



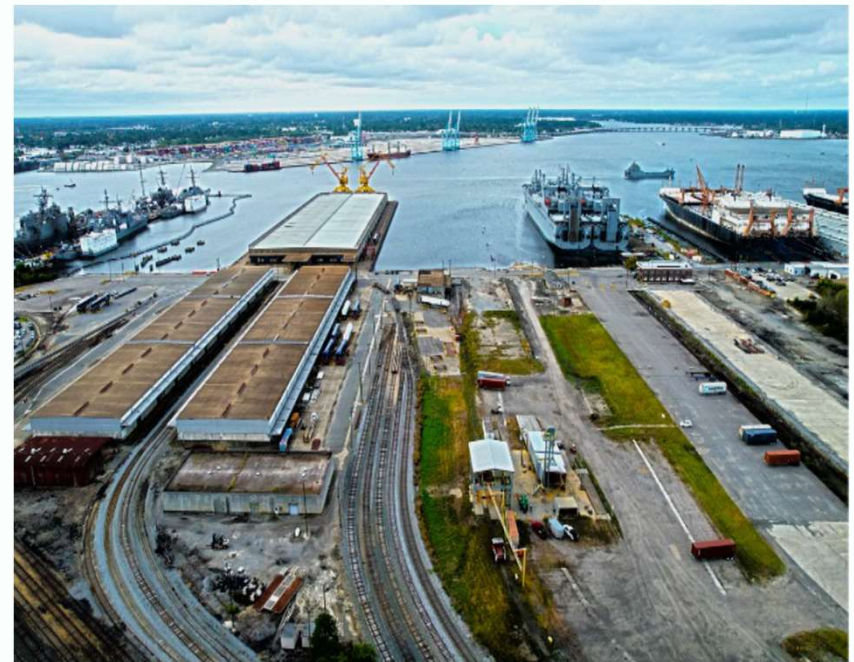
FAIRWINDS LANDING

Marine Board Spring Meeting
Opportunities and Challenges for CVOW
Workforce Development and Port/Utility Partnerships

April 18, 2023

Fairwinds Landing (f.k.a. Lamberts Point Docks)

- Located on the Elizabeth River across from PMT in Norfolk
- Site Strengths
 - 111 acres + Two 10-acre piers
 - 6000+ linear feet of pier frontage
 - Deep water access/no air draft restrictions
 - Immediate availability
 - Rail served





Vision

Transform an aging & obsolete breakbulk terminal into a Marine Logistics Center with revitalized port infrastructure providing robust capabilities for demanding growth industries in Hampton Roads

- **Offshore Wind**
 - Operations & Maintenance
 - Original Equipment Manufacturers
 - Staging / Assembly / Fabrication
- **Shipbuilding** – Logistical support for Navy nuclear shipbuilding programs
- **Marine Logistics** – Project cargoes and vessel operations

Port / Utility Partnerships

● Opportunities

- Repurpose under-utilized port assets to expand capacity/capabilities
- Create offshore wind hubs/clusters to increase efficiency
- Leverage synergies with local supply chain to improve reliability

● Challenges

- State funding/local content disparities
- Timing / priming the pump

Work Force Development

• **Opportunities**

- Use the strong local maritime/military workforce as a catalyst
- Actively engage with our workforce development organizations
- Capitalize on coolness factor

• **Challenges**

- Potential competition between offshore wind & shipbuilding
- Timing /priming the pump



Thank you