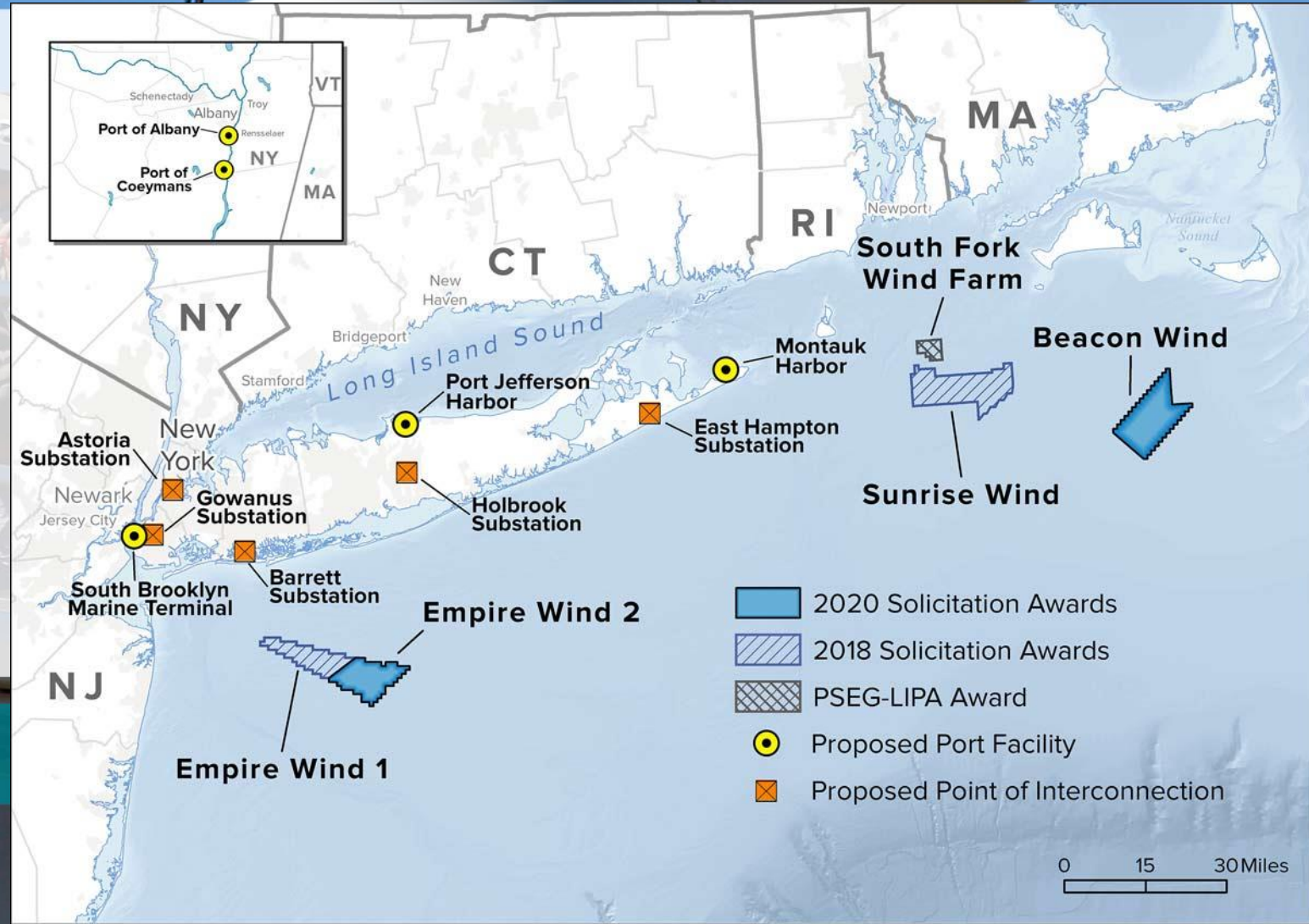
**Operations**



# NYS OFFSHORE WIND

## Status Update

- 5+ Ports in Active Development
- 5 Lease Areas
- 6800 Jobs
- \$12.1B Economic Activity



# WHO WE ARE – NEW YORK'S LEAD ECONOMIC DEVELOPMENT AGENCY

- **ESD Regional Offices** are experts on local resources and opportunities, bringing a full range of resources and information to the table to enhance the success of a venture.
- Our **Strategic Business Division** works with high value-added industry clusters and key accounts, and gives major employers considering multiple sites in NYS a “big picture” view.
- **Global NY**, our International Division runs Trade Missions and maintains foreign offices to increase export opportunities, as well as attract direct foreign investment.
- The **Small Business Division** gives small enterprises the special attention they need to gain a strong foundation, flourish and grow.
- The **Minority & Women-Owned Business Division** helps assure the success of businesses owned and operated by MWBEs.

# HOW WE HELP

## Business Incentives

- Grants
- Refundable Tax Credits
  - “Green” projects receive enhanced credits starting 2020*
- Low-Cost Power

## Business Finance

- JDA Loan Program
- NYS Innovation Venture Capital Fund
- Linked-Deposit

## Location Assistance

- Regional Partners
- Real Estate Listings
- Shovel Ready Certification

## Industry-University Partnerships

- NYSTAR

## Training and Workforce Development

- ETIP
- NYS DOL
- NYSERDA

# SUCCESS STORY - LJUNGSTROM

**Matt Ferris, Ljungstrom Managing Director**

"Ljungstrom is very excited for this opportunity to work together with our partners to help them successfully execute the first offshore wind project for New York. This is a very important milestone in our company's strategy to diversify our business from fossil fuel power generation over the last 98 years, into the emerging green/renewable market for offshore wind power generation."



**\$86m offshore wind supply chain agreement**

The background image shows a close-up, low-angle view of a white wind turbine tower under construction. Several workers wearing hard hats and safety gear are visible on a metal platform or lift, working on the tower's structure. The sky is a clear, bright blue. A semi-transparent teal banner is overlaid at the top of the image, containing the title text.

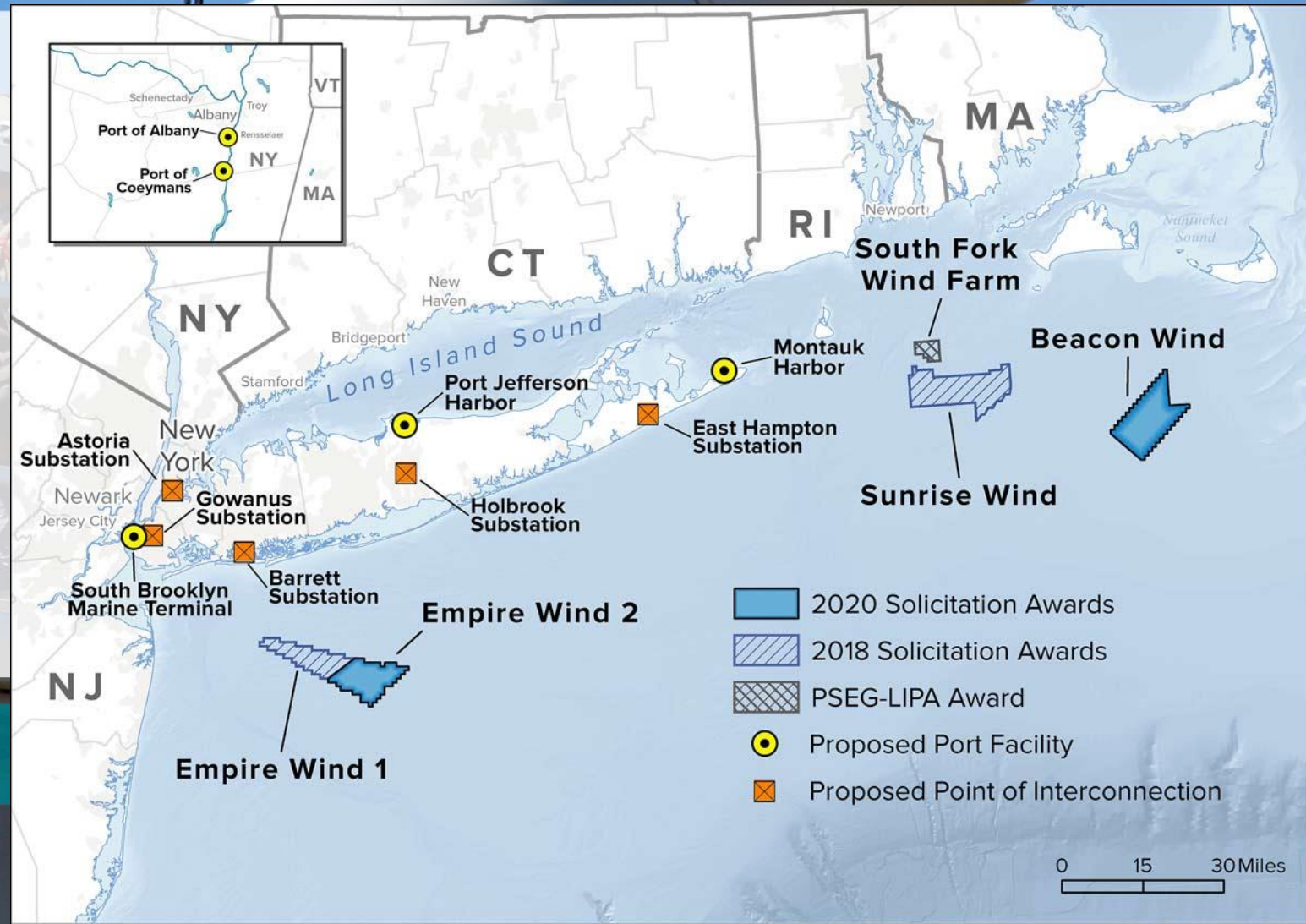
# **NYSERDA OREC Solicitations**

## **Scoring Criteria:**

- **Project Viability: 10%**
- **NY Economic Benefits: 20%**
- **Price: 70%**

# NYS OFFSHORE WIND

- Results of 20% economic benefit criteria
- Major results in:
  - Capital Region
  - NYC
  - Long Island





**Empire State  
Development**

David Whipple | MBA | Director of Industry Development  
Strategic Business Development | Albany, NY  
Empire State Development  
(518) 292-5257: Office Direct  
(646) 398-2191: Mobile

# Accelerating Economic Opportunity in New York's Capital Region





# The Center for Economic Growth

The Capital Region's Economic Development Organization

**Mission:** Drive Economic Growth

**Accomplished by:**

**Attracting** Investment and Talent

**Growing** Manufacturing and Workforce Capabilities, Industry Clusters, and the Entrepreneurial Ecosystem

**Preparing** Our Region to Compete

**Collaborating** Across Public, Private, and Academic Partners

# Federal Support

## Deploy 30 Gigawatts (GW) of Offshore Wind by 2030

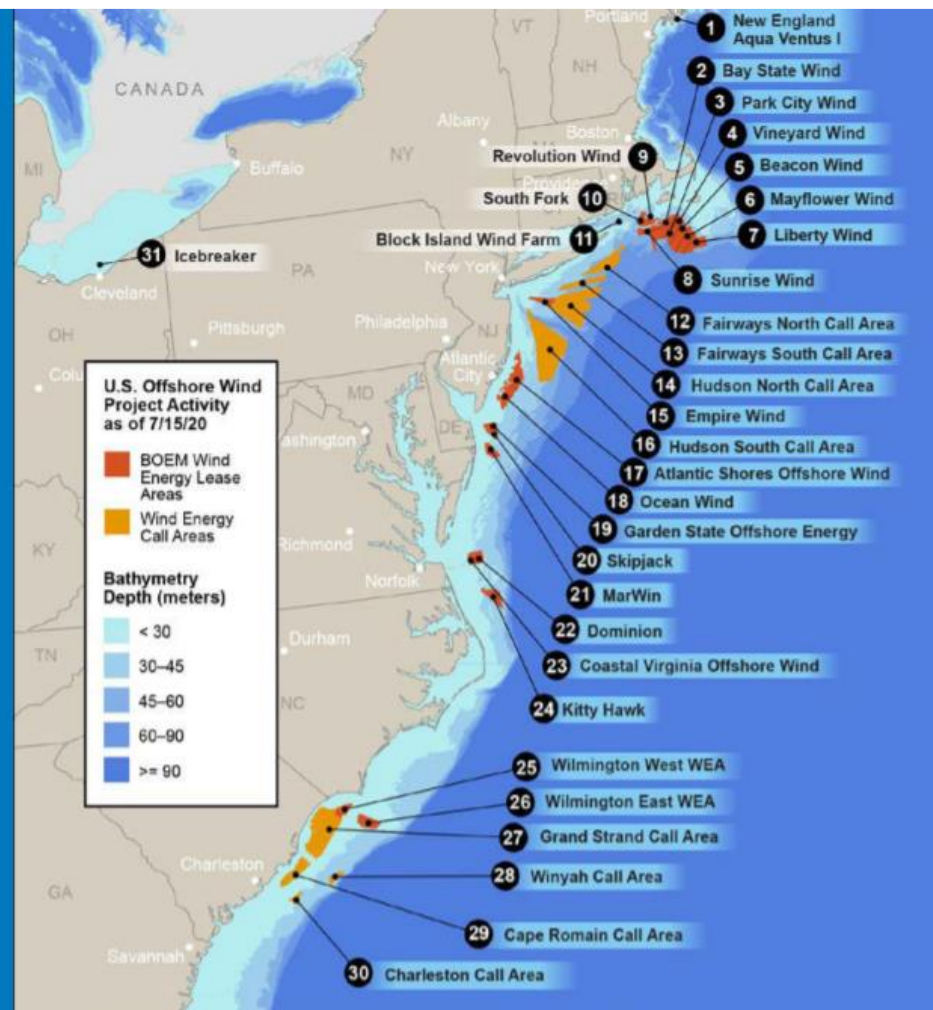
- \$12 billion per year in capital investment
- Create tens of thousands of good-paying, union jobs
- Generate enough power to meet the demand of more than 10 million homes
- Massive supply chain benefits
- Open new wind energy area in the New York Bight
- Advance permitting through BOEM
- Supporting critical research and development and data-sharing
- Invests in port infrastructure

## Extend Goal to 110 GW by 2050

Source: [FACT SHEET: Biden Administration Jumpstarts Offshore Wind Energy Projects to Create Jobs](#) (March 29, 2020)

# Offshore Wind Project Pipeline

Locations of U.S. Atlantic Coast Offshore Wind Pipeline Activity and Call Areas as of July 2020



Source: [2019 Offshore Wind Technology Data Update](#), NREL Publication (2020)

# United States Supply Chain Forecast and Opportunity

Northeast and Mid Atlantic supply chain could be a **\$109 billion** opportunity by 2030

More than:

- 2,057 offshore wind turbines and towers
- 2,110 offshore turbine and substation foundations
- 8,000 kilometers of export and array cables
- 53 offshore and onshore substations



*For the considered build-out capacity of 32 GW, the report looked at the anticipated state offshore wind power procurements this decade: New Jersey 7,558 MW, New York 9,314MW, Massachusetts 5,604MW, Connecticut 2,108 MW, Rhode Island 1,000MW, Maryland 1,568MW, Virginia 5,200MW*

Source: [Supply Chain Contracting Forecast for U.S. Offshore Wind Power](#), University of Delaware Special Initiative on Offshore Wind (2021)

# Economic Impact – Port of Albany

- Nation's **First Offshore Wind Tower Manufacturing Facility**
- Transition Pieces
- Jobs - **550**
- Capital Investment - **\$350 million**



# Economic Impact – Port of Coeymans

- Advanced **Foundation Components**
- Largest Supply Chain Contract Award - **\$87 million**
- Jobs - **115** at Port of Coeymans / 230 in Upstate

**EVERSOURCE**  
ENERGY

**Orsted**



A CENTURI COMPANY



# CEG's Offshore Wind Playbook

## Developing an Enabled Region

- Attraction of Component Manufacturers
- Supply Chain Development
- Workforce Development
  - \$1 million workforce fund through Ørsted
- Coalition Building
- Learning from the Experts
  - OSW Virtual Summit
  - OSW Tour with the Danish Consulate

## Workforce Partnerships

- HVCC, MAPP, BOCES

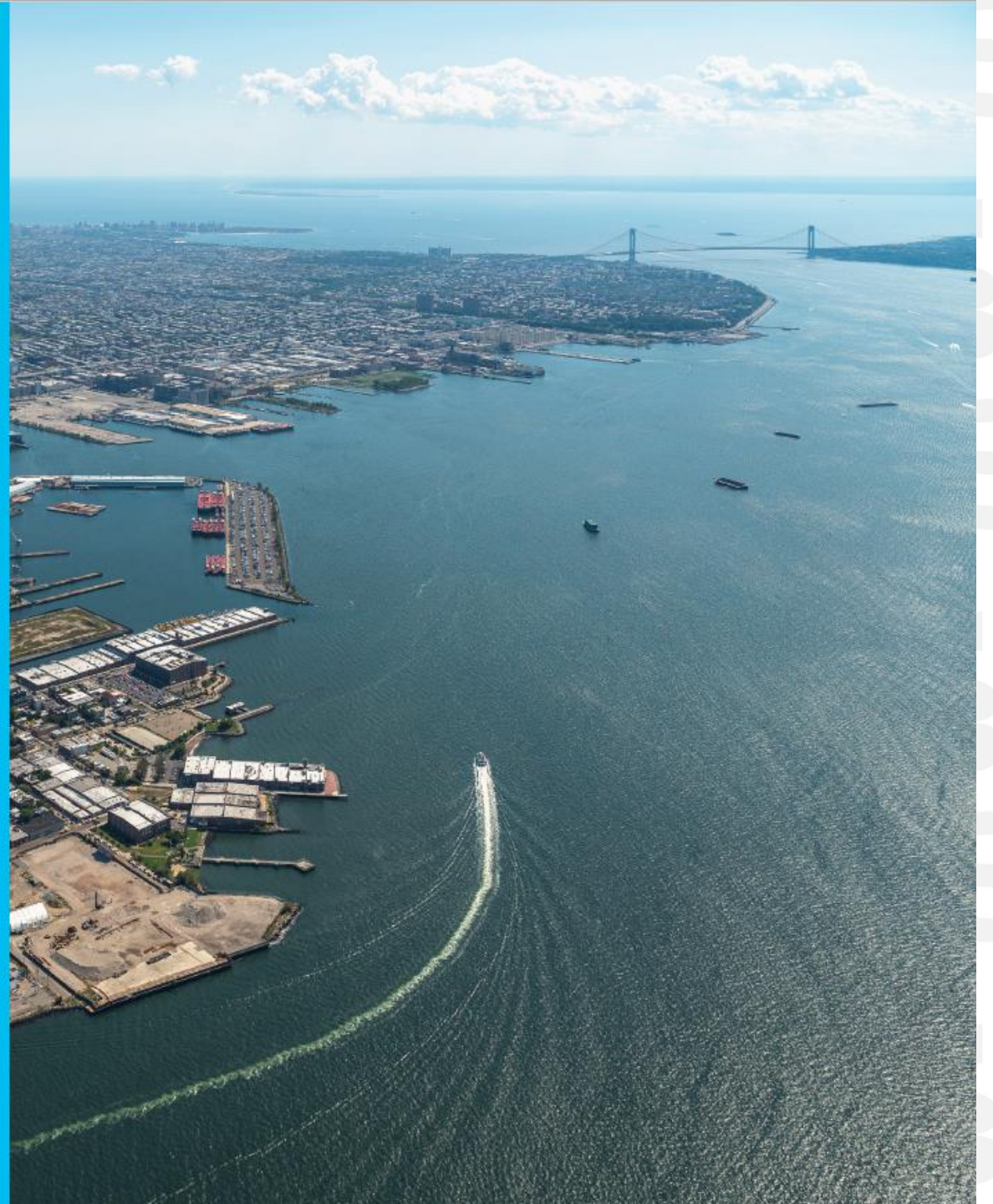


# OFFSHORE WIND NYCEDC

NYSERDA Meet the Experts Series

November 10, 2021

Powered by  
**NYC / EDC**





# New York City Economic Development Corporation

## Who We Are

NYCEDC mission is to build strong neighborhoods and grow good jobs across the five boroughs.

## What We Do

- Strengthen **communities**
- Build a **sustainable city**
- Develop **talent and workforce**
- Spark **innovation**

## Asset Management

**EDC manages 65M SQ FT of diverse real estate assets**

- Maritime (PortNYC), Office, Industrial, Retail, Public Markets, Transportation, Infrastructure, and Arts, Culture, and Entertainment
- Leasing strategy seeks to support local freight and workforce policies



<https://edc.nyc/program/offshore-wind-nyc>

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# New York Harbor

## The Five Boroughs

- Staten Island
  - North Shore
  - West Shore
  - South Shore
- Brooklyn
  - Red Hook
  - Sunset Park
- Manhattan
- Bronx
- Queens

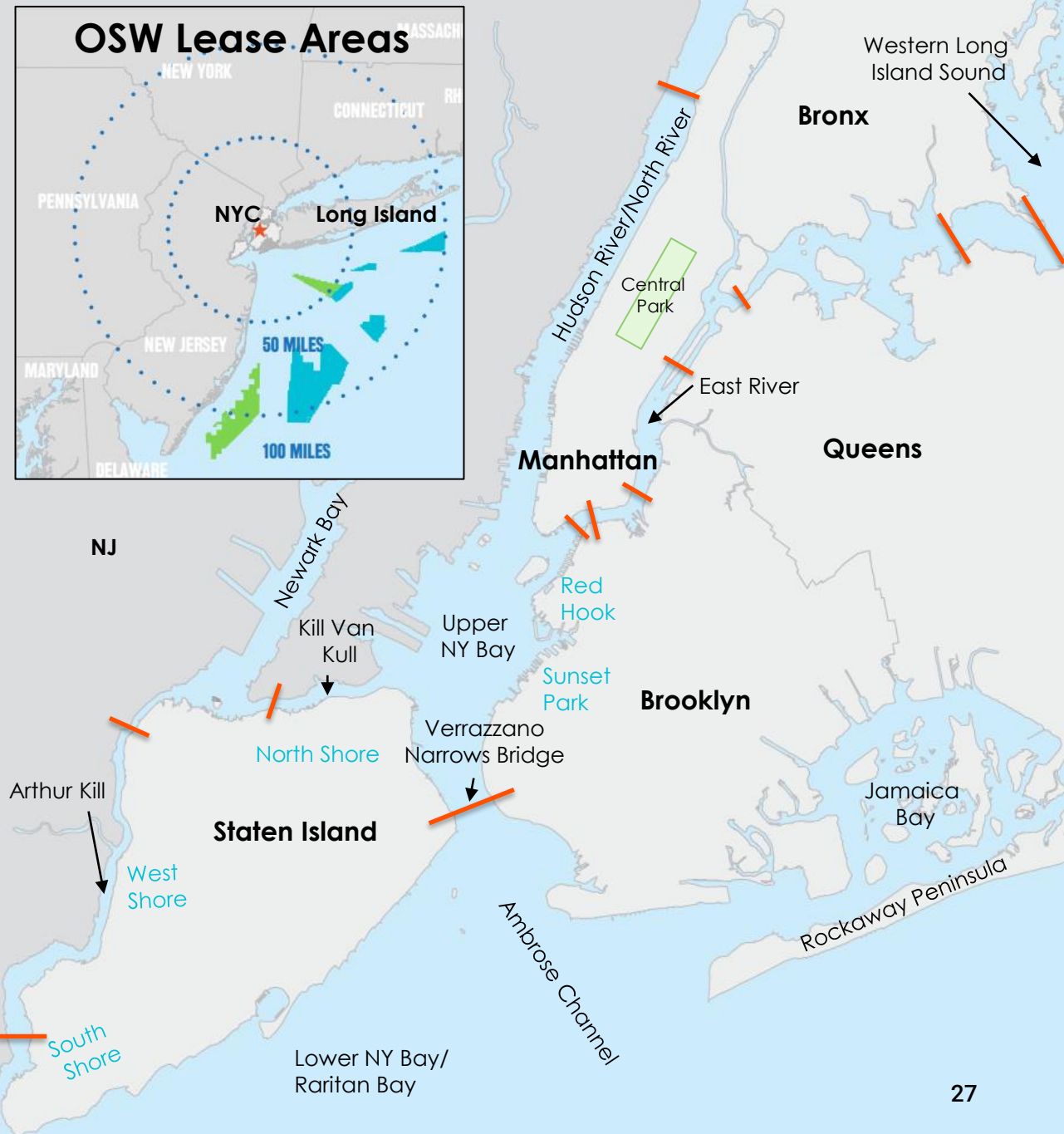
## NY Harbor distance to Empire Wind Lease Area

Closest turbine is 15 miles/24 Km  
 Closest harbor to new leases

## The Hudson River by Water

145 miles/233 Km to Albany  
 130 miles/48 Km to Coeymans

<span style="color: cyan;">■</span>	Upcoming OSW Lease Areas
<span style="color: green;">■</span>	Existing OSW Lease Areas
<span style="color: orange;">■</span>	Bridges



## THE PLAN

**15 Years**  
**\$191+ Million**  
**3 Core Strategies**



### Sites and Infrastructure

Developing best-in-class infrastructure that will support the construction and operation of 12 GW of offshore wind



### Businesses and Workforce

Preparing local workers and businesses to seize upon the opportunities that will be created by infrastructure investments

### Research and Innovation

Promoting innovation in offshore wind to ensure that new technologies and approaches are created in New York City



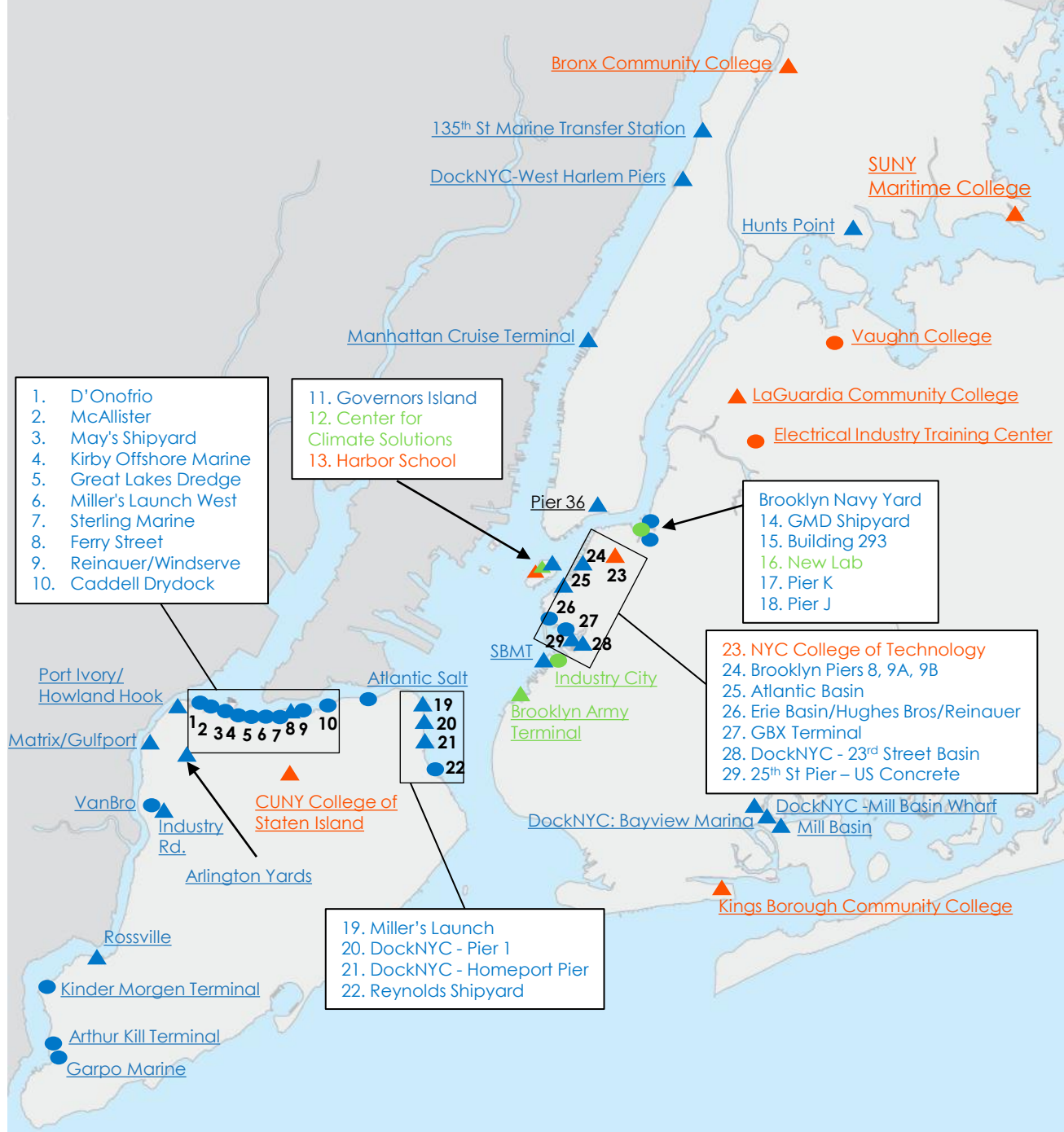
# Local Assets

**Purpose**

- Sites & Infrastructure
- Research & Innovation
- Businesses & Workforce

**Ownership**

- Private
- Public



# South Brooklyn Marine Terminal (SBMT)

**Site Overview:** ~66-acre maritime facility with more than 7,000 linear ft of tie-up space in Sunset Park, Brooklyn

**Project Update:** Sublease signed with Sustainable South Brooklyn Marine Terminal (SSBMT) in 2019 for a term through 2054. SSBMT actively working to activate the terminal and attract OSW tenants among other maritime activity

**Funding:** City has invested over \$115M to reactivate SBMT with more investment planned in collaboration with NY State, SSBMT, and Equinor

**Lead Contact:** Mike Stamatis, managing partner at SSBMT

<b>Limiting Air Draft Restriction Verrazano-Narrows Bridge:</b>	60m (198 ft.) for the center 610m (2000 ft.) 65.5m (215 ft.) maximum at the centerline
<b>Intermodal Connections</b>	Adjacent to Interstate I-278 New on-dock rail facility
<b>Surrounding Land Use</b>	Industrial, commercial, and parkland



# NYC is investing in Research & Innovation for OSW

**“Research and innovation  
is critical to the U.S.  
offshore wind development.  
NYCEDC’s contributions  
will result in a broad base,  
diversified industry in NYC.”**

**Carrie Cullen Hitt**  
Executive Director,  
National Offshore Wind Research  
and Development Consortium



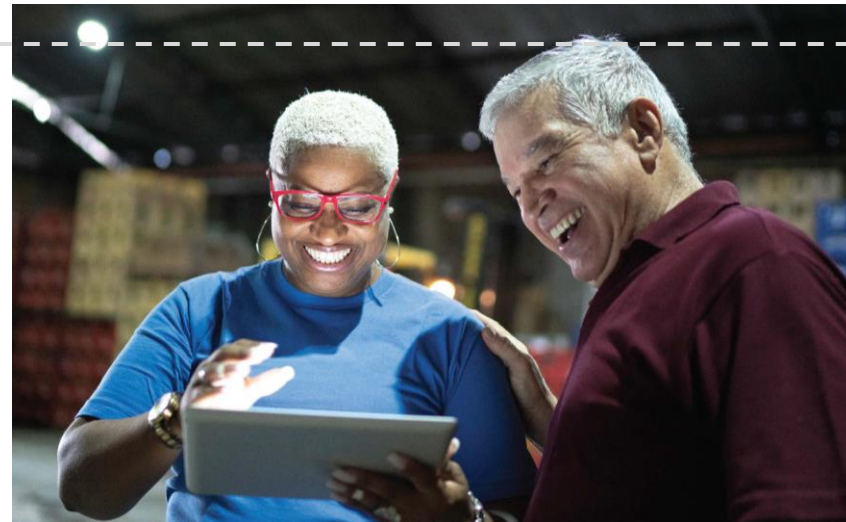
# NYC is preparing local businesses for OSW opportunity

## MWBE Capacity Building Program

- Creating demand through **30% MWBE target** at SBMT
- Providing **education, networking & resource support** for businesses with an interest in NYC waterfront and OSW industry
- Launching 2022

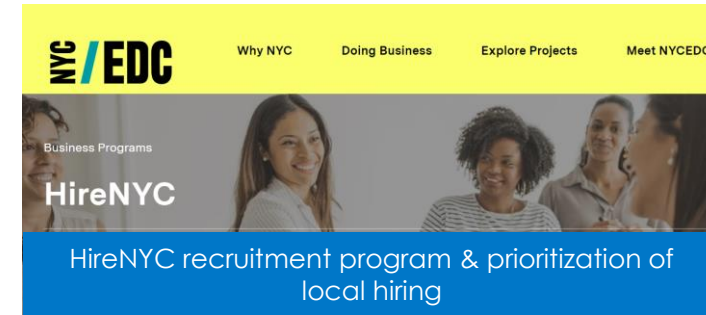
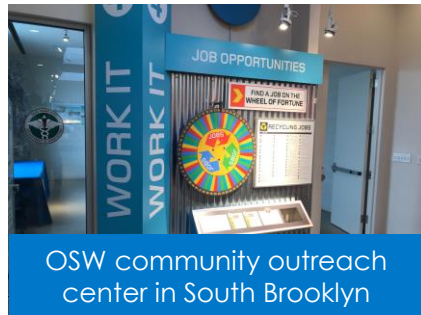
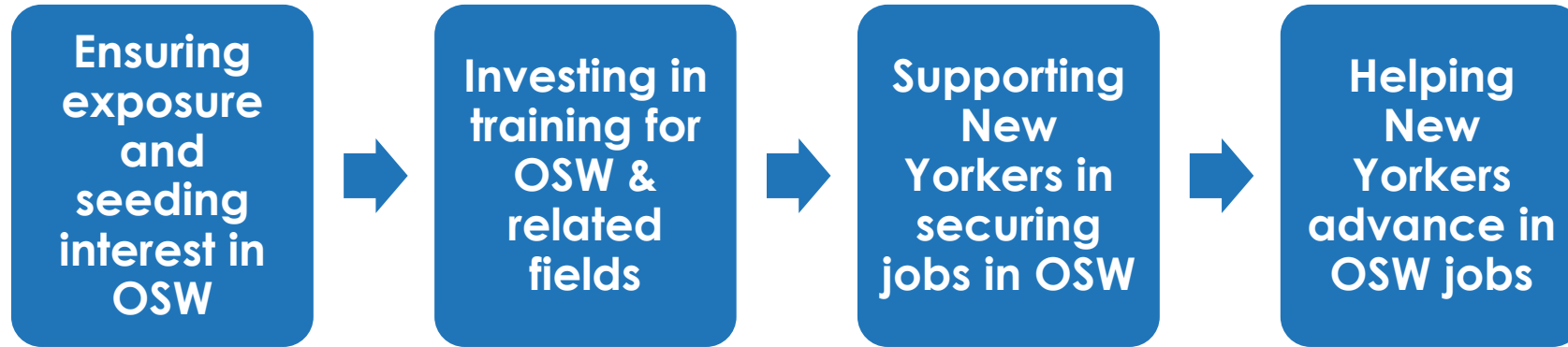
## Manufacturing

- Providing **industry education, networking, self-certification and compliance**
- Providing access to **capital for machinery & equipment**





# NYC is investing in the OSW workforce pipeline





## LABOR LEADING ON CLIMATE

*Advancing a Pro-Worker  
Pro-Climate Agenda*





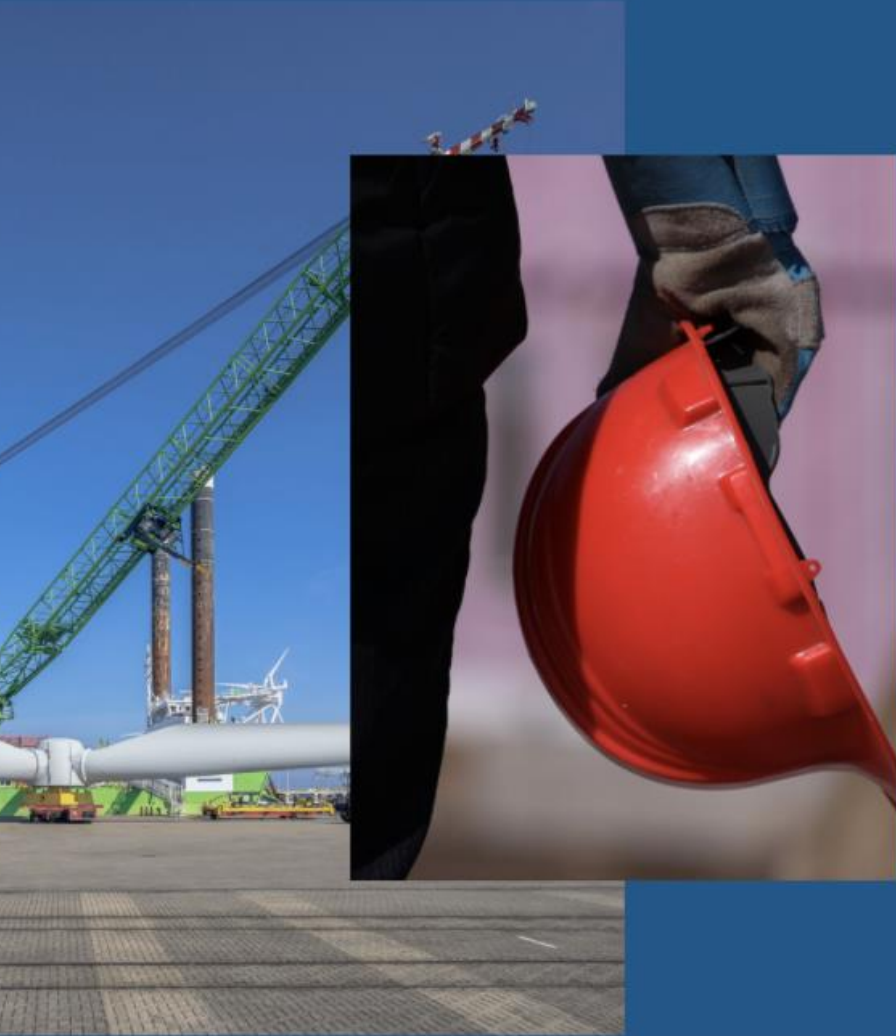
**Climate Jobs NY is a growing statewide labor coalition representing 2.6 million New Yorkers united in advancing pro-worker and pro-climate policies.**

**We are building alliances, educating our members, and demonstrating that we do not have to choose between a healthy planet and good jobs. We must have climate jobs.**



## *WHY UNION JOBS?*

- Treat workers with respect and dignity
- Raise the standard of living for ALL working people
- Power in collective bargaining
- Safer working conditions and benefits
- Premier Apprenticeship and Training Programs





## *New York is Already Ahead!*

- Legislative mandate for **70 percent** renewable electricity by 2030
- **Project Labor Agreements and prevailing wage** for construction of renewable energy projects
- **Labor Peace Agreements** for operations and maintenance work
- **Buy American** provisions for iron and steel
- **Incentives to manufacture** renewable energy equipment and supplies **in New York**

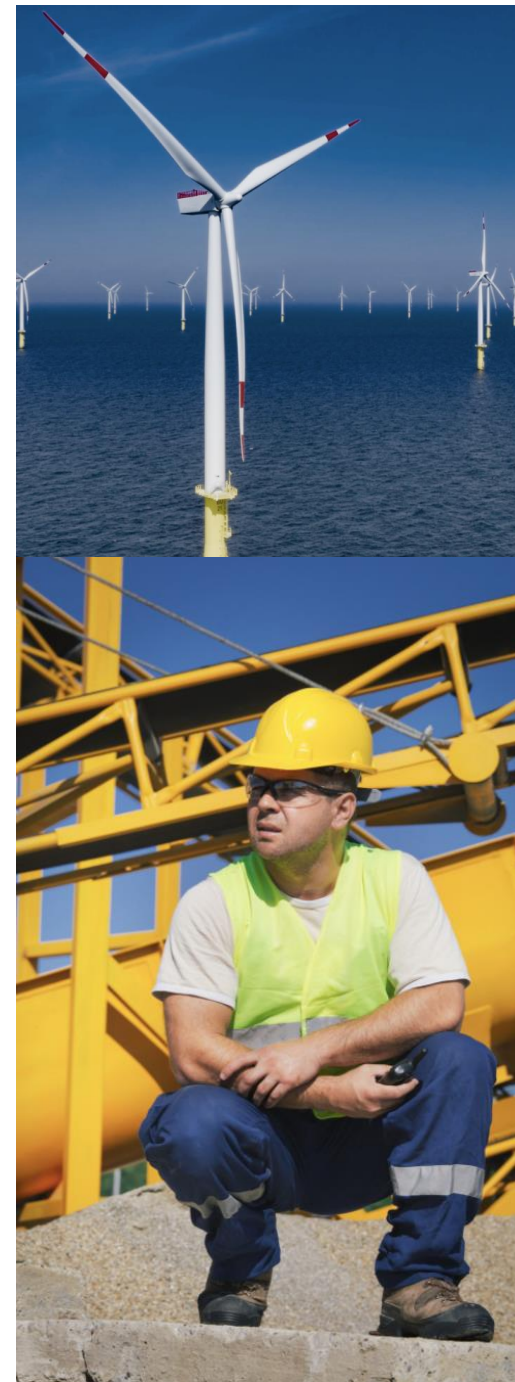
# SPOTLIGHT ON NY OFFSHORE WIND PROJECTS

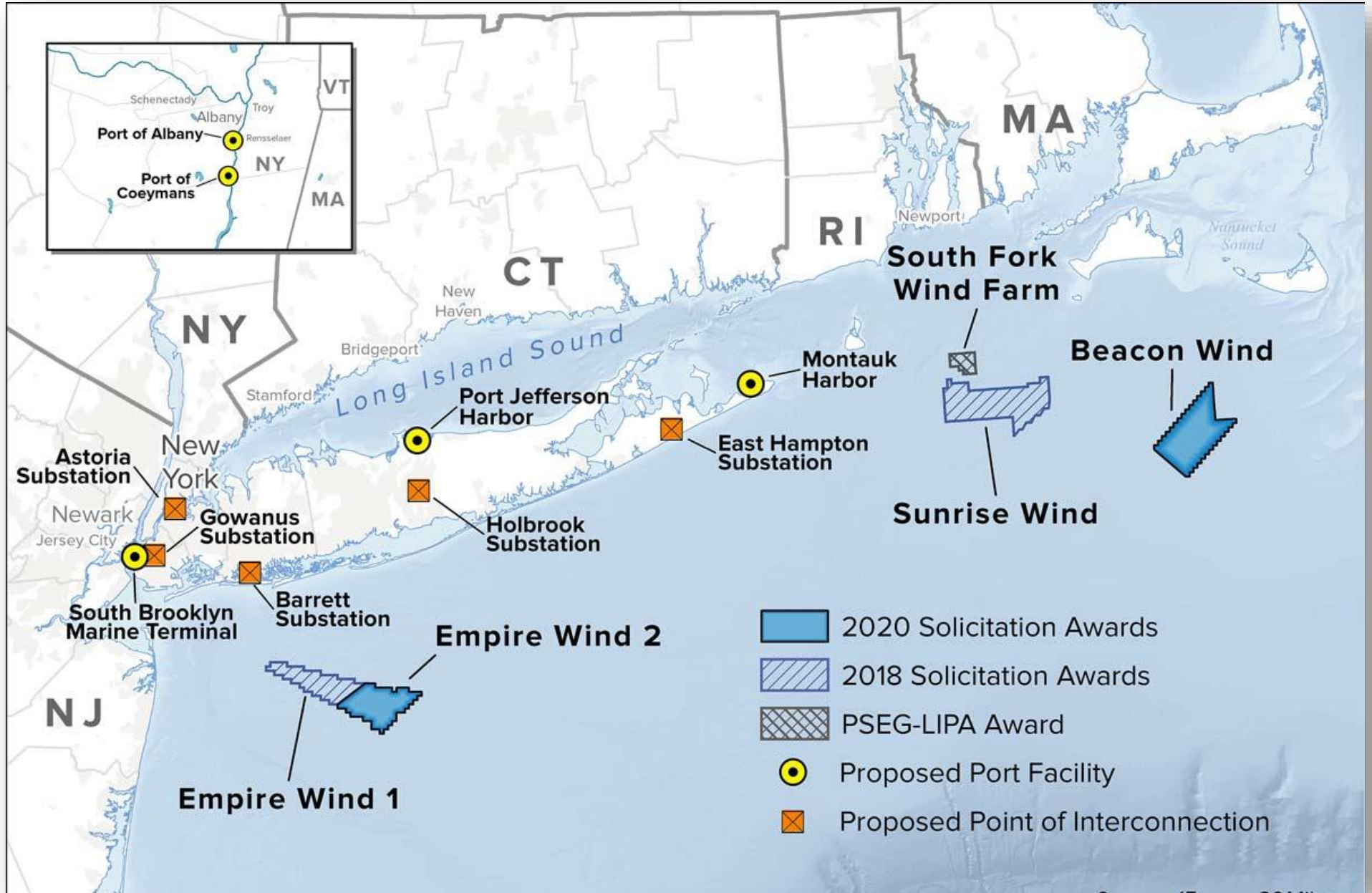
*New York's  
nation-leading clean  
energy goals*



## What This Means For Working People

- 9GW by 2035 = 10,000 jobs
- Power over 6 million homes in NYS
- 2020 solicitation
  - Invest approximately \$730 million in combined private and public funds in long-term port facilities and cutting-edge technologies, including the nation's first offshore wind tower manufacturing plant at the Port of Albany.
  - Support more than 6,800 jobs in project development, component manufacturing, installation, and operations and maintenance.
- Deliver economic benefits to disadvantaged communities and support the responsible retirement of aging fossil-fuel power plants near key environmental justice communities.
- Biden Administration's 30GW by 2030







1

### Developing & Permitting



OTHER JOBS:  
Attorneys  
Engineers  
Financial Analysts  
Permitting Specialists  
Scientists

2

### Manufacturing



OTHER JOBS:  
Assemblers  
Engineers  
Technicians  
Welders  
Administrative Staff

3

### Assembly, Construction, & Installation



OTHER JOBS:  
Laborers, Electricians  
Crane Operators  
Dock Workers  
Iron Workers  
Line Workers  
Painters, Pile Drivers  
Plumbers, Welders  
Assemblers, Engineers

4

### Operations & Maintenance



OTHER JOBS:  
Administrative Staff  
Engineers  
Plant Managers  
Support Vessel Crew  
Wind Turbine Technician

## Stages of Offshore Wind Development





## Contact:

Mariah Dignan, Long Island Organizer, Climate Jobs NY

[mdignan@climatejobsny.org](mailto:mdignan@climatejobsny.org)

646-708-5474



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