

Opportunity for Businesses by Looking Local First

A Case Study in Offshore Wind Development

Vineyard Offshore is committed to building a new clean energy industry in the United States. In both personnel and supply chain for its offshore wind projects, Vineyard Offshore takes the approach of “Look Local First” to maximize economic benefits in the communities where we do business. In that way we nurture a diverse, skilled local workforce, offer opportunities for local businesses in a new

and growing industry, and contribute to the communities that are touched by our projects. To see the commitment to local sources of supply that is central to the Vineyard method of offshore wind development, look no further than Vineyard Wind 1, the first commercial-scale offshore wind farm in the United States.

Looking Local

Looking Local First means sourcing goods and services from local companies wherever feasible. For Vineyard Wind, we began by identifying and partnering with companies to support the development of the local, regional, and domestic offshore wind supply chain. We also provided an opportunity for companies interested in supplying or working on our projects to submit their contact information and capabilities to us through an online form on our website, creating a dynamic contractor and supplier list. We worked with the Massachusetts Clean Energy Center to ensure that our bidders and contractors received the Massachusetts Offshore Wind Supply Chain Directory.

In requests for proposals (RFPs), Invitations to Tender (ITT), and bidders’ meeting presentations, we included an explanation of our Look Local First commitment along with information about relevant



local content commitments and evaluated and scored local content aspects of proposals received. Vineyard Wind included Look Local First or similar clauses in relevant contracts for major contractors, original equipment manufacturers (OEMs), and other suppliers and held “Meet the Buyer” events for local companies, including three at the New Bedford Marine Commerce Terminal specifically to support survey vessel work.

Acting Local

In August 2021, the New Bedford Ocean Cluster (NBOC), in partnership with Vineyard Wind, launched the Act Local Program, a program designed to maximize the positive economic impacts of Vineyard Wind 1 in the greater New Bedford region by encouraging local business participation in the offshore wind industry. Act Local is a streamlined matchmaking system to connect local businesses with offshore wind opportunities. The program takes major RFPs issued by OEMs and major contractors and breaks them down into well-defined work scopes. In doing so, local companies can recognize scopes of work related to their product and service offerings and identify themselves as potential bidders in a new industry. These scopes are referred to as SMART opportunities - specific, measurable, actionable, relevant, and timely - and are posted online through the NBOC Portal.



In another partnership to create business opportunities supplying Vineyard Wind, the Oceanic Network (formerly Business Network for Offshore Wind) offers educational programs designed to help local companies and entrepreneurs across Massachusetts learn about the offshore wind industry and how they can expand their businesses in the local supply chain. Following extensive outreach, a total of 141 participants

attended the five Offshore Wind Ready and Foundation 2 Blade trainings in New Bedford and other locations across the state in the first six months of 2023.



"The training was extremely informative and engaging. The speaker did an excellent job presenting the history and current practices and operations of the OSW industry," said Erin Carr of Seaspray Container Co., a woman-owned enterprise located in nearby Fairhaven, about the Offshore Wind Ready session in New Bedford. "The Industry Roundtable was also very helpful and offered practical advice for how to proceed as a small business looking to enter the OSW industry."

One specific opportunity for local sourcing is vessel contracting. Offshore wind project development, construction, and operation entails the use of many different types of vessels. Whenever feasible, Vineyard Wind and contractors have utilized US-flagged vessels and prioritized efforts to identify and contract with local vessels, including commercial and recreational fishing vessels and fishermen, that meet project needs. To help vessel owners qualify for offshore wind work, Vineyard Wind provided funds to upgrade vessels to meet industry-mandated health, safety, and environmental requirements.

Given their experience in Northeast waters and relationships with other fishermen, fishermen have provided invaluable services. These included research and support vessel work, with more than 30 local fishing vessels hired to date, and more to come as construction continues.

"Fishing can be a boom or bust industry," said

Tony Alvernez, captain of FV Kathryn Marie.

"By working with Vineyard Wind, we're able to add a new stream of revenue to our business, while at the same time update our vessel with improved safety equipment. This should be a real opportunity for years to come."



Going Local

Among the diverse local and Massachusetts-based companies that are providing a range of functions for Vineyard Wind 1 are MVS Welding, Reliable Bus Lines, Hope II (a commercial fishing company), Hi Viz & Work Wear (personal protective equipment and signage), and Blue Fleet Welding. Luzo Fishing Gear, located two blocks from the Marine Commerce Terminal, started with a small contract supplying lift bags for offshore use, and gradually became a supplier of items ranging from handheld radios and personal flotation devices to chain, rope, and shackles.

Chapman Construction Group - a certified woman-, veteran-, and disadvantaged individual-owned electrical contracting company based in Sandwich, Mass., on Cape Cod - attended community meetings on the project, participated in a Foundation 2 Blade

session, and took part in several Meet the Buyer events, then went on to win two separate contracts.

"Offshore wind is an exciting new industry," said founder and company president Vicki Chapman. "I am glad my company and my union workers are getting the chance to be part of it."



Welder on the Vineyard Wind 1 project