



# OWGP Development Grants Briefing

Dr Claire Canning

January 2025

Funded by  
**Offshore Wind Industry Council**

Delivered by  
**CATAPULT**  
Offshore Renewable Energy

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# Our Aim

**OWGP:** UK's flagship supply chain growth funding and business support organisation dedicated to offshore wind



## Delivering:

Budget of **£100m** over ten years to provide:

- **Business Transformation** structured programmes to help companies grow.
- **Funding** – for developing new products, services, capacity and capability

Funded by

**OffshoreWind  
IndustryCouncil**

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**CATAPULT**  
Offshore Renewable Energy



**Accelerate  
revenue growth**



**Generate  
skilled jobs**



**Increase  
exports**



**Develop UK  
Intellectual  
Property**

# OWGP Programme Overview





**Anil Sayhan**  
OWGP Programme Director

## Business Transformation



**Dai Lewis (interim)**  
OWGP Programme Manager



**Matthew Brown**  
OWGP Project Manager

## Grant Funding



**Dr Claire Canning**  
OWGP Programme Manager



**Tom Speedie**  
OWGP Project Manager



**Tom Piper**  
OWGP Project Manager

## Cross-Cutting



**Emma Lewis**  
OWGP Project Manager

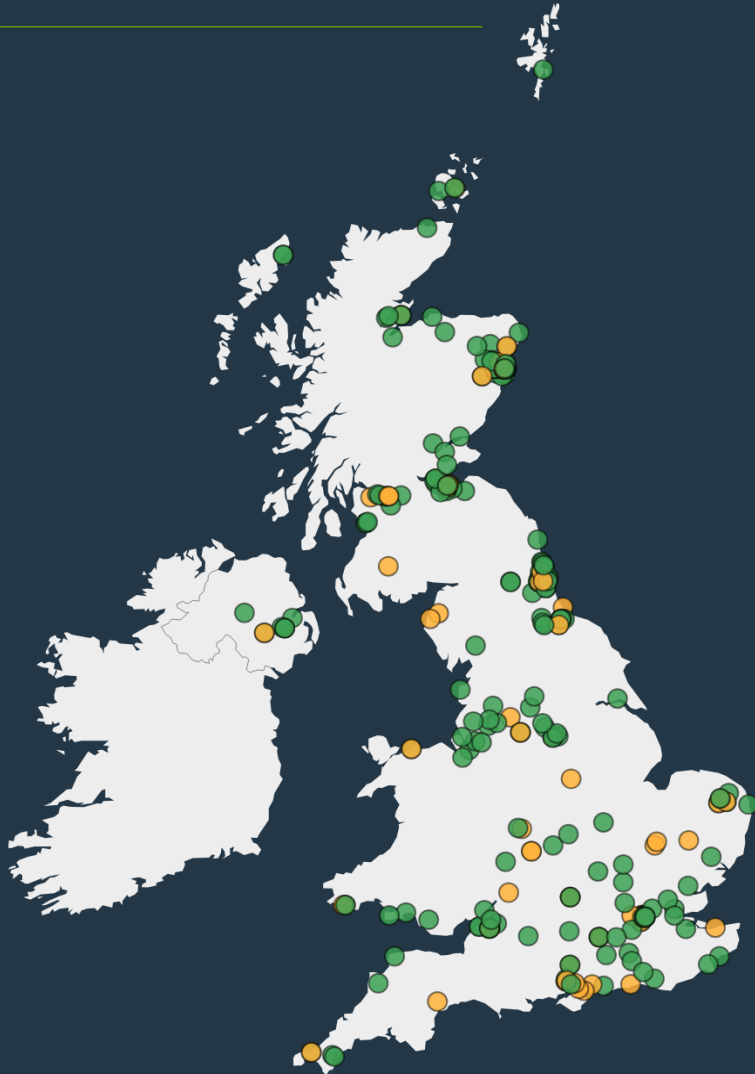


**Teo van der Kammen**  
OWGP Senior Project Manager



**Rhianna Knight-McGrath**  
OWGP Comm Manager

# Our impact



## 318 project activities supported across the UK to grow the offshore wind supply chain

Participating Companies in our programmes have reported...

1528



Increased  
jobs

£296m



Increased  
Turnover

206



Marketable  
products &  
services for  
offshore wind

£165m



In-year exports

Funded by

Offshore Wind  
Industry Council

Delivered by

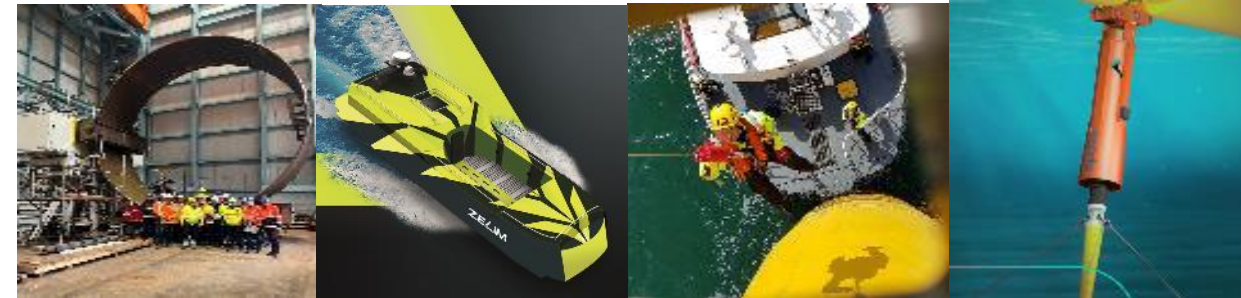
**CATAPULT**  
Offshore Renewable Energy



# Offshore Wind Growth Partnership (OWGP)

OWGP: UK's flagship supply chain growth funding and business support organisation dedicated to offshore wind

Some of the participants in funding programmes:



**CVE**  
CAMBRIDGE  
VACUUM  
ENGINEERING

**ZELIM**

**Pict**

**apollo**

Programmes offered to date		
	Sector knowledge, market intelligence, business strategy	8-10 weeks
	Tender readiness	12-18 months
	Increased competitiveness	Up to 4 years
	Technology commercialisation	£25k - £1 million per project
	Increased capability and/or capacity	
	Unlocking new manufacturing facilities	

Supporting UK companies to achieve global competitiveness

5.5 Years of experience

318 Projects supported

1528 Jobs created

296 Million £ revenue growth

# Development Grants Funding Call (Jan 2025)





# Development Grants

## Scaling up capacity and increasing capability in the UK offshore wind supply chain

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 designed to fund projects that will lead to an **increase in UK content, UK jobs, UK IP, turnover and exports in the offshore wind sector**.

This covers **both capex and opex**, i.e. investment in new equipment and facilities as well as the development and implementation of new processes or commercialising new products/services.



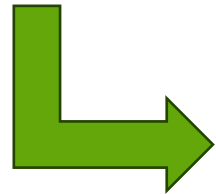
Total funding pot is £2m

Eligible project costs are between £50k and £500k

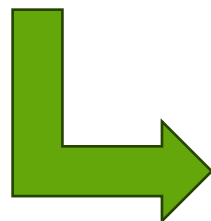
Projects of between 9- and 24- months duration

# Scope

Proposals should demonstrate clear alignment and growth potential in the priority areas identified in the IGP



Industrial Growth Plan



Advanced Turbine Technology	Blades Towers Turbine drive train
Industrialised Foundations & Substructures	Deep water foundations Moorings and anchors Steel semi-submersible Concrete semi-submersible & gravity foundation Monopile foundation Monopile transition piece
Future Electrical Systems & Cables	Static and dynamic array cable Offshore export cable Onshore export cable Offshore substation foundation Electrical system design
Next Generation Installation, Operations & Maintenance	Wind turbine installation vessels Cables installation vessels O&M vessels Schedule maintenance and repairs Landfall HDD and cable pull operations Floating turbine installation Floating assembly Wind turbine installation equipment and transportation frames Monopile Installation
Smart Environmental Services	Environmental Surveys

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 UK jobs, turnover and/or exports.



**This competition will support companies with transformative plans for a step-change in growth in offshore wind.**

- Be a UK-registered company of any size
- Applicants cannot submit a funding application for a project that **does not have a distinct scope** that is unlikely to materialise without **external funding support**
- The Project scope cannot be described as “business as usual”.
- Applicants must demonstrate **clear alignment** with at least one of the nine supply chain areas in the competition scope (identified in the **Supply Chain Capability Analysis Report**).
- 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 **NOT have already received 3 or more OWGP funding awards (without commitment to repay at least one)**.
- Applicants must demonstrate that the product or service has an application in offshore wind.
- Show a clear intent to grow the business in terms of **turnover, UK jobs, exports and IP**
- Demonstrate an ability to provide at least 50% matched contribution
- Make only one submission to this funding call per company

**\* Includes Jan 2024 Development Grant Competition**

Your project's grant from OWGP must be between £50k and £500k.

Applicants must demonstrate the ability to contribute cash or in-kind investment of at least 50% of the total project budget.

*e.g. £500k project could be made up of £250k OWGP Development Grant, £125k cash investment from the company and £125k in-kind company contribution.*

**OWGP encourages applications from companies that would consider the repayment of funds following commercial success.**

In addition to the Lead Organisation (applicant), we encourage the inclusion of other organisations as part of the wider Project Team as and where this is appropriate:

- Other UK-based business
- Potential clients for the Deliverables
- Academic institutions
- Public sector organisation
- Research and Technology Organisation (RTO) such as Catapults.

The OWGP **may** consider an overseas Delivery Partner if the capability does not currently exist in the UK. This should be clearly justified in your application.

**Please note: OWGP will contract with and allocate grant payments to the Lead Organisation ONLY. All project partners will be sub-contractors to the Lead Organisation.**

# How to apply





The Development Grants Call has a two-staged application process. This will enable to the OWGP to

- Manage the volume of applications
  - Determine eligibility early in the process
  - Notify applicants as early as possible
  - Identify the most appropriate assessors
- 
- Only successful Stage 1 Applicants will be invited to submit a Stage 2 Application. The Stage 1 EoI Deadline is **Friday 28<sup>th</sup> February at 5:00pm.**
  - The OWGP will review all Stage 1 Applications and notify applicants by **4<sup>th</sup> April 2024** of the decision. We will try to provide feedback wherever possible.
  - At this time successful Stage 1 Applicants will receive a Stage 2 Business Plan template to complete and submit by **Monday 12<sup>th</sup> May 2024 by 5:00pm.**

Please note only successful Stage 1 Applicants can continue with the funding application process.

# How to Apply

<https://owgp.org.uk/programme/development-grants/>

We recommend you download our [Scope & Guidance document](#) before starting the form

- We are now using [Microsoft Forms](#) for our applications
- Questions are a blend of text box responses, numerical and drop-down responses
- Link to Funding [Terms and Conditions](#)

Please note - you will **NOT** be able to save and return to your application within the form. We therefore strongly recommend that you draft responses to the questions which are found in the **Development Grants Scope and Guidance Document** before copying these into the form for submission. You will be able to save a PDF copy of your responses after submission.



## OWGP Development Grant Application - January 2025

Prior to entering your responses on this form, please ensure you have fully reviewed our Development Grants Scope and Guidance Document which can be found on the OWGP Website:

<https://owgp.org.uk/programme/development-grants/>

The Development Grants Scope and Guidance Document contains important information relating to the scope and aims of the programme, applicant eligibility and also explains the assessment and delivery process.

Please note - **you will NOT be able to save and return to your application within this form.** We therefore strongly recommend that you draft responses to the questions which are found in the Development Grant Scope and Guidance Document before copying these into the form for submission.

Please note - This application should be completed by the lead organisation wishing to receive funding and should not be filled-out by a third party or on behalf of another organisation.

Please note - if your organisation has been awarded a grant from an OWGP funding competition launched in the last 12 months you are not eligible to submit into this funding round.

Please note - if your organisation has received 3 or more grant funding awards from OWGP, you are not eligible to submit into this funding round (unless the applicant has committed to repay at least one these grants to OWGP)

Please note - Applications will be assessed on company growth potential. If your project is focused on technology development, technologies should be near-to-market, ready for commercialisation. This includes floating technology.

\* Required

### Contact Details & Company Information

If you have not already registered, please register your interest in the OWGP Programme before you submit this application at: <https://owgp.org.uk/register-interest/>

1. Applicant Name \*

2. Applicant Position \*

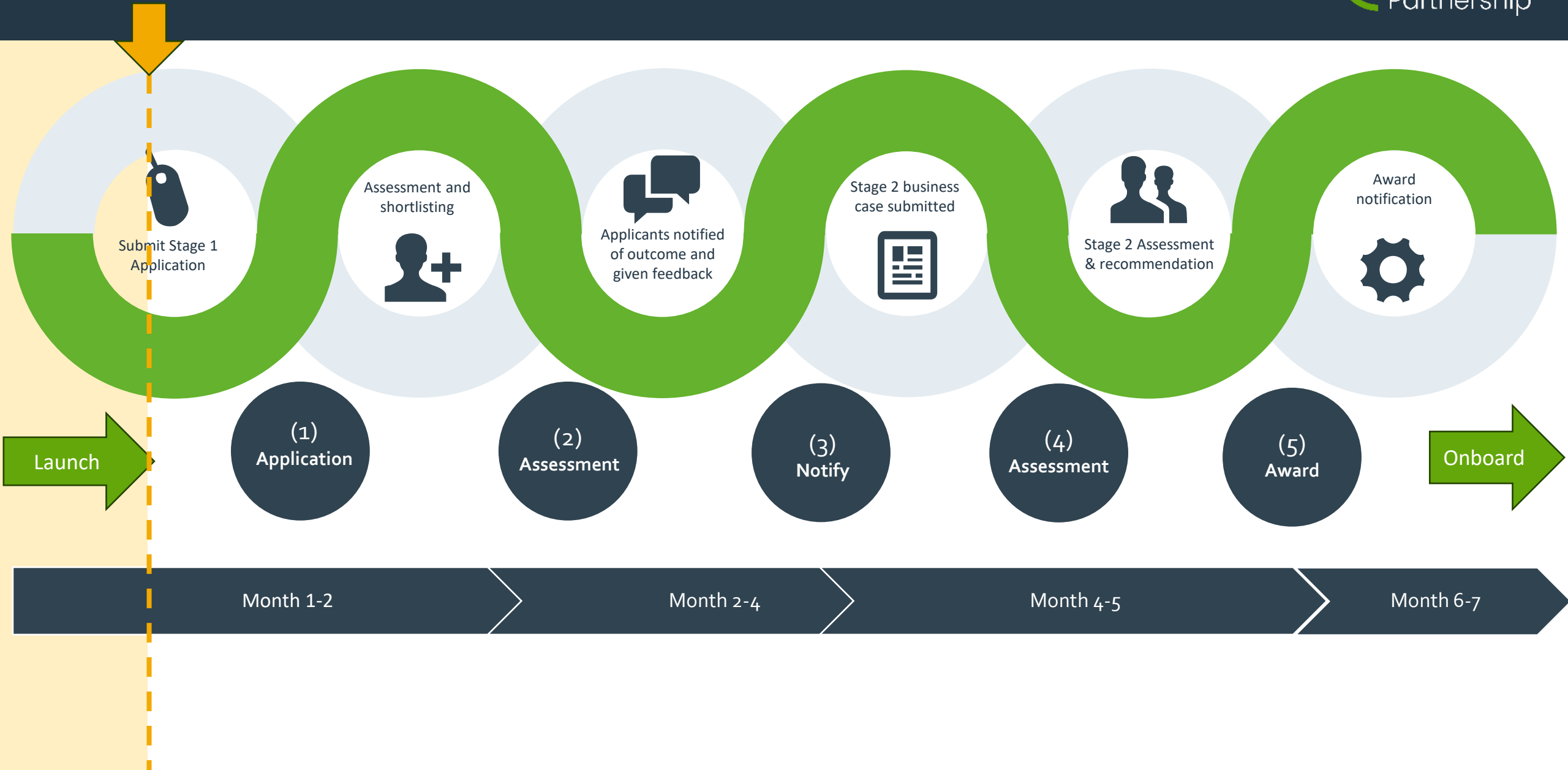
3. Applicant Email Address \*

# Stage 1 Application Questions

Section	Section Title	Criteria Guidance	Criteria	Assessment Weighting
1	Tell us about the background to your business and relevant experience	An Applicant must <b>have relevant experience or be well suited to delivery</b> in the offshore wind sector	Company Background and relevance to this call	5%
2	Tell us about your ambition for growth in offshore wind	An Applicant must demonstrate clear ambition for growth in the sector and articulate the strengths they have that will enable them to be successful.	Ambition for growth in offshore wind	10%
3	Tell us about the market opportunity/challenge(s) that your project addresses	An Applicant must show a clear understanding of the market opportunity/challenge it is aiming to address with use of the OWGP funding.	Clear challenge/market opportunity	15%
4	How does your project align with the priority supply chain focus area(s) in this scope	An applicant must demonstrate clear alignment with at least one of the five focus areas such that it will maximise benefit to the UK offshore wind sector.	Alignment with high-value supply chain categories	10%
5	Tell us about your project and how it will unlock business growth in offshore wind	We are looking for the applicant to <b>describe the project</b> and justify with sound reasoning how the proposed solution is well-suited to the challenge/opportunity identified. The applicant should clearly <b>describe how they will ensure effective project delivery and achieve the outputs.</b>	Project suitability and approach to delivery	20%
6	Financial Summary	An applicant must clearly outline the project costs and explain why the proposed Project is the most cost-effective method of solving the identified opportunity/challenge. The Applicant must explain why the project would not materialise or be less effective without OWGP funding.	Value for Money & Additionality	20%
7	What are the expected outputs in terms of business growth?	An Applicant must indicate what the impact will be on company growth KPIs: <b>UK Jobs, turnover, IP, exports</b> , and identify additional benefits/impacts.	Impact and Growth Potential	20%

Event	Date
Call Opens	Wed 22 <sup>nd</sup> January 2025
Stage 1 Application deadline	<b>Friday 28<sup>th</sup> February 2025 at 5pm</b>
Stage 1 Applicants notified	<b>On or before 4<sup>th</sup> April 2025</b>
Stage 2 Application deadline	<b>Monday 12<sup>th</sup> May 2025 at 5pm</b>
Applicants notified	<b>On or before 11<sup>th</sup> July 2025</b>
Project Start Date	<b>On or before 1<sup>st</sup> September 2025</b>

# Development Grant Process



- Step (1)      Ensure that you have registered on the website:  
<https://owgp.org.uk/register-interest/>
  
- Step (2)      Draft responses to the application questions found in the  
[Development Grant Scope & Guidance Doc](#)
  
- Step (3)      Paste your responses into the [Online Application Form](#) and **submit**
  
- Step (4)      You will receive an email acknowledgement to confirm that your  
application has been received.



- **Stage 1 Applications** will be reviewed by a mix of internal and external assessors to determine eligibility.
- **Stage 2 Business Plans** will be reviewed by the OWGP Programme Team, OWGP Board and Independent Assessors where appropriate.
- Assessors will be asked to score applications based on the evaluation criteria detailed in the Scope & Guidance documents (Please refer to the documents for weighting of scores)
- Applicants will be notified of the decision via email and will receive feedback shortly afterwards.

## Applicant Responsibilities

- Provide an internal champion to engage with OWGP and manage the project.
- Commit internal resource to deliver the agreed project.
- Report to the OWGP on successful results and major business milestones.
- Be open to publicity about participation in the OWGP.
- **Be ready to start your project in Sept 2025 with matched funds in place**

## Funding

- Funding will be paid on all eligible project costs net of VAT.

## DO

- **Ensure you are eligible** before submitting an application
- Ensure your **eligible project costs are within the grant range for this competition** - £50k to £500k (if the grant request is not within this range, the proposal will be rejected)
- PLEASE make sure your **project finances are correct** across all budget lines.
  - Including internal labour Vs. subcontracting costs!!
- Let us know if you are open to repayment options following commercial success generated by the project (**not essential**)
- Make it clear in the application if you are anticipating any changes to the company during the life of the project e.g. Dedicated project company, new company name, new website, rebranding etc.
- Pay close attention to **KPI alignment** i.e. if the project will not generate UK jobs or exports it is unlikely to be successful
- **Demonstrate clear market understanding** – Applicants need to demonstrate where they fit in the offshore wind market and how this can be exploited for company growth. Quantify wherever possible.

## DON'T...

- Submit an application if **you do not meet the eligibility criteria or scope** – ask if unsure
- Submit an application for “business as usual” activity i.e. general business development or marketing. **Needs to be a discrete project with tangible outputs.**
- Resubmit a previous application without addressing feedback and comments – you can only resubmit once.
- **Submit rounded up costs** – ensure they are accurate and you are prepared to demonstrate evidence of these. Labour costs are scrutinized heavily.
- **Submit costs without providing clear justification** of the breakdown and how this demonstrates value for money.
- **Submit additional material** with the Stage 1, there will be opportunity to send supporting documents and letters of support with your Stage 2 business case.
- **Include overseas partners** or subcontractors in your application unless you have notified OWGP and provided clear justification for not using UK suppliers.
- **Inflate forecast KPIs** – provide justification of all forecasts and how they align with the market opportunity. Ambition is great but forecasts need to have rationale.

# FAQ



“My company is currently receiving grant funding from a previous OWGP Funding Competition, am I eligible to apply for Development Grant Funding?” *If you are receiving funding from a competition launched in the last 12-months you are not eligible to apply e.g. Development Grants Jan 2024, MFSP 2024 or Innovation Grants 2024.*

“Will submitting an application to the Development Grants call preclude me from applying to the next Innovation Grants competition?” *No, you will be notified of the award decision for the Dev grants call before the application window closes for the next Innovation Grant call. Reminder: there will be OWGP funding opportunities every 3-4 months.*

“I am participating in one of the Business Transformation programmes (WEST/SiG), am I eligible to apply?” *Yes, and vice-versa*

“Could you confirm the percentage of funding available to Universities, RTO etc?” *Unlike Innovate UK there is no set RTO or academic institution allowance. Funding is allocated to the Lead Organisation who can sub-contract elements of the scope to project partners. The total project costs including allocation to sub-contracting should be detailed in the application.*

“I noticed on the OWGP call a company’s 50% match can be made up of 25% cash contribution and 25% contributions in kind. Could you advise what the acceptable “contributions in kind” are for this grant please?” *Typically, this would be time spent on the project and indicated in the Labour Costs. It may also include in-kind materials or facilities.*

“Can my matched funding contribution come from a third party?” *No. Third party contributions are only permitted providing the grant recipient (lead organisation) can satisfy the minimum matched funding requirements on their own.*



**Unlock potential • Develop capability • Accelerate growth**