



Development Grants

Improving competitiveness and increasing capability in the UK supply chain

Scope & Guidance

May 2022



owgp.org.uk

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1 Offshore Wind Growth Partnership

The Offshore Wind Growth Partnership (OWGP) is a long-term business transformation programme that has been established as part of the UK Offshore Wind Sector Deal. It will promote closer collaboration across the supply chain, implement structured productivity improvement programmes and facilitate shared growth opportunities between developers and the supply chain.

Over the next 10 years, the OWGP will invest up to £100 million in projects, activities, products and services that provide direct support to high growth companies in the UK offshore wind supply chain. The programme will deliver a combination of strategic capability assessments, business support services and grant funding to grow existing companies, drive greater collaboration, increase business competitiveness, champion innovation and attract new entrants.

2 Aim

The purpose of the Development Grants is to help UK companies to improve their competitiveness or increase capability to enable a step-change in their growth. The call is open to a wide range of proposals across the existing supply chain and beyond, to fund projects that will lead to an increase in UK content, jobs, turnover and/or exports in the offshore wind sector. This covers investment in new equipment and facilities as well as the development and implementation of new processes. We are especially interested in projects that will create significant export potential and can demonstrate a clear export strategy within the application,

See Section 6 for the Scope.

3 Target

This competition is open to UK companies that are currently working in offshore wind but also from adjacent sectors such as:

- Onshore Wind
- Renewables (other)
- Aerospace
- Oil & Gas
- Nuclear
- Automotive

Companies working in other sectors are encouraged to apply providing the proposal demonstrates a clear business case and ambition to grow market share in offshore wind.

Projects must be delivered in the UK, although the OWGP will consider (and encourages) proposals targeted towards export opportunities. To be eligible to apply, organisations must be a UK registered business of any size but must be able to contribute at least 50% of the total project budget.

Funding is provided to successful companies in the form of a grant. However, depending on the nature of the project, OWGP are open to exploring commercial profit-sharing arrangements post-project that would enable the reinvestment of funds back into OWGP support programmes.

4 Call Summary

Funding Call	Development Grants
Objectives	To help companies improve competitiveness and/or increase capability to accelerate their growth in the sector
Eligibility	<ul style="list-style-type: none"> • Applicants must be a UK-registered company of any size. • Applicants cannot submit a funding application for a project that is already underway or is anticipated to commence prior to the award decision. • Applicants must NOT be in receipt of current OWGP grant funding through a funding competition launched within the last 12 months. • Applicants that are resubmitting a proposal from a previous OWGP funding competition may only resubmit ONCE. • Applicants must demonstrate existing capability or that this can be applied to offshore wind. • Applicants must be able to demonstrate a clear business need or market opportunity for their development activity. • Applicants must demonstrate ability to contribute cash or in-kind investment of at least 50% of the total project budget. (For example: a £2m project could be made up of £1m OWGP grant, £500k investment from company and £500k in-kind from the company)
Scope	<p>Projects can focus on one or more of the following areas that facilitate company growth:</p> <ul style="list-style-type: none"> • Investing in new equipment or facilities to increase manufacturing or service delivery capacity or capability. • Developing and implementing new operational processes that will increase competitiveness in the UK and global markets. • Investing in new technologies, products and/or services to improve operational performance, reliability and/or efficiency. Please note that any technology development should be near-to-market, ready for commercialisation. • Other activity that will grow the company and lead to increased jobs, turnover and/or exports.
Activity Type	<p>Projects should enable a step-change in growth and can include capital and operational expenditure.</p> <p>Projects will be based on a long-term business plan that covers operational costs, forecast market share, revenue, employment and exports.</p>

	Projects should deliver increased jobs, exports, turnover and IP for the lead applicant, all within the offshore wind sector.
Project Duration	Projects can be between 9 months and 24 months duration.
Eligible Costs	Your project's total eligible grant funded costs must be between £50,000 and £500,000. This is range of grant that can be awarded. Applicants may receive funding for eligible project costs of up to 50% of the total project budget. The minimum grant is £50,000, the maximum grant is £500,000.
Funding Type	Funding will be provided in the form of a grant. OWGP are open to exploring commercial profit-sharing arrangements post-project that would enable the reinvestment of funds back into OWGP support programmes
Call Opens	Monday 30 th May 2022
Online Briefing Webinar	Wednesday 15 th June 2022 from 14:00 – 15:00
Stage 1 Closes	Friday 29 th July 2022 at 17:00
Applicants Notified	Friday 16 th September 2022
Stage 2 Closes	Friday 28 th October 2022 at 17:00
Award Decision	Friday 16 th December 2022
Project Start	All projects must be ready to start on or before 1 st February 2022, with agreed match funding and a project plan.

5 Definitions

The following terms shall have the meaning as described in the Definitions shown below:

Term	Definition
Applicant	A UK-based supply chain company that makes an application to the OWGP for funding or support.
Assessor	An OWGP appointed assessor that reviews the Development Grant applications to determine eligibility and alignment with OWGP KPIs. Stage 2 applications will also be reviewed by the OWGP Board of Directors.
Grant agreement	An agreement which will be signed between the successful applicant and the OWGP. Under this agreement, the applicant will agree to implement the project described in the application. The OWGP will agree to make available the funds to the applicant to deliver the project in arrears, upon evidence of deliverables and expenditure.
Deliverables	The agreed set of specific outputs from the project.
Delivery Partner	A service provider who provides specialist knowledge/expertise to the Applicant during the project. These would be classed as “sub-contracting” costs for the project.
Eligible Costs	Costs that will be funded by OWGP, e.g. labour, materials, sub-contracting, travel & subsistence

Project Budget	The total budget for the project including eligible costs and company contributions.
Match Funding	Company contribution to the project that can be in-kind and/or financial.

6 Eligibility

The Applicant must meet the following criteria:

- Be a UK-registered company of any size
- Show a clear intent to develop their business further in offshore wind
- Have not received OWGP grant funding (as lead organisation) through a funding competition launched in the last 12 months, i.e., the May 2021 Development Grants, the September 2021 Innovation Grants or the December 2021 Development Grants.
- If resubmitting a proposal from a previous OWGP funding competition that was unsuccessful, this is the first and only resubmission.
- Have not already started the eligible project activities outlined in the funding proposal or anticipate commencing these activities prior to an official award decision.
- Show a clear intent to improve competitiveness and/or increase capability in offshore wind
- Demonstrate existing capability in offshore wind or have a firm plan for working in offshore wind
- Show a clear intent to grow the business in terms of turnover, UK jobs, UK exports and UK-based IP with justification and evidence provided.
- Provide an in-kind contribution to the total project costs
- Make only one submission to this funding call per company
- Explain how this project would not take place without OWGP support and why this funding is additional to business-as-usual activity.

In addition to the Applicant, we encourage the inclusion of other organisations as part of the wider Project Team. These could be:

- Other UK-based business, academic institution, public sector organisation, charity or Research and Technology Organisation (RTO)

If an applicant does not make a substantial effort to exploit the award in line with the grant agreement, the OWGP reserves the right to award no more funding to the applicant in this, or any other OWGP programme.

7 Scope

The aim of this competition is to support UK supply chain companies to grow through increased competitiveness, increased capability and/or development of new technologies, products, and services. Companies are invited to submit applications for projects that demonstrate high growth potential and will enable increases in UK content, jobs and exports.

In line with the strands, OWGP is seeking applications from UK companies with proposals focused on one of the following areas:

- Investing in new equipment or facilities to increase manufacturing or service delivery capacity or capability.
- Developing and implementing new operational processes that will increase competitiveness in the UK and global markets
- Investing in new technologies, products and/or services to improve operational performance, reliability and/or efficiency. **Please note that any technology development should be near-to-market, ready for commercialisation.**
- Other activity that will grow the company and lead to increased jobs, turnover and/or exports.

This competition will support companies with transformative plans for growth in offshore wind. Successful applicants will be high growth companies that can make a marked contribution to UK offshore wind projects and maximize their export potential following completion of their projects.

If you are not sure whether a project fits within criteria above, please contact the OWGP team prior to submitting a Stage 1 Application to ensure it is within scope.

OWGP will monitor successful projects and track progress in line with forecast outputs and key performance indicators for the programme. Projects must be transformative, additional to business-as-usual activity and be able to deliver long-term impact.

Due to the wide scope, the Development Grant funding call is anticipated to be extremely competitive. Therefore, within your application you should clearly demonstrate:

- The main motivation for the project, detailing the barriers to growth in offshore wind.
- What improvements the project will deliver to the business to support growth.
- How the project fits with your current business plan, product range or service offerings
- How it will make you more competitive
- The outputs you expect from the project and how these will help you address the challenge(s) identified.
- The impact of the project on UK jobs, turnover, UK exports and UK-based IP

- The expertise of the project team in relation to your approach to the project, highlighting any gaps.
- The structure and features of your target market(s)
- The main work packages of the project, milestones and deliverables as part of a project plan
- Your approach to project management, identifying any major tools and mechanisms you will use to succeed
- The main risks and uncertainties of the project and how you will mitigate these
- If your project could go ahead in any form without OWGP funding and if so, the difference that OWGP funding would make, such as a faster route to market, target customers or reduced risk

If you need support finding partners that could help deliver your project, please get in touch with the OWGP Programme Team at info@owgp.org.uk who can help you find suitable companies and also direct you to the appropriate representative within your regional [Cluster](#).

7.1 Project Type

We will fund projects that align with the scope areas and will enable a step-change in growth for the business. This can be a combination of capital and operational expenditure.

7.2 Projects we will not fund

We are not funding projects:

- **That do not focus on company growth in offshore wind specifically.**
- That are not led by a UK company
- That do not align with the scope
- That are already underway
- From companies that cannot clearly demonstrate a business case or market opportunity
- From companies that cannot demonstrate an in-kind contribution
- From companies that have received an OWGP grant from a funding competition dated within the last 12 months.
- That have already been resubmitted to OWGP following an initial unsuccessful application
- That are early-stage research and unable to demonstrate short-term impact on company growth
- That will not be ready to start by 1st February 2023

8 Application Process

The Development Grant funding call has a two-stage application process to enable the OWGP to manage the volume of applications and allow a simple first stage application.

8.1 Stage 1 Application

Applicants will have until **29th July 2022 at 17:00** to submit the Stage 1 Application Form to via **Microsoft Forms**. You can access the Application Form [here](#).

PLEASE NOTE: You will **NOT** be able to save and return to your application within the form. We strongly recommend that you draft responses to the questions below before copying into the form for submission.

The Stage 1 Application consists of **6 Sections with a total of 50 questions** that will enable the OWGP to determine the company and project eligibility:

Section 1: Contact Details & Company Information

1. Applicant Name
2. Applicant Position
3. Applicant Email Address
4. Applicant Contact Telephone Number
5. Company Name
6. UK Company Registration Number
7. Number of Employees
8. What size is your company? *We will base this definition on Full Time Equivalent (FTE) staff headcount*
 - Micro (<10 FTE)
 - Small (<50 FTE)
 - Medium (<250 FTE)
 - Large (>=250 FTE)
9. What is the ownership structure of the company?
10. Company Turnover
11. Company Postcode
12. Company Website
13. Which market sector / industry would you describe as your primary sector / industry? *Please select one option or provide a text response*
 - Aerospace
 - Agriculture
 - Automotive
 - Chemical Industries

- Construction
- Defence
- Education
- Financial / Professional Services
- Offshore Wind
- Oil & Gas
- Onshore Wind
- Other Renewables
- Nuclear
- Rail
- Shipping, Port
- Other

14. Which offshore wind sub-sector is your primary focus? *Please select one option or provide a text response*

- Development (e.g. engineering and environmental surveys)
- Engineering Services
- Manufacture/Fabrication (turbines and balance of plant)
- Installation and Commissioning
- Operations and Maintenance (including inspection)
- Decommissioning
- Other

15. Have you or other(s) in your organisation applied to OWGP programmes in the past?

- Yes - we made an application and we received support from OWGP
- Yes - we made an application and we were unsuccessful
- No - we have never made an application to OWGP for support

16. To which programmes have you previously applied? *Please list all applications made, even if these were unsuccessful*

17. Is this application a resubmission from a previous OWGP Funding Competition?

- Yes - we made an OWGP funding application for this project previously and it was unsuccessful
- No - we have never made a funding application to OWGP for this project

Section 2: Tell us about the background to your business and ambition for growth in offshore wind

Note: We are looking for applicants to demonstrate relevant experience or be well-suited to delivery in offshore wind. The answer should demonstrate a clear intention to develop in the offshore wind sector. The applicant should clearly describe the ambition for growth in the sector and strengths they have that will enable them to be successful.

18. What is the background to your business and what product/service/technology are you developing for delivery in offshore wind? (Max 400 words)
19. What is your experience in offshore wind and your plans to grow your business in the sector? (Max 400 words) Please indicate the % of your business revenue attributed to offshore wind

Section 3: Tell us about the market opportunity/challenge(s) that your project addresses?

Note: An applicant must show a clear understanding of the offshore wind challenges they are trying to solve with use of the OWGP funding. The applicant must clearly demonstrate the motivation for the project in line with the market opportunity/challenge(s) identified. The applicant should consider how the market is developing and ensure that the project is a sustainable solution to underpin future growth

20. What is the offshore wind business need, market opportunity, and/or challenge that your project addresses? (Max 500 words)

Section 4: Tell us about your project and how it will unlock business growth in offshore wind

Note: We are looking for the applicant to describe the project and justify with sound reasoning how the proposed solution is well-suited to the challenge/opportunity identified. The applicant should clearly describe how it will unlock business growth within the offshore wind sector. The applicant should clearly articulate what the project will do and how it will be managed effectively to achieve the outcomes.

21. What will the project do and how will it address the business need/challenges identified? (Max 400 words)
22. How will you effectively manage the delivery of the project? (Max 300 words)

Section 5: Financial Summary

Please provide a high-level breakdown of your anticipated project costs, amount of funding requested and company contribution. Please see the Scope & Guidance document for a description of eligible project costs. **Please ensure these costs are accurate and correct before submitting.**

Please note OWGP will provide up to 50% of the eligible project costs (up to £500,000)

23. Total Project Costs (£)
24. Company Contribution (at least 50%) (£)
25. Total Funding Requested (£)
26. Project Cost Breakdown: Labour Costs (£)
27. Project Cost Breakdown: Overheads (should not exceed 20% of Labour costs) (£)
28. Project Cost Breakdown: Materials (£)
29. Project Cost Breakdown: Subcontracting (£)
30. Project Cost Breakdown: Travel & Subsistence (£)
31. Project Cost Breakdown: Other (£)
32. Please use this section to provide justification of the above finances and any additional details e.g. explanation of subcontractors, split of capex/opex, any other cost descriptions.

Please also indicate if you would be open to any commercial partnership or profit-sharing arrangement should your project successfully secure OWGP support. (Max 400 words)

Section 6: What are the expected project outputs in terms of business growth?

OWGP's activities are measured against impact made to UK companies in terms of Jobs, Turnover, Exports and IP in the Offshore Wind Sector.

Please provide a baseline figure against each measurable area in relation to your activities today **in the Offshore Wind Sector ONLY**

Then provide forecasts for each measurable area at:

- 1 year after support
- 3 years after support
- 2030

If you are new to the offshore wind sector and do not have current baseline figures for jobs, turnover, exports or IP, zero values can be accepted.

The applicant should also include any additional benefits or impacts expected as a result of this project and OWGP's support

Jobs

33. Baseline – Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*
34. Forecast - 1 year after support - Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*
35. Forecast - 3 years after support - Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*

36. Forecast - at 2030 - Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*

Company Turnover

37. Baseline - Turnover attributable to the Offshore Wind Sector
Please provide a numerical value in £

38. Forecast - 1 year after support - Turnover attributable to the Offshore Wind Sector *
Please provide a numerical value in £

39. Forecast - 3 years after support - Turnover attributable to the Offshore Wind Sector *
Please provide a numerical value in £

40. Forecast - at 2030 - Turnover attributable to the Offshore Wind Sector *
Please provide a numerical value in £

Exports

41. Baseline - Exports attributable to the Offshore Wind Sector
Please provide a numerical value in £

42. Forecast - 1 year after support - Exports attributable to the Offshore Wind Sector
Please provide a numerical value in £

43. Forecast - 3 years after support - Exports attributable to the Offshore Wind Sector
Please provide a numerical value in £

44. Forecast - at 2030 - Exports attributable to the Offshore Wind Sector
Please provide a numerical value in £

IP

45. Baseline - IP attributable to the Offshore Wind Sector
IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.

46. Forecast - 1 year after support - IP attributable to the Offshore Wind Sector
IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.

47. Forecast - 3 years after support - IP attributable to the Offshore Wind Sector
IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.
48. Forecast - at 2030 - IP attributable to the Offshore Wind Sector
IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.
49. Please use this section to justify the forecast values above and highlight additional impact(s) expected from your project (*Max 300 words*)
50. Please explain if this project could go ahead in any form without OWGP funding and, if so, the difference that OWGP funding would make (*Max 200 words*)

- End of Stage 1 Application Form -

The OWGP will review all 1st Stage Applications and notify all applicants by **16th September 2022** of the decision and if they have been invited to submit a full business plan. At this time, successful Stage 1 Applicants will receive a Stage 2 Application form to complete and submit by the call deadline **28th October 2022**. Please note only successful Stage 1 Applicants can continue with the funding application process.

8.2 Stage 2 Application

The Stage 2 Application will ask selected companies to develop and submit a project plan (work packages, deliverables and milestones) along with a business plan showing the forecast growth of the project. This will cover forecast market share, revenues, employment and exports. The project plan and business plan plus any supporting material must be submitted to info@owgp.org.uk no later than 5pm on **28th October 2022**.

9 Evaluation

Stage 1 Applications will be reviewed by the OWGP Programme Team and appointed independent assessors to ensure the project is within scope and meets eligibility criteria. Stage 2 Business Plans will be reviewed by the OWGP Programme Team, independent assessors and Board of Directors.

Stage 1 Applications will be scored against the following criteria:

Criteria	Weighting	Guidance
Company background and relevance to this call	10%	An Applicant must have relevant experience or be well suited to delivery in the offshore wind sector and display a strong knowledge of the market
Clear challenge/market opportunity	20%	An Applicant must show a clear understanding of the market opportunity/challenge it is aiming to address with use of the OWGP funding
Project suitability and approach to delivery	20%	The proposed project must be clearly defined, address the challenges identified and ensure effective delivery of outputs
Value for Money	20%	An applicant must clearly justify the project costs and indicate why the project would be less effective/not go ahead without OWGP funding
Impact and Additionality	30%	An Applicant must indicate what the impact will be on company growth KPIs: Jobs, turnover, IP, exports, and identify additional benefits/impacts.

10 Dates

The following table provides a list of key dates for this Call:

Event	Date
Call Opens	Monday 30 th May 2022
Online Briefing Event	15 th June 2022 from 2:00pm – 3:00pm. Click here to register
Stage 1 Application deadline	29 th July 2022 at 5pm
Successful Stage 1 Applicants notified	16 th September 2022
Stage 2 Application deadline	28 th October 2022 at 5pm
Applicants notified	On or before 16 th December 2022
Project Start Date	On or before 1st February 2023

11 Submission Guidance

The Stage 1 Application Form [can be accessed by clicking this link](#) or from the OWGP website. Applicants will be able to complete and submit this form until the stated Stage 1 Application deadline. A confirmation email will inform the sender that the submission has been received and you will receive a copy of your submission.

PLEASE NOTE: You will **NOT** be able to save and return to your application responses within the form. We strongly recommend that you draft responses to the questions outlined in Section 8.1 before copying into the form for submission.

The Stage 2 Application material will be emailed to all applicants that are successful in the Stage 1 Application. Applicants will be able to submit their project plan and business plan, along with any attachments until the stated Competition closing date and time. The submission documents should be sent to info@owgp.org.uk. A confirmation email will inform the sender that the submission has been received.

11.1 Application forms

The Stage 1 Application is a Microsoft Form. It is recommended that draft responses are prepared prior to entering into the Microsoft Form since responses cannot be saved and returned to. Applicants should answer all questions and be aware that applications are assessed based only on what is provided by the Applicant. Where applicable, numerical or quantitative answers will be looked on favourably. Templates for the Stage 2 Project Plan and Business Plans will be provided to applicants that are successful in Stage 1.

[Click Here](#) to access the Stage 1 Application Form.

12 Delivery

12.1 Applicant Responsibilities

Successful applicants will be required to:

- Provide an internal champion or Project Manager to own the relationship with the OWGP and manage the agreed Programme of Activity devised by the Applicant
- Use the OWGP Project Management Plan template provided to manage and report on their project progress.
- Commit internal resource to deliver the project, as agreed by the Applicant and the OWGP
- Take responsibility for the management and delivery of their project, ensuring that evidence of deliverables is provided to the OWGP in advance of grant payments

- Manage any sub-contracting agreement with project partners (if applicable). The OWGP will contract directly with the Applicant
- Report to the OWGP for a minimum of five years on all outputs and specifically on increases in turnover, jobs, exports and IP. This includes major business milestones following engagement with the OWGP.
- Provide feedback to the OWGP Programme Team on this funding call
- Be open to publicity about participation in the OWGP

12.2 Funding

Funding will be allocated to successful applicants in the form of a grant. Grant payments will be made to the lead organisation based on the completion of deliverables and evidence of expenditure at agreed milestone dates. Funding will be paid on all eligible project costs **net of VAT**.

Depending on the nature of the project, OWGP are open to exploring commercial profit-sharing arrangements post-project that would enable the reinvestment of funds back into OWGP support programmes. Please highlight in your application if you are open to profit sharing on commercial contracts resulting from OWGP support.

13 Confidential Information and Intellectual Property

The business information you provide in your online Application will be kept strictly confidential and will be used solely by the OWGP and Assessors for the purpose of this call.

It is the intention of the OWGP that a confidential and intellectually safe environment be created by the Call where Applicants will feel free to share their ideas and concepts without fear of plagiarism or impact on their secrecy. As a result, the OWGP will ensure that the Intellectual Property (IP) included in submissions to the Call and IP that will be developed during any subsequent phase is and will remain property of the provider, will be treated in confidence and exclusively for the purpose of assessing and evaluating the Call Application. If the Applicant does not want to share the outputs of its work with the OWGP, the OWGP will need some other form of proof that the work was completed.

The OWGP may use your contact details to approach you about future activities and initiatives (programmes, projects, events, training opportunities, etc.).



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