

Building Power Plants in the Ocean: Opportunities for U.S. Shipbuilding

Moderator: Alex Giles - Principal, Semmes, Bowen & Semmes

DEVELOPMENT OF OFFSHORE CONSTRUCTION VESSELS & TECHNIQUES IN IMMATURE WINDFARM MARKETS

The presentation will summarize the key findings of the review of vessels and construction techniques used early in the development of the offshore wind industry in Europe and provide scenarios for the first projects in the USA. The review covers European projects constructed in the early years of offshore wind, as well as more recent and larger projects.

Gwenna Corbel

Renewables Manager, Offshore Design Engineering (ODE)

Gwenna Corbel is the Renewables Manager for ODE. She holds a Master of Engineering in Material Sciences and Engineering and a Master of Science in Physical Oceanography. During her early career, Gwenna conducted research on climate change, and participated to several research cruises in the Southern Ocean (Antarctic) and the North Atlantic (Iceland). Since joining ODE in 2008, Gwenna has had various roles on offshore renewables projects, including the successful management of the marshalling yard during the Ormonde Project. As Renewables Manager, Gwenna is responsible for the development of the company strategy for the renewable energy market and managing the portfolio of renewables consulting contracts. Gwenna is also the Chair of the Offshore Renewables Special Interest Group at The Institute of Marine Engineering, Science and Technology (IMarEST).

O&M VESSELS FROM AN OEM PERSPECTIVE

The further development of offshore wind projects in the U.S. depends highly on the maritime equipment and logistics required to handle current world class offshore wind turbines. The offshore wind industry is well established in Europe, so as turbine and foundation technology has advanced, so has the maritime industry needed to support larger and more complex projects using purpose built vessels and methodologies designed for offshore wind power plants. This infrastructure simply doesn't exist in the U.S., so the maritime industry for offshore wind in the U.S. represents a strong supply chain opportunity for U.S.-based suppliers, and a further opportunity to get the cost of offshore wind down in the U.S., in much the same way costs have come down in more established markets like Europe.



Jason Folsom

Commercial Head of Offshore Wind, Americas Region, Siemens Wind Power

Jason Folsom received his MBA in International Business from the University of Florida. He has been with the Siemens organization for 15 years in various positions, working in the US, Germany and Denmark. He has been with the Siemens Offshore organization since 2008, primarily in sales roles at Siemens' headquarters in Denmark. During this time, Jason worked primarily on offshore projects in the UK, Germany and the Netherlands. In April of 2011, Jason joined the Siemens Offshore Group in Boston as Commercial Head of the offshore business for Siemens in the Americas' region. Now based in Orlando at the Siemens Wind headquarters for the Americas market, Jason continues to be responsible for all offshore project developments in the US, Canada, and Latin America.

FINANCING JONES ACT VESSEL ASSETS

Mr. Cook will explain the U.S. offshore wind farm standards for Jones Act U.S. build and U.S. citizenship and ownership and operation, the lease financing exception to the vessel ownership rules. He will

describe the MARAD Title XI financing guarantee and CCF tax deferral programs. Mr. Cook and Ms. Thomas will provide explanations of the several ways in which the CCF program can be employed in the financing of the different classes of Jones Act vessels that will be involved. Slides will display CCF and Title XI program financing structures (originally developed for the U.S. Navy) that can be used to achieve reductions of 35% and more in vessel owners' fully financed costs. An example will be given of a Jones Act TIV with a shipyard price of \$300 million, and a fully financed cost of \$438 million using MARAD Title XI financing, with owner/purchasers achieving a fully financed cost reduced to \$270M by using CCF financing structures.



H. Clayton Cook, Jr.

Principal, Cook Maritime Finance

Mr. Cook began his professional career with Sullivan & Cromwell in New York City, was a tax partner with Pepper Hamilton & Scheetz in Philadelphia, and served as Sun Oil Company's Tax Counsel, before his appointment as MARAD General Counsel where he was responsible for the implementation of the Merchant Marine Act of 1970. During his practice years with Cadwalader, Wickersham & Taft, and Fulbright & Jaworski and Seward & Kissel, he advised banks and financial institutions, and shipyards, vessel owners and charterers, in the construction, ownership and financing of more than \$3 billion in U.S. built vessels. This work included multiple projects for vessel ownership and operations in the Jones Act trades, and in the use of the MARAD Title XI and CCF programs in citizen and non-citizen vessel lease financing. Mr. Cook is a frequent conference presenter and has published articles in *Marine Money International*, *Marine Log*, *The Maritime Executive*, *Lloyd's List* and *Benedict's Maritime Bulletin*. His articles on MARAD CCF program use, and on U.S. citizen and 46 U.S.C. 12119 non-citizen CCF program leasing are considered to be definitive statements of the rules that govern these subjects. He is retained by financial institutions and law firms as special counsel for structuring and providing advice on the two MARAD programs and on the citizenship requirements for the ownership and operation of vessels in the U.S. domestic trades. Mr. Cook's work with a colleague in developing CCF program computer models for the Navy's National Shipbuilding Research Program in 2008 led to the issuance of their United States Patent, "System and Method for Financing Vessels", Patent No: US 8,010,431 B1, on August 30, 2011.



Tricia Love Thomas

Partner Gross, Mendelsohn & Associates, P.A.

One of Tricia Love Thomas' passions is working closely with business owners to make sure the financial aspects of their business and personal lives are in sync. Her focus on the big picture – and on her clients' goals – allow Tricia to deliver coordinated accounting and tax services that benefit both businesses and their owners. With 32 years of public accounting experience, Tricia, an audit and accounting partner at Gross Mendelsohn, is a member of the firm's Nonprofit Group. She has a long history of providing audit and tax services to nonprofits, including those that require a Single Audit under OMB Circular A-133, or an employee benefit plan audit. Her commitment to the nonprofit sector does not stop with client service. Tricia has a strong commitment to community service, serving on the board of directors of The Red Devils, a nonprofit that funds services to improve the quality of life for breast cancer patients and their families. She is the former chair of the finance committee for the Catholic Community of St. Francis Xavier and currently serves on the board of the Education Foundation of Baltimore County Public Schools. As Gross Mendelsohn's director of learning, Tricia monitors various training requirements and ensures that staff members have appropriate training. Tricia completed the BKR Leadership Institute, an intensive two-year program designed to develop the personal, interpersonal, managerial and organizational skills of participants.