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Photo credit: Cornwall Development Company

Prospectus and request for Expressions of Interest for the development of an energy storage solution at the Aerohub, Cornwall

AEROHUB
Space to Fly Place to Grow

Credit: Cornwall Development Company/Cornwall Council

3 August 2018

This prospectus was produced by Regen on behalf of	Cornwall Council
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Disclaimer

Foreword

Cornwall hosts a wealth of renewable energy resources including:

- amongst the best wind resources in Western Europe
- the highest levels of solar irradiation in mainland UK
- the best geothermal resources in the UK
- a huge potential for offshore renewable energy.

The current installed capacity of circa 700 MW could provide 38% of Cornwall's annual electricity demand. However, a proportion, at times of low demand, is being curtailed or exported out of Cornwall. When coupled with the fact that unconstrained connection offers for new generation are no longer available in Cornwall, electricity network constraints are beginning to impact upon commercial business cases, which is now a major barrier to strategic plans and economic growth.

Energy storage is one technology solution that could help improve the energy system in Cornwall and catalyse further renewable energy deployment. We want to work with development partners to investigate an energy storage system on the Aerohub site near Newquay. The Council owns the site and a nearby solar farm – Kernow solar park. A private wire already in place supplies electricity directly to Cornwall Airport Newquay. Combining an energy storage system with Kernow solar park could help make best use of the renewable electricity generated, further reduce the need to import electricity on site, and help Cornwall Airport Newquay reduce its carbon emissions.

The Council is looking for a development partner that would support the development of an energy storage system and welcome responses from all types of organisation. In this document we provide background to work done by Cornwall Council so far, an overview of the Aerohub site, and an opportunity for you to provide us information and show your interest in being part of this opportunity.

Bob Egerton

Cornwall Councillor, Probus, Tregony and Grampound
Cabinet member for Planning and Economy
Cornwall Council

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Overview of Cornwall Council interest in energy storage and the Aerohub site

1. Introduction

Cornwall Council is at the forefront of the energy transition and is now looking at innovative approaches to further develop its energy portfolio and to help facilitate economic growth. There are now a number of low carbon energy related projects underway in Cornwall & the Isles of Scilly (C&IoS) with total investment in excess of £80 million. They include projects that will integrate smart solutions, create a local energy market and enable greater management of supply and demand on the network. Under the devolution deal from government, the Council has more power to shape the public sector funding priorities. Energy is one of the key areas covered in the Cornwall Devolution Deal agreement. There is also commitment from the Council to work together with Cornwall and the Isle of Scilly (C&IoS) Local Economic Partnership (LEP) to develop solutions to unlock the key constraints to the growth of Cornwall's low carbon energy sector. The devolution deal agreement includes the following priorities:

- Unlocking grid constraints and demonstrating a smart energy storage solution
- Enabling community energy by piloting new models
- Piloting a local focus for the national energy efficiency programme
- Enabling new technologies (marine and geothermal) by taking steps to enable commercialisation.

In addition, the Council is also in the process of assessing the potential for a local energy company for Cornwall that works better for residents and businesses, supports growth in low carbon energy, and the transition to a low carbon economy.

1.1 Background work in energy storage

Cornwall Council has identified energy storage as a critical technology to enable the expansion of local sustainable energy and is now actively investigating energy storage opportunities in Cornwall.

Energy Systems & Storage Masterplan

In July 2016, the C&IoS LEP held an expert stakeholder workshop to better understand solutions to unlocking grid constraints in Cornwall and the barriers that could be addressed locally. A recommendation from this workshop was to consider the opportunities energy storage could present in Cornwall, leading to the Council contracting consultants Encraft and the Birmingham Centre for Energy Storage to develop an Energy Systems and Storage Masterplan[1] as a first step to identify opportune sites and solutions.

Aerohub at Cornwall Newquay Airport was one of six priority sites identified. With Cornwall Council owning and operating the airport and neighbouring Kernow Solar Farm, an energy storage system could be a viable solution.

Aerohub Battery Energy Storage System feasibility study

Following the masterplan recommendation Cornwall Council contracted Carnegie Clean Energy and Regen to undertake a high-level feasibility study to understand the opportunity for an energy storage system at Aerohub.

The initial analysis included some of the key factors that will impact the potential for an energy storage system at the Aerohub, including the creation and share of value between the generation (Kernow solar park), onsite demand users, and energy storage system. The analysis focused on value that could be created within the site through the efficient use of energy storage co-located with solar generation and on-site demand. This included value that could be created through maximising the use of local generation, energy time and price shifting, peak cost avoidance and price arbitrage.

The study showed that there was value from increasing onsite usage of renewable generation and avoiding peak prices. However, it also showed that additional revenue and/or cost reduction would be needed to enable a viable business in the current market. Cornwall Council understands that this conclusion is consistent with other energy storage co-location studies that have been completed. Therefore, the Council is interested in investigating, with potential development partners, whether additional revenues streams can be accessed to create a viable business case. Additional revenue could be accessed through, for example, changing the site configuration and/or tapping into new energy markets for local flexibility services.

1 The Energy Systems and storage Masterplan was completed for Cornwall Council by Encraft and the Birmingham energy Institute. Available online here.

1.2 Partnership opportunity

In the first instance Cornwall Council is looking for a development partner or partners to co-invest in the development of an energy storage solution for the Aerohub site.

This location offers several opportunities and options for the development of innovative storage solutions. The following list provides some possibilities and is not exclusive:

- The Kernow solar park (Section 2.5) could be extended to increase the generation capacity. The current size was limited by network restrictions and the use of energy storage could help unlock further renewable generation from the site.
- The private wire that connects the Kernow solar park to the St Columb Major substation has capacity to take more of the solar generation and could be connected to another section of Kernow solar park. This further renewable generation could be used to charge energy storage and help cover more of the electricity demand onsite (Section 2.5).
- The electricity supplier arrangements for the site are currently split with separate PPAs[2] for the sections of the Kernow solar park and billing for any additional demand through a different supplier. Bringing these together could potentially provide benefits.

Cornwall Council understands that there are risks associated with many of the revenue streams for energy storage (Section 4.4). They would like to form an open and transparent relationship with a partner to be clear about how these risks are shared in any arrangement.

The remainder of this document covers the details of the Aerohub site and the expression of interest. Starting with an overview of the Kernow solar park, the onsite demand and other key features. Finally, we ask applicants questions in the expression of interest to help assess your potential as a partner on the project.

Finally, we ask applicants questions in the expression of interest to help assess your potential as a partner on the project.

Responding to the Expression of Interest and next steps

Regen is working on behalf of Cornwall Council to develop this project further. This document is designed to help assess the early market interest from potential project development partners. This is an exciting opportunity to work with an innovative Council to develop an energy storage system on the Aerohub site.

Responding to this Expression of Interest (EoI) will put companies forward to be shortlisted as a development partner, with a possible meeting with the Council. Depending on the responses received, and the result of further discussions, Cornwall Council may enter into contractual negotiations with potential partners, or proceed to a full tender process or may decide not to proceed with a project at this stage.

Organisations that engage with this expression of interest will be well placed to bid and deliver work that is progressed. However, as in all open tender exercises all companies bidding will have a fair and equal chance of getting the work.

To register your interest, complete the questions in the EoI (section B) and email ofrankland@regen.co.uk by 17/09/18.

2 Power Purchase Agreements (PPAs) - are contracts between two parties, one which generates electricity (the seller) and one which is looking to purchase electricity (the buyer). In this case an electricity supplier is buying the electricity generated from Kernow solar park.

2. Site information - Aerohub, Cornwall

The Aerohub site has been identified as one of the most attractive sites for aerospace businesses in Europe and is located at Cornwall Airport Newquay, the main commercial airport for Cornwall. With over 348 hectares of development land, one of the UK's longest runways and extensive funding incentives available. The term Aerohub refers to the business enterprise zone that is linked to aerospace opportunities of the airport. The Aerohub business enterprise zone located alongside airport offers the largest planning free[3] development site in the UK (263 acres), with 100% business rate relief (Figure 1).

Cornwall Council are the overall owners of the Aerohub site and Cornwall Airport Newquay, as well as the nearby Kernow solar park. This makes the process of developing an energy storage system and possibly linking with local renewable generation, a much simpler proposition.

This site has a number of interesting aspects to consider before the design and development of an energy storage system:

- **Cornwall Airport Newquay** – the site has a consistent electricity demand, including a number of onsite tenants. Cornwall Airport Newquay have been involved in the early discussions for the potential for energy storage on the Aerohub site and are keen to help with further project development.
- **The Aerohub business park** – this development area for commercial premises is located close to Kernow solar park and is due to grow significantly over the coming years. There is no electrical connection from the airport or Kernow solar farm to the business park currently, but this is a possible given the short distances involved.
- **Spaceport Cornwall** – the airport has been shortlisted among three others in the UK as a potential site for commercial horizontal launch spaceflight.
- **Kernow solar park** – located south west of the runway the 5 MW solar farm is owned by Cornwall Council.

Further details on these aspects are provided on the next page.

Figure 1. Map of Enterprise Zone on the Cornwall Airport Newquay site. The Kernow solar park (yellow), aerohub business park (grey) and potential energy storage site (black) are highlighted.

3 The Newquay Cornwall Airport site is subject to a local development order, providing permitted development rights rather than the need to obtain full planning permission. http://www.cornwall.gov.uk/environment-and-planning/planning/local-development-orders/newquay-cornwall-airport-local-development-order/

2.1 Cornwall Airport Newquay

In 2016, the airport handled 371,500 passengers and the airport is one of the fastest growing airports in the UK with passenger numbers increasing year on year. Cornwall Airport Ltd (CAL) as operator and Cornwall Council as sole shareholder of CAL and owner of the asset, have responsibility for operating and developing the airport. This makes the development of an energy storage system at this site a good proposition, as Cornwall Council own and operate the site in question.

2.2 Aerohub business park

There are 14 development plots available on the Aerohub business park. One business is already resident and four more are in negotiation. Cornwall Council has already committed to developing one of the plots for office space as part of a £7.5 million investment for plot 2 phase 1 of the site development, with completion expected in Spring 2019[4]. Further development of the remaining plots is possible over the next few years. The potential for growth in electricity demand could be harnessed by an energy storage system development on the Aerohub site with the appropriate electrical connections in place. However, there is uncertainty around the timings of further developments and the viability of connecting the sites electrically.

2.3 Spaceport Cornwall

Spaceport Cornwall[5] is working with a number of commercial spaceflight partners to develop horizontal satellite launch services and sub-orbital flights for scientific and space tourism purposes. Virgin Orbit has announced an agreement to operate and deliver one of the first launches of its LauncherOne system outside of its US home from Spaceport Cornwall by 2021 using a modified Boeing 747-400. The required facilities would likely have a significant impact on the demand for electricity on the Aerohub site.

Newquay was one of 8 airports shortlisted by the Civil Aviation Authority as a possible site for a UK commercial spaceport. The shortlist was reduced to 6 airports in March 2015, with Newquay now identified as one of three horizontal launch sites by government to share a new £2 million fund to further ambitions.

Figure 2. Spaceport Cornwall promotional image.
(Credit: Cornwall Development Company)

2.4 Summarised electricity demand data

The Cornwall Airport Newquay site purchases electricity from Kernow Solar Park via a private wire with the remainder supplied via half-hourly metered connection to the electricity network. The site contains a number of demand loads including several tenants on the airport site (airside) whose electricity consumption is manually metered and recharged to them. Smart metering is due to be installed but timeframes are still to be finalised.

Annual demand (2016): **3742 MWh**

Underlying overnight average demand (2016): **approx. 300 kW**

	Summer	Winter
Average daily demand (kWh)	7,706	12,280
Peak demand (kW)	464	642
Minimum demand (kW)	250	358

NB The data provided here is specific to 2016. The data is subject to some metering irregularities and therefore had some gaps in a small number of periods. Further detailed data will be made available to selected potential partners in order to establish a better understanding of the energy storage system opportunity.

4 Cornwall Isles of Scilly Growth Programme, 2018 http://www.cornwallislesofscillygrowthprogramme.org.uk/aerohub-business-park-takes-off/

5 Spaceport Cornwall brings together Cornwall Airport Newquay and Goonhilly Earth Station are well placed to play a critical role in developing the UK's space industry with the creation of a Spaceport. http://www.spaceportcornwall.com/

2.5 Kernow solar park

The Kernow Solar Park, commissioned in 2012, was the first Council-owned solar farm of its size in the UK. The scheme is a 5 MW solar park on a site near to Cornwall Airport Newquay and is separated into three 1.5 MW sections. The energy output from the solar farm is split between two export substations:

1. There is currently 1.5 MW solar PV connected (one section of the solar farm) between the Cornwall Airport Newquay and the solar farm via a private wire to a substation (St Columb Major - 437490). This is sold to the airport at a slightly reduced rate (15% reduction on retail price). The private wire is rated to be able to take up to 6.7 MW and there is therefore the potential to increase the energy delivered to the Cornwall Airport Newquay[6]. Increasing the generation flowing along this private wire connection would require adding a further 1.5 MW section of the Kernow Solar Park, with associated connection works. This is one potential option to explore further as it will have a material impact on the energy storage system viability. Energy not used onsite by the demand customers at the Cornwall Airport Newquay is exported to the electricity network.
2. There is an additional southern grid connection to a second substation (St. Mawgan – 437440). This is currently where the remaining 3.5 MW solar farm generation is exported to the electricity network using a separate PPA agreement. None of this electricity is currently directly used by the Aerohub site.

Kernow solar park offers a number of opportunities for any potential energy storage system. Firstly, not all the electricity generated is used by the demand onsite. Increasing the amount of electricity used onsite by using an energy storage system to store the electricity and discharge when it is needed, would reduce the need to import electricity and could be a good source of value.

Secondly, as mentioned above, the private wire has the potential to take more electricity from Kernow solar park. Further investigation on the engineering requirements would be needed to understand the potential for this to occur. Increasing the amount of solar electricity available to cover onsite demand and to be used by an energy storage system could provide further value.

Thirdly, the solar farm was built at a certain size due to network constraints. An energy storage system could help in the development of further solar farm capacity. This is an option that the Council is interested to explore further.

Finally, the electricity supplier arrangements for Cornwall Council currently separate the sections of the solar farm sections and the billing of the import connection for the Cornwall Airport Newquay. Bringing these parts together under one electricity supplier/PPA arrangement, with an energy storage system, as well as the demand from the Cornwall Airport Newquay, could provide some additional value. These options make this site a particularly good opportunity to test and deploy innovative solutions with the integration of an energy storage system.

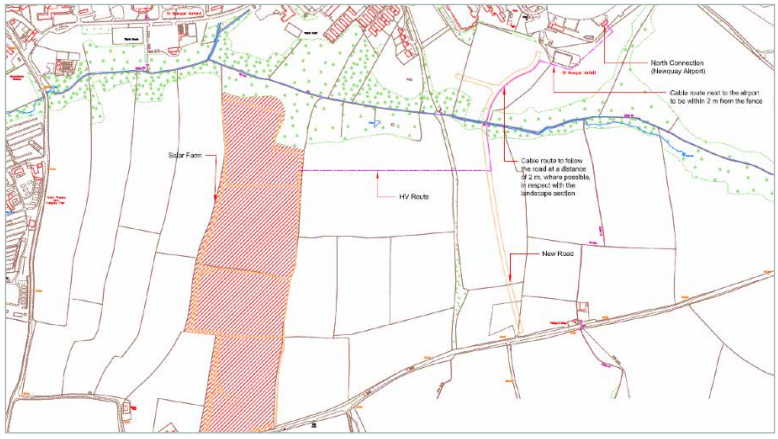

Figure 3. Map of Kernow solar park and private wire connection to the airport.

6 The private wire has carrying capacity of 350A or 6.7 MW according the installers of the system. This wire is 185mm2 3x1c Al Triplex to BS7870 4.10.

2.6 Summarised electricity generation data from Kernow solar park

The 1.5 MW section of the Kernow Solar Park generated approximately 1767 MWh in 2016.

	Summer	Winter
Average daily generation (kWh)	6,645	1,676
Peak daily generation (kWh)	11,600	5,860
Minimum daily generation (kWh)	1,040	100
Peak half-hourly generation (kW)	1,380	1,120

NB The data provided here is specific to 2016. The data is subject to some metering irregularities and therefore had some gaps in a small number of periods. Further detailed data will be made available to selected potential partners in order to establish a better understanding of the energy storage system opportunity.

2.7 Electricity demand versus generation

As it stands the site has a relatively stable demand for electricity throughout the day (Figure 4). With lower demand during the summer months when the airport is at its busiest. The generation from the Kernow solar park private wire does cover a good proportion of the demand in daylight hours, particularly in the summer, with excess electricity being exported to the network. Over the year only 33% of the electricity demand for Cornwall Airport Newquay is covered by the 1.5 MW Kernow solar park generation from the private wire. There is an opportunity for an energy storage system to increase the proportion of electricity demand covered by the Kernow solar park generation.

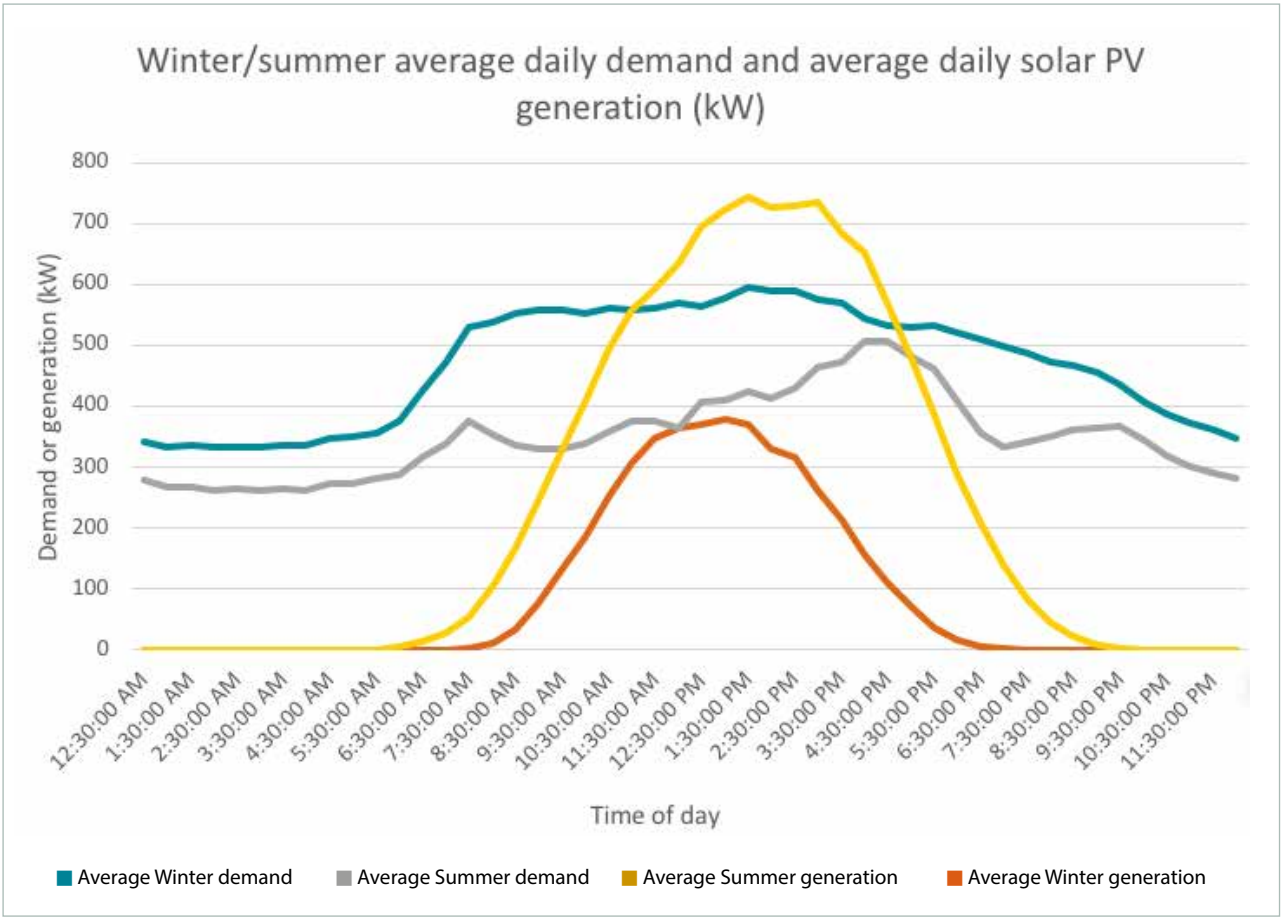

Figure 4. A graph showing the average daily demand and solar PV generation in summer and winter on the Aerohub site in 2016.

2.8 Electricity network configuration and substation on Aerohub site

The electricity network configuration on the Aerohub site has a number of noteworthy aspects (Figure 5). The site imports electricity from one 11 kV connection to substation (St Columb Major - 437490) that also receives the 11 kV private wire connection from Kernow Solar Park. There is a mains circuit ring with a number of diesel generators to ensure the airport is in compliance with the Civil Aviation Authority (CAA) license conditions that require security of electricity supply for landing lights and other systems in low light conditions. This happens infrequently, and the current electrical design does not lend it itself to one large energy storage system to cover this electricity demand.

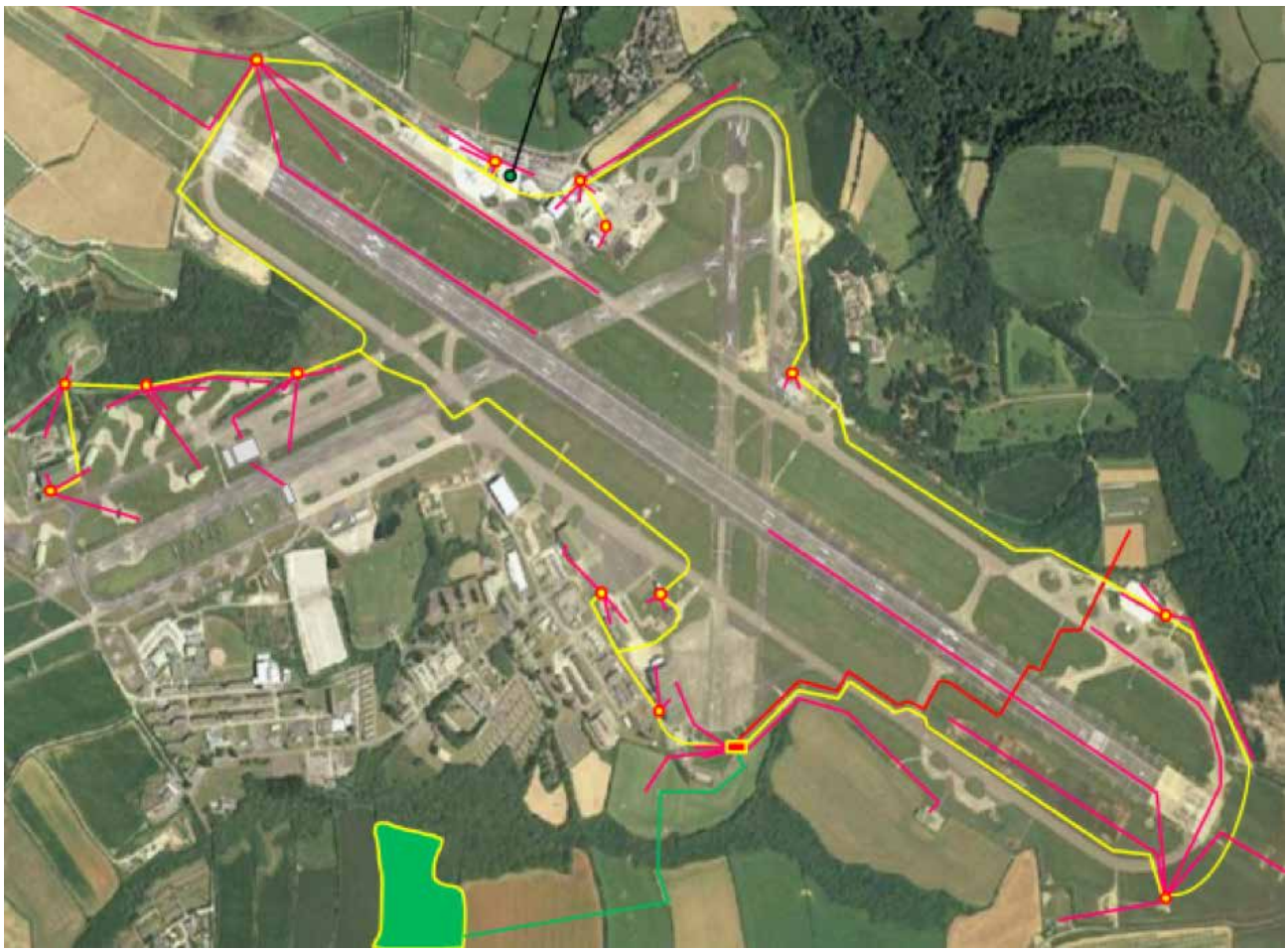

Figure 5. Overview of electricity network on Aerohub site. Green shaded area represents Kernow solar park with a green line showing the private wire. The small shaded red rectangle is the St Columb Major substation (437490) for the northern connection to Kernow solar park. The yellow line shows the mains circuit ring on the airport site, with small yellow circles representing small back up diesel generators to maintain security of supply.

The area next to the St Columb Major substation is a possible site for the energy storage system with good access to the electricity network, public road and suitable space available (Figure 6). A containerised solution could be situated in this area with the correct hardstanding/foundations. The adjacent building to the substation could house an energy storage system if required.

A reminder that the Aerohub site is part of a Local Development Order (LDO)[7], which means permitted development rights are applied and full planning permission may not be required. This could make the planning process faster and cheaper for the proposed energy storage system.

7 The Aerohub site has an active Local Development Order, allowing projects to gain permitted development rights. http://www.cornwall.gov.uk/environment-and-planning/planning/local-development-orders/newquay-cornwall-airport-local-development-order/

Figure 6. Aerial view of St Columb Major substation (437490) outlined in red on the Aerohub site.
(Source: Google and the Google logo are registered trademarks of Google Inc., used with permission)

2.9 Electricity network capacity

The Western Power Distribution (WPD) network capacity map[8] shows that new Low Voltage generation connections on the St Columb Major substation (437490) could be costly and take considerable time. This area is part of an Active Network Management[9] zone, so alternative or flexible network connections types are available. The information provided by the WPD network capacity map (Figure 7) is only an indication of the network capacity available and further work, including a full formal application to WPD, will be required to investigate the options and the costs associated.

8 Western Power Distribution network capacity map http://www.westernpower.co.uk/connections/generation/network-capacity-map.aspx

9 Active Network Management provides a different form of connection offer to those looking to connect to the electricity network that allows generation to export the maximum amount possible, taking into account local network conditions. https://www.westernpower.co.uk/Connections/Generation/Alternative-Connections/ANM-Further-Info.aspx

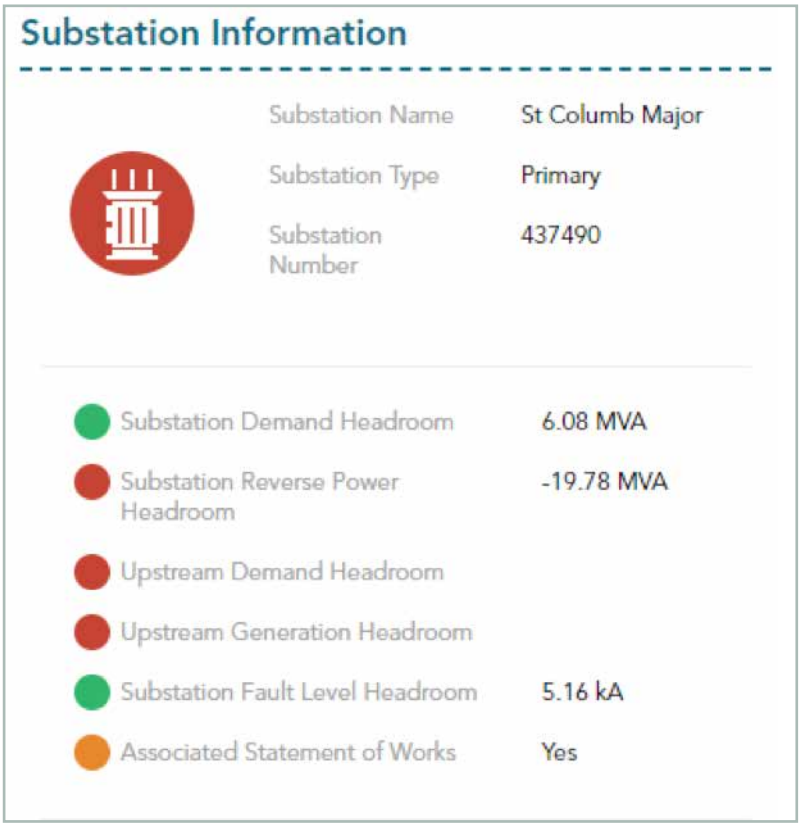

Figure 7. Initial indicative information on network capacity from Western Power Distribution network capacity map (Credit: Western Power Distribution).

3. Potential partnership models for development of storage project

Cornwall Council are interested in investigating different models for the development of energy storage system on the Aerohub site. This includes the potential for Cornwall Council to invest part of the development capital needed for the energy storage system at the Aerohub site.

Current partnership options under consideration, but not limited to, include:

- Lease model – providing the site to a third-party developer and storage asset owner for a lease payment per year.
- Co-investment partner – partnering with a storage asset owner as an investment partner to provide funding and to share the risk and revenue rewards.
- Design, Build and Operate – the Council owns and finances the storage asset, entering into a partnership agreement with a third-party to design, build and operate the storage asset with a strong element of risk and revenue reward sharing.

At this stage the Council is not committed on any of these models and we would be interested to hear from companies who have alternative options available. How the risk and income is shared in any arrangement will be a key factor in taking the project forward.

4. Questions and contact details

Regen is working on behalf of Cornwall Council to identify partners for development of an energy storage system at the Aerohub site.

This request for EoI has been issued to ascertain the level of market interest to develop a storage project at the Aerohub site, and to identify potential partners. Responding to this EoI will enable responding companies to signal their wish to enter into a further dialogue with the Council and to highlight their credential and experience to become a development partner.

As an immediate next step it is envisaged that the Council may invite selected EoI responders to meet with and present to the Council on a no-obligation basis. At this stage there will be an opportunity to share further information regarding the Aerohub site.

Depending on the responses received, and the result of further discussions, Cornwall Council may enter into contractual negotiations with potential partners, or proceed to a full tender process or may decide not to proceed with a project at this stage.

There is no word limit in your response to the questions in the boxes below. However, we would request that responses are kept as concise and relevant as possible.

Data protection statement

We are fully committed to compliance with the requirements of the Data Protection Act 1998. We make every effort to keep personal data and sensitive personal data secure and to comply with the legal rules. Any personal data and information collected during the EoI process will be held and processed confidentially for the purposes of helping develop an energy storage system at the Aerohub site only.

4.1 Contact details

Question	Answer
First name	
Last name	
Company name	
Registered company address	
VAT number	
Email	
Contact telephone number	
Name of immediate parent company (if applicable)	

☐ Please confirm you are happy for Regen and Cornwall Council to contact you in relation to the further development of an energy storage system on the Aerohub site.

4.2 Company categorisation

The EoI is open to any organisation to respond to, and the Council is interested in hearing from potential suppliers of energy storage products and services which may help to inform future procurement. However, the main focus of the EoI is aimed at organisations that could become investment or development partners. Please make it clear by selecting the box below what broad type of applicant you are.

Q1. Please select on or more of the following categories that apply to your organisation.

Development or investment partner	☐	If ticked please complete all sections of the EoI.
Potential technology or services provider to a future energy storage project	☐	If ticked please complete all sectionsof the EoI. However, Section 5.4 and 5.5 are optional.

4.3 Your company and previous experience in energy storage

The EoI is open to any organisation to respond to, and the Council is interested in hearing from potential suppliers of energy storage products and services which may help to inform future procurement. However, the main focus of the EoI is aimed at organisations that could become investment or development partners. Please make it clear by selecting the box below what broad type of applicant you are.

Q2. Please provide a short overview of your company and details of relevant energy storage projects completed by your company. Where possible, please provide details of contract type, size, energy storage technology, and enabling technologies used.

4.4 Energy storage revenue streams and business model

Energy storage has the potential to provide a number of value streams and play a number of key operational roles in the UK's evolving, decentralised and decarbonised energy system (Figure 8).

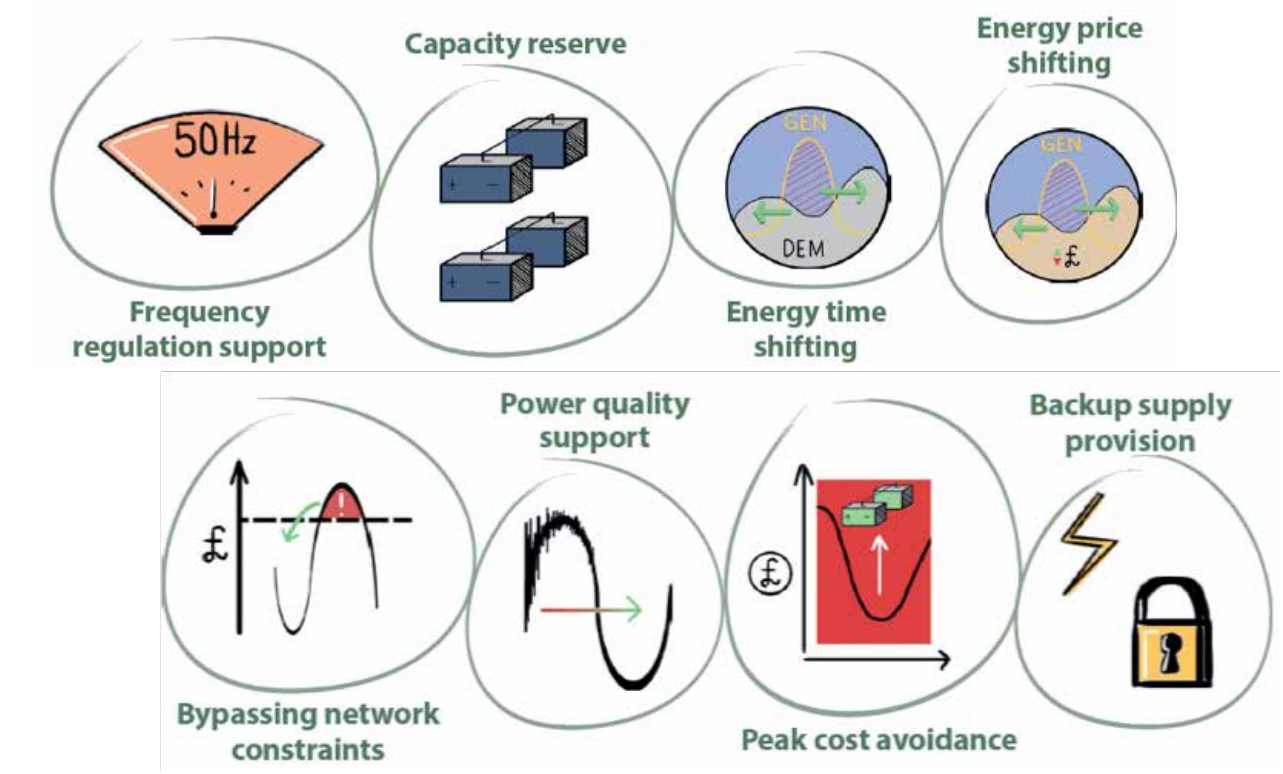

Figure 8. Key value streams from energy storage.

The area surrounding the Aerohub site has significant network capacity restrictions. The arrangements for local flexibility markets are beginning to materialise. As WPD moves towards a Distribution System Operator (DSO) from a Distribution Network Operator (DNO), there could be opportunities for an energy storage system to provide services from this site. However, there is uncertainty surrounding the value of these markets.

Providing a viable business case from energy storage will often require stacking multiple benefits and the revenue streams associated. Cornwall Council understand that these revenue streams are not guaranteed and can be subject to change (e.g. the recent Capacity Market derating and competition in the frequency response markets). The Council is therefore particularly interested to understand how the proposed energy storage solution would mitigate revenue risk, and how revenue risk and reward would be shared.

Q3. Please provide information on the benefits and income streams you anticipate accessing to support a business model for this project. Including assumptions on income amount, timeframes available and electricity prices, where appropriate.

4.5 Partnership and investment options

Q4. Please provide details of the finance funding options you would propose for this project. Including how you propose to structure the ownership, finance and risk/reward sharing. Where possible indicate how and where this has been used in previous projects.

4.6 Energy storage solutions for the Aerohub site

Q5. Please provide details of your proposed technology solution for an energy storage solution on the Aerohub site. Please include the energy storage technology type, associated control systems, and estimated capital costs.

4.7 Project development approach, timescales and management of risk

Q6. Please provide details of your organisation's approach to project development, the timescales associated and how you could work with the Council to help mitigate these risks.

4.8 Innovation opportunity

Cornwall Council are interested in investigating in innovative energy storage solutions for this project. This includes technology and business model options that could be used on the Aerohub site. Additional funding may be available to support innovative ideas.

Q7. Please provide details of any innovations proposed in your energy storage solution for the energy storage system at the Aerohub site. This could include new technologies, alternative business models, changes to the energy supplier arrangements, and local supply options.

Q8. Please provide any relevant additional information below.

5. Next steps

Please register your interest by emailing a completed version of this document to **ofrankland@regen.co.uk** by 17/09/18.

Please get in contact if you have any questions relating to the development of energy storage system at the Aerohub, Cornwall. We are happy to answer questions from applicants and any responses to queries will be shared among all other EoI applicants.

Olly Frankland	
Project manager	**Regen**
E ofrankland@regen.co.uk	**T** 01392 494399

We will be assessing the EoI responses and if they are suitably positive, Cornwall Council intends to develop this project further. There is potential for some selected companies to present their offer to the Council directly if required.

Expect to receive a response from us by: 31/09/18

Depending on the responses received, and the result of further discussions, Cornwall Council may enter into contractual negotiations with potential partners, or proceed to a full tender process or may decide not to proceed with a project at this stage.

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