



# Building a Sustainable Regional Industry in the Celtic Sea region

Phil Johnston  
Regional Business Development  
Celtic Sea Power



**CELTICSEAPOWER**  
NORTHMORKELTEK

LEADING | INNOVATING | INSPIRING



A CORNWALL  
COUNCIL COMPANY

# Celtic Sea Power's Mission

## Mission

*To maximise the social and economic benefits of green energy opportunities for Cornwall and the wider region*



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# Celtic Sea Power

## About Us



- Team of 17 and a board of 5 with a range of experiences and skills
- Autonomous subsidiary of Cornwall Council
- HQ in Hayle, office in Pembroke



Industry



Infrastructure

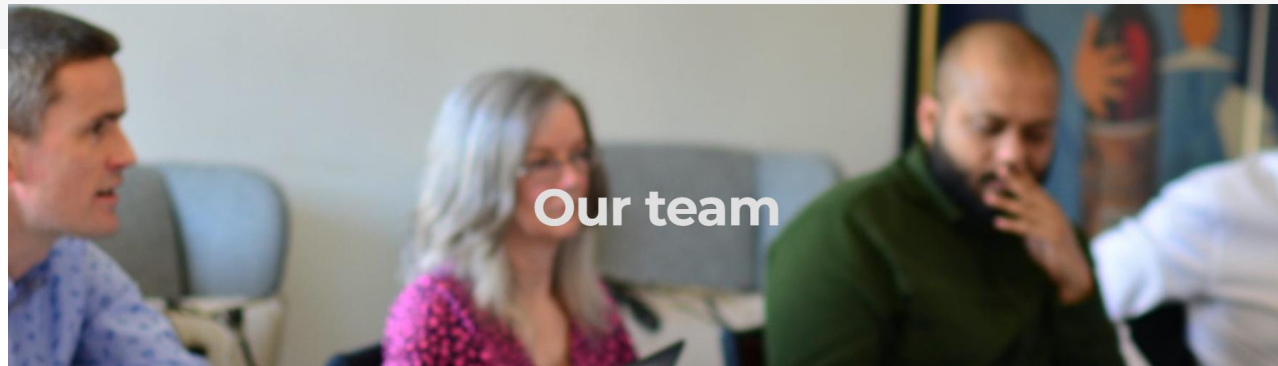


Workforce



Environment

*Facilitate the growth of a sustainable regional industry to support delivery of green energy at scale*

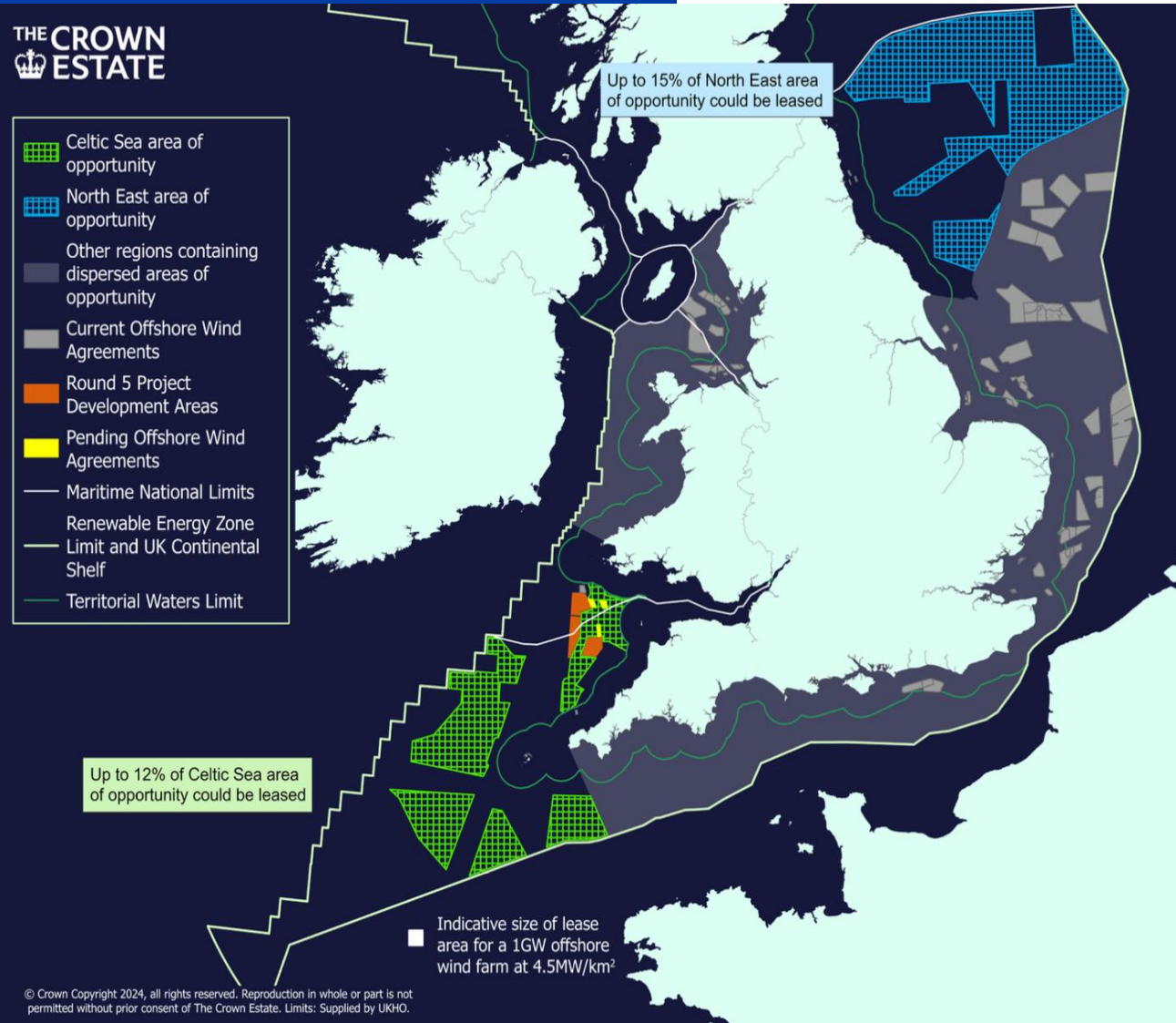


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# Celtic Sea FLOW Pipeline



## Test and Demo

- Hexicon's 32MW "TwinHub". CfD in AR4
- Simply Blue's 100mw "Erebus". AR7?
- Flotation's 200MW "WhiteCross". AR7?
- Cierco/Floventis's 100MW "Lyr 1". AR7?

## Leasing Round 5

- 3x 1.5GW projects
- Lease winners announced spring 2025

## Future Rounds

- Intent signaled for a further 12GW

# The Crown Estate's Guidance to Bidders

**Skills Development Plan** outlining any skills gaps or shortages that have been identified and a plan for how to address those. The plan must describe how the Bidder will ensure that its workforce will possess the skills necessary to successfully deliver a Round 5 Development

**NEETs Plan** outlining plans for increasing the number of NEETs engaged in its workforce and a commitment to ensure that at least 10 per cent of all new workers involved in Round 5 Developments and aged between 19 and 24 when first engaged are, or have very recently been, NEETs

**Apprenticeships Plan** outlining plans for increasing the number of apprenticeships and a commitment to ensure that at least 3.5 per cent of all new workers involved in Round 5 Developments, are employed as apprentices



# Career Pathway Programme

## 1. Map Skills Supply to Demand

- **Define industry requirements** in consultation with future employers
- **Work with local colleges and training providers** to assess existing training provision and scope for scaling up
- Modelling of skills supply and demand to inform practical capacity building

## 2. Career Guidance

- **Train-the-trainer** to maximise awareness of credible local career pathways

## 3. Career Progression

- **Practical knowledge** on future opportunities through bespoke courses and enhancing soft skills

## 4. Career Advancement

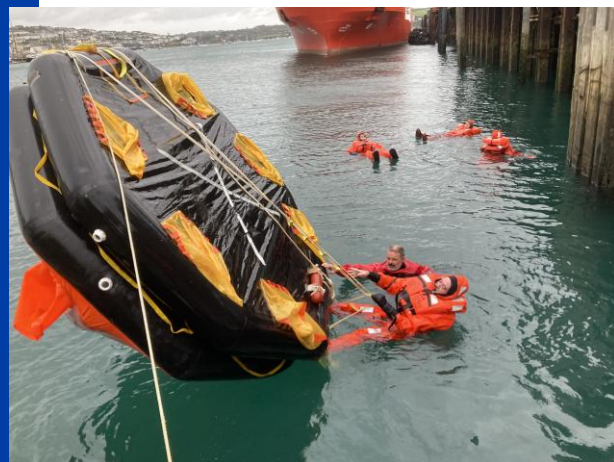
- **Courses with qualification** that directly enhance job prospects



FLOWmark



NoTwo  
Paths



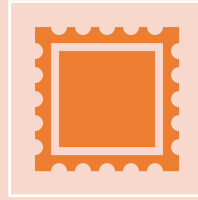


*"FLOWMark provides practical signposting to support career progression into floating offshore wind. It will help ensure that regional communities in South Wales and the South West of England can maximise the social and economic benefits of Celtic Sea projects over the years to come."*

Ffion Wright, DP Energy



**CELTICSEAPOWER**



A trademarked stamp of approval for courses building industry-relevant skills



Curates the career pathway of individuals into green energy.



Enables localised skills development ahead of an emerging industry

# CSP's Industrial Capacity Building Programme

## 1. Proactivity Ahead of the Market

- Engage local companies with challenges of strategic sector
- Encourage “no regret” activity by entrepreneurs



## 2. Business-Led Collaboration

- Establish partnership approach between solution providers and future clients
- **Piranha Hub.** B2B platform for developing solutions in advance of major market challenges

## 3. Industry Delivery Plans

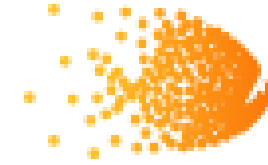
- Ask companies, through a forward contract, to:
  - Develop ambitious and credible investment propositions
  - Form locally-led private sector consortia
  - Assess challenges to scaling up – and how they could be addressed
  - Assess their solution's impact on the region, in terms of jobs and GVA

## 4. Support Credible Ambition

- Tailored support through “business development extension”
- Assistance to business scale up, i.e. introductions to clients/investors



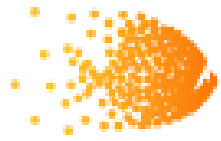
# Industrial Capacity Building Programme



## Piranha

- **Outcomes**

- 9x locally-led consortia of c30 UK companies
- 8x Industry Delivery Plans (IDPs) for scaling up local capabilities in; Anchors and Mooring, Operations and Maintenance, Logistical Services
- £1.8m of investment received for four Piranha+ graduates as a direct result of IDPs (through TCE's Accelerator)



# Piranha

*"CSP's 'Piranha+' has inspired our consortium-led approach to scale ambitions for the Celtic Sea and beyond. This initiative has catalysed the all important first steps."*

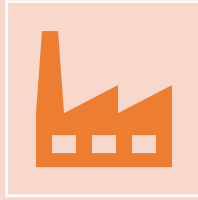
Dan Start of Nerth

*"It's helped us focus efforts on how to deliver the opportunity for anchors and moorings at an industrial scale – and in the process establish links into Cornwall"*

Steve Adams, Hutchison

*"The Industrial Delivery Plan gave us the headspace to consider the business opportunity at a level of detail we wouldn't otherwise have done"*

Jovie Stone, Morek



Increases local private sector capacity ahead of emerging industries



Enables more delivery from within the region hosting a new industry



Enhances export potential

# Piranha Hub

## Piranha Hub



- B2B platform for developing solutions in advance of major market challenges
- For solution providers and industry developers. Those with ambitions to help deliver strategic industry sectors
- Enables companies to:
  - Explore emerging markets
  - Connect and collaborate
  - Pitch in with ambitions and challenges
  - Receive updates on commercial opportunities as they emerge



FIND OPPORTUNITIES

MAKE CONNECTIONS



### OPPORTUNITIES [View all >](#)

5 Follows 0 Pitches 0 Comments

#### LOGISTICS AND OPERATIONAL SERVICES FOR FLOW

The focus of the offshore wind industry understandably falls on the big challenges it faces. However, there is a range of practical services that may not immediately appear to fit into distinct categories of *challenges* – but will be absolutely essential to ensure FLOW runs smoothly. It is difficult to evaluate but there is high potential for regional economic benefit to be derived here.

20 Follows 8 Pitches 8 Comments

#### INTER-ARRAY CABLES FOR FLOW

The volume and scale of opportunity for floating offshore wind (FLOW) is unprecedented - but comes with major challenges.

FLOW will need to provide industrialized solutions, (reliability, cost and production volume) - a huge challenge for un-proven technology's.

Floating offshore wind turbines require inter-array cables to connect strings of

27 Follows 2 Pitches 2 Comments

#### OPERATIONS AND MAINTENANCE (O&M) FOR FLOW

Operations & Maintenance of floating wind (FLOW) will involve the servicing of platforms the height of a sky-scraper many miles out to sea.


Around 260 such platforms are expected to be deployed in the Celtic Sea by the late 2030s. All will require scheduled and unscheduled maintenance of the turbines themselves - but also the towers, floating platforms, cables, moorings



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## MARKET CHALLENGES

Explore emerging sectors for challenges you could help solve.




8 Follows   0 Pitches   0 Comments

### ENVIRONMENTAL SERVICES FOR OFFSHORE WIND

Environmental services are of key importance to offshore wind - especially in the development phase when consenting decisions must be informed by actionable data.

The acquisition and analysis of data on wind, wave, seabed



10 Follows   0 Pitches   0 Comments

### LOGISTICS - HUBS AND SERVICES FOR OFFSHORE WIND

The offshore wind industry faces a range of practical challenges which do not fall into distinct category of opportunity "Logistics" will however be absolutely essential if more fixed and floating turbines is to be deployed and run smoothly at scale.



22 Follows   8 Pitches   8 Comments

### ELECTRICAL SYSTEMS FOR OFFSHORE WIND

Electrical systems for offshore wind includes array, offshore and onshore export cables, electrical systems and SCADA design.

OWIC's Offshore Wind Industrial Growth Plan has prioritised dynamic cable manufacture for the UK to 'make'. Significant capability exists in the UK but the sheer scale presents a

## 2) Connect and Collaborate

Share knowledge, form partnerships and expand capability.

My Connections

Find People

Find Businesses

Search by name



Favourites

Showing 87 businesses



### Unknown Business

Tension Technology International (TTI) is a pioneer in the design and development of synthetic fibre ropes and marine systems. Wit...



### Devon Chamber

Devon Chamber has been created to help your business grow, wherever you are in our thriving county. We incorporate Exeter an...



### Unfold Studio

Unfold Studio is a full-service design studio that offers a mix of strategy and creativity to help businesses succeed. They specialize...



### Cornwall space cluster



### Sea Engineering Solutions Ltd



### Royal Navy

Regional RN lead for maritime enterprise engagement, Wales and Western England



### Dyfed Steels

Dyfed Reinforcements is a leading steel reinforcing company operating in Wales and England, with a focus on providing high...



### Wave Venture Ltd

At Wave Venture, we specialize in providing cutting-edge solutions for offshore renewable energy projects. Our expertise, innovative...



### Operry Limited

Operry Group is a multi disciplinary consultancy group made up of a collection of small, high growth companies who specialise in the...



### Bridon-Bekaert

Bridon-Bekaert is a leading synthetic and steel wire mooring line manufacturer for floating offshore wind, which has proven...



### ARC Marine®

Introducing A R C Marine – Your Partner in Nature-Inclusive Marine Solutions! At A R C Marine, we are committed to pioneering eco...



### Mintmech Specialist Engineers

We're a team of specialist engineers based in Penryn, Cornwall. Operating both nationally and internationally, we consult, design,...

## 3) Pitch In



What are your company's capabilities? And how are you looking to expand them?  
Are you seeking to collaborate on a particular challenge?

Last update 10 days ago | 3 people involved

ADD YOUR PITCH



Jason Robert Simeon 10 days ago

 Like  Comment ...

**With our state of the art agnostic manufacturing facility we are poised to provide digitally enabled solutions to underpin Anchors, Mooring solutions**

 1

As a Crown Estate Grant winner 🏆 we are intent on providing value to Offshore wind via our dedicated anchors, mooring and jewellery via our state of the art facility, enabling modular build, digital twinning, AI production, Robots, 3D printing process flow and certification to reduce your overheads and get control of yield and obsolescence management to ensure a more sustainable build process, fit for your needs



Leigh Frazer 10 months ago

 Like  Comment ...

**MintMech Specialist Engineers**

 4

At MintMech, we provide specialist engineering services for the offshore renewables, subsea and marine industries. Uniquely positioned to offer turnkey design, build and commission packages, we work in lead and consulting roles to share our extensive experience and push the boundaries of what is possible in FLOW.

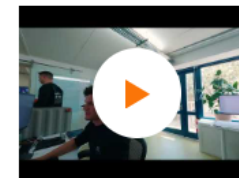
Founded in 2018, our team boasts a collaborative wealth of expertise planning and managing large diameter drilling, turbine erection, repair and decommissioning projects. Specialties also include control system design for geotechnical and large diameter drilling and heave compensation systems.

Recently, we developed a new floating wind anchor installation concept. This represents a less emissions-intensive way of installing anchors and has been designed to reduce associated costs and improve project efficiency.

A Penryn-based SME, we believe in harnessing our rich local expertise and capabilities wherever possible. Supported by a trusted network of local suppliers, we closely trace and manage supply chains for ultimate sustainability, cost-saving, and time efficiency.

As part of our developing portfolio, we continue to expand our professional engineering services, with long-term agreements with wind farm developers, marine contractors, and government organisations.

Moving forwards, we are looking to build on strategic partnerships to support the evolution of offshore wind and overcome the significant technical and logistical challenges the industry currently faces.



# 4) Commercial Opportunities

MARKET CHALLENGES

CONNECT & COLLABORATE

## ENVIRONMENTAL SERVICES FOR OFFSHORE WIND

Environmental services are of key importance to offshore wind - especially in the development phase when consenting decisions must be informed by actionable data.

The acquisition and analysis of data on wind, wave, seabed and marine-life is a real strength of the UK. Especially given the vibrant innovation in platforms, sensors and AI.

OWIC's IGP report recognizes this as a priority, noting the UK is already exporting expertise in environmental services. Celtic Sea FLOW offers a particular opportunity, as both a greenfield site and host to a number of companies excelling in this field.

Add Your Pitch

Unfollow

8 people follow this



Pitch In Resources Connect Notifications Opportunities

## OPPORTUNITIES

Commercial contracts as they emerge. Plus signposting to relevant grant funds and upcoming events.

### OFFSHORE WIND ENVIRONMENTAL STANDARDS PILOT - NOISE LIMIT

Offshore Wind Environmental Standards Pilot - Noise Limit

Available through DEFRA

View & Bid

Published Date  
25<sup>th</sup> November 2024

Closing Date  
5<sup>th</sup> January 2025

Contract Value  
£1,575,000

### SUBSEA SOUNDSCAPE (S3) IN THE CELTIC SEA

As part of their OWEC-funded S3 project, Celtic Sea Power seek to procure: At-sea mooring units, equipped with state-of-the-art broadband acoustic recorders, pop-up acoustic retrieval systems and tag detection capabilities, and delivered to a workshop in

Available through Find Tender

View & Bid





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