



FACILITY  
FOR BLUE GROWTH  
IN THE BLACK SEA

# Facility for Blue Growth

## European Maritime Days

# Financing strategic cooperation

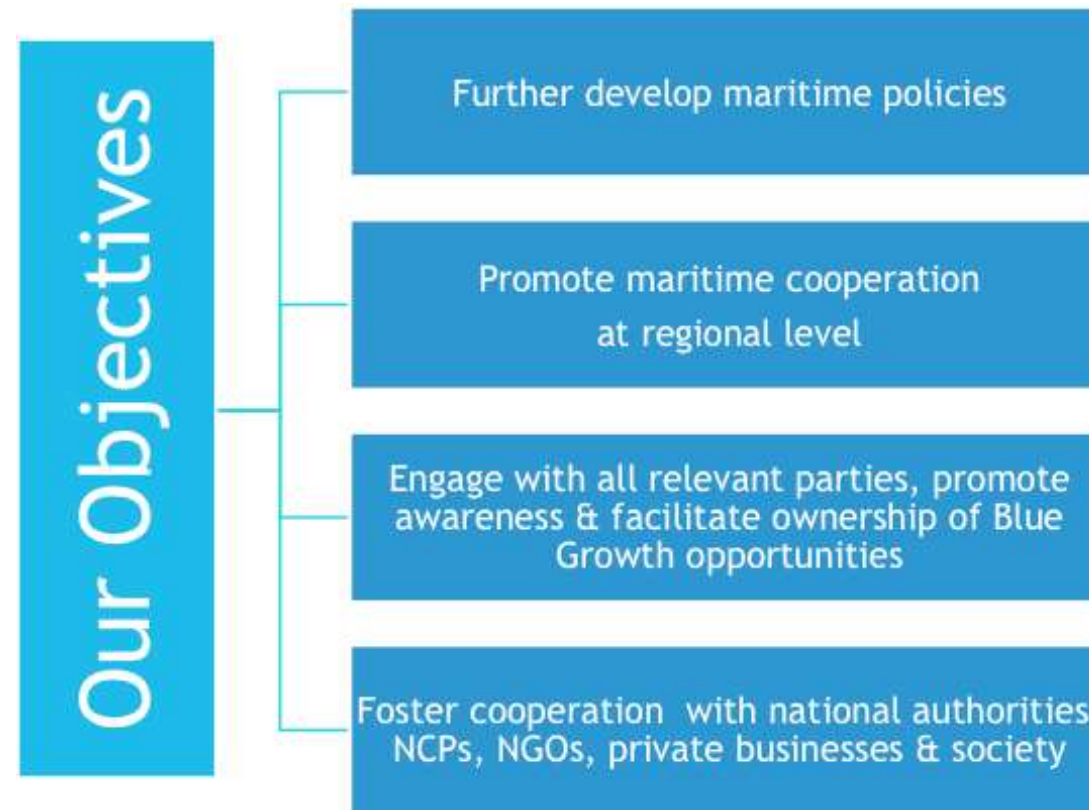
Matteo Bocci - Blue Economy Expert



Funded by the European  
Commission

# The Facility for Blue Growth in the Black Sea

- ✓ 2-year capacity building project launched by the European Commission
- ✓ Focused on the promotion of blue growth & blue economy development in the Black Sea basin



# We are available on social media



**BlackSeaBlueEconomy**  
@EU\_BlackSeaBlue

Guidance and support to Black Sea stakeholders to engage, cooperate and innovate in the Blue Economy. Contact helpdesk@blackseablueeconomy.eu

Joined February 2018

21 Photos and videos

**Top Tweet** earned 3,288 impressions

Our National #BlueEconomy assessment for #Bulgaria + report of 1st workshop in #Sofia are now available online: [blackseablueeconomy.eu/our-events/nat...](http://blackseablueeconomy.eu/our-events/nat...) [pic.twitter.com/eJAlc8ud1k](https://pic.twitter.com/eJAlc8ud1k)

	Tweets	Following	Followers	Likes	Lists	Moments
	123	384	145	111	14	0

Impressions	3,657
Total engagements	34
Likes	17
Link clicks	10
Retweets	5
Media engagements	1
Hashtag clicks	1



**FACILITY FOR BLUE GROWTH IN THE BLACK SEA**

**Black Sea Blue Economy**  
@BlackSeaBlueEconomy

Home

Posts

Liked Following Share

**Black Sea Blue Economy** shared a photo.  
April 20 at 11:29am · 🇪🇺

The Black Sea Blue Economy Team will be there to welcome you at #EMD2018!

Contact us to plan networking meetings and to present your #BlackSea project, SME or innovative ideas on our stand! 🇷🇺 🇪🇺 🇬🇷 🇧🇬 🇮🇹 🇮🇸

Get in touch <http://blackseablueeconomy.eu/contact/helpdesk-infoline>



**European Maritime Day**  
Burgas 2018

B2B Matchmaking event  
31 May

Logos: European Commission, enterprise europe network, B2B Matchmaking event

# And have a website with docs, data and info



The screenshot shows the homepage of the website blackseablueeconomy.eu. The browser address bar displays the URL. The website header includes the logo on the left, social media icons for YouTube, Facebook, Twitter, LinkedIn, and Instagram in the center, and a search bar on the right. Below the header is a large banner image of a sunset over a body of water with sailboats. A blue navigation bar contains the following menu items: HOME, ABOUT, EVENTS AND NEWS, COUNTRY INFO, PROJECT DATABASE, FUNDING OPPORTUNITIES, LIBRARY, LINKS, and CONTACT US. Below the navigation bar, a white text box contains the following description:

**The Facility for Blue Growth in the Black Sea provides guidance and support to governments, private investors, trade and industrial associations, research institutions and universities and to the general public regarding opportunities to engage in Blue Economy maritime activities in the Black Sea region.**

# Our activities for this year

## Regional Workshop (Possibly Nov.)

- ▶ Present cross-regional findings
- ▶ Review financing mechanisms
- ▶ Parallel sessions for “areas or cooperation”
- ▶ Identification of projects ideas!

## Cross-regional analysis

- ▶ Main areas of potentials
- ▶ Strategic Research Analysis (RSA)
- ▶ Cross-sectoral areas or cooperation
- ▶ Possible ideas for projects

European Maritime Days

## Blue Growth Country Fiches

- ▶ Draft initial analysis (desk based)
- ▶ Present and discuss in Country Workshop
- ▶ Receive feedback and finalise

## Analysis of funding/financing

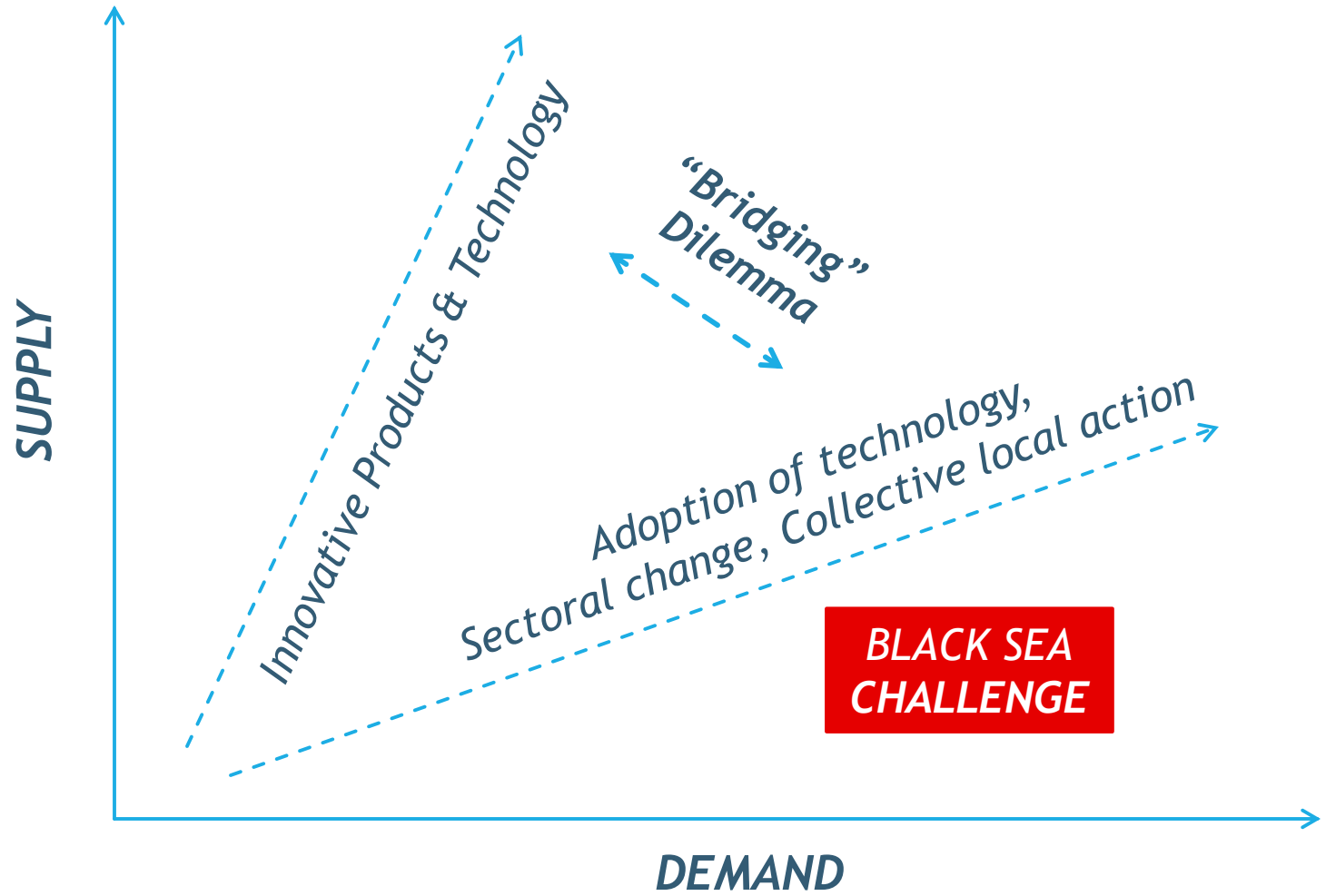
- ▶ EU Funds and opportunities
- ▶ Relevance for the BE
- ▶ Eligibility criteria

# We're present with a stand at the EMD!



- ▶ We have a dedicated stand if you look for us!
- ▶ We support matchmaking events

# In the Black Sea we're facing a challenge



# In fact this is a result of a triple challenge

*Fragmented  
SMES/Micro-enterprise driven  
Limited science/economic cooperation*

**MARKET**

*Sectoral/administrative “silos”  
Limited engagement capacity  
(Operators / CSOs / Finance)*

**PUBLIC SECTOR**



*Limited perception of ROI  
“Poor bankability” of projects  
Risks/potential assessment*

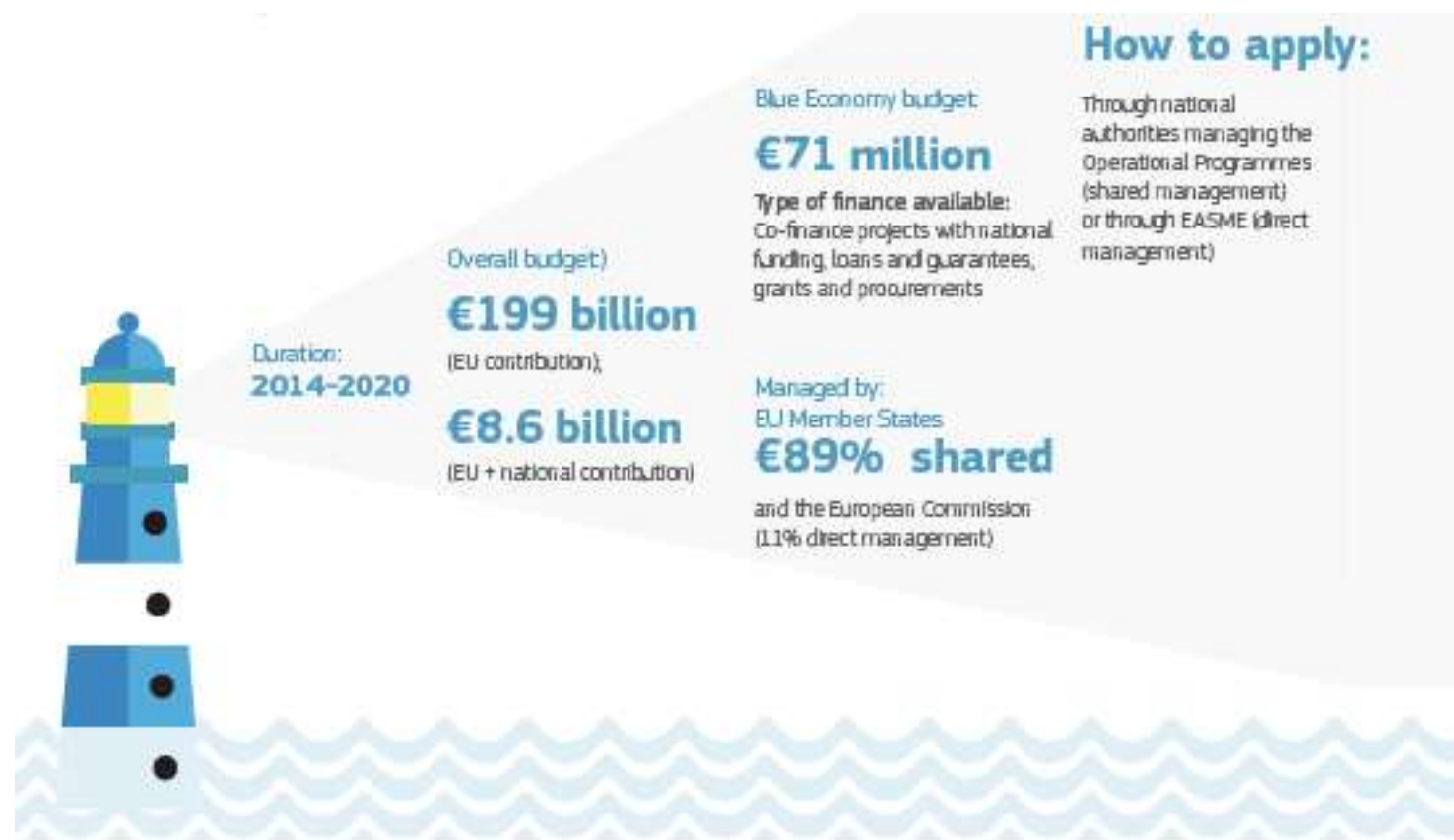
**FINANCING SECTOR**



# Good news is that EU grant can be of support

The European Maritime and Fisheries Fund is one example

The EMFF is a key supporter of the Blue Economy. Tailored to the seas and coasts, the Fund supports the diversification and sustainable development of maritime economies



# Good news is that EU grant can be of support

The European Social Fund is another

Supporting jobs, helping people find work and ensuring fairer job opportunities for all are the aims of the ESF. It support to SMEs to help them improve their competitiveness and invests in Europe's human capital.



# Good news is that EU grant can be of support

Horizon2020 is certainly and important one to boost applied innovation

## Marine Investment for the Blue Economy (MARIBE)

Horizon 2020 contribution

**€2 million**

(Call: Blue Growth - Unlocking the potential of Seas and Oceans. Topic: Preparing for the future Innovative offshore economy)

Project aim: Exploring cooperation opportunities and multi-use of space for companies that combine different Blue Economy sectors. MARIBE aims to:

1. promote cooperation between sectors and foster new business partnerships;
2. promote the Blue Growth sector;
3. stimulate interest and empower stakeholders to significantly increase investor and industry stakeholder participation in Blue Growth;
4. create comprehensive databases that will act as a resource for the Blue



Duration:  
**2014-2020**

Overall budget

**€77 billion**  
(EU contribution)

Blue Economy budget

**€260 million annually**

Implemented by: European Commission (DGs and executive agencies), public-public/public-private partnerships, European Institute of Innovation and Technology, European Investment Bank

Type of finance available: Grants, prizes, loans, guarantees, equity

How to apply: Through calls for proposals and financial instruments in areas identified by the biannual work programmes

# There are in fact several streams of support

		Resources		
		EU SHORE		ALL BLACK SEA
Needs		National EU	Inter-EU	International
	Skills/ Competencies	ESF / EMFF ERASMUS+ ESI	ETC-CBC ERASMUS+	ENI-CBC ERASMUS+
	Management/Internatio nalisation	COSME ESI	ETC-CBC COSME	ENI-CBC COSME
	Research/ Innovation	COSME ESI	COSME H2020	ENI-CBC COSME H2020
	Infrastructures	ERDF / LIFE / C F / EMFF	ETC-CBC ESI	ENI-CBC ESI
Loans	EIB	EIB	EBRD	

# And a broader range of financing sources

## *EU/Regional investors (Public/Private)*

### *EU Funding Mechanisms*

- Multi-country (Horizon 2020 / COSME / DG NEAR)
- Regional (INTERREG Cross-Border Cooperation)
- Bilateral (Twinning / DG NEAR)
- Only EU countries (European Structural and Investment funds > ERDF/EMFF/ESF)

## *Black Sea Economic Cooperation (BSEC)*

### *International Organisations*

- European Investment Bank (EIB)
- European Bank for Reconstruction and Development (EBRD)
- World Bank (WB), UNDP, etc.
- Black Sea Trade and Development Bank (BSTDB)
- etc.

## *Regional strategy to finance innovation*

- Identify regional potentials and needs
- Support regional strategic initiatives (Incubators/Accelerators)
- Define “blending” mechanisms (for public and private financing)
- Attract investments with local Returns of Investments (ROI)
- Monitor and assess advancements and results of financing (impacts)

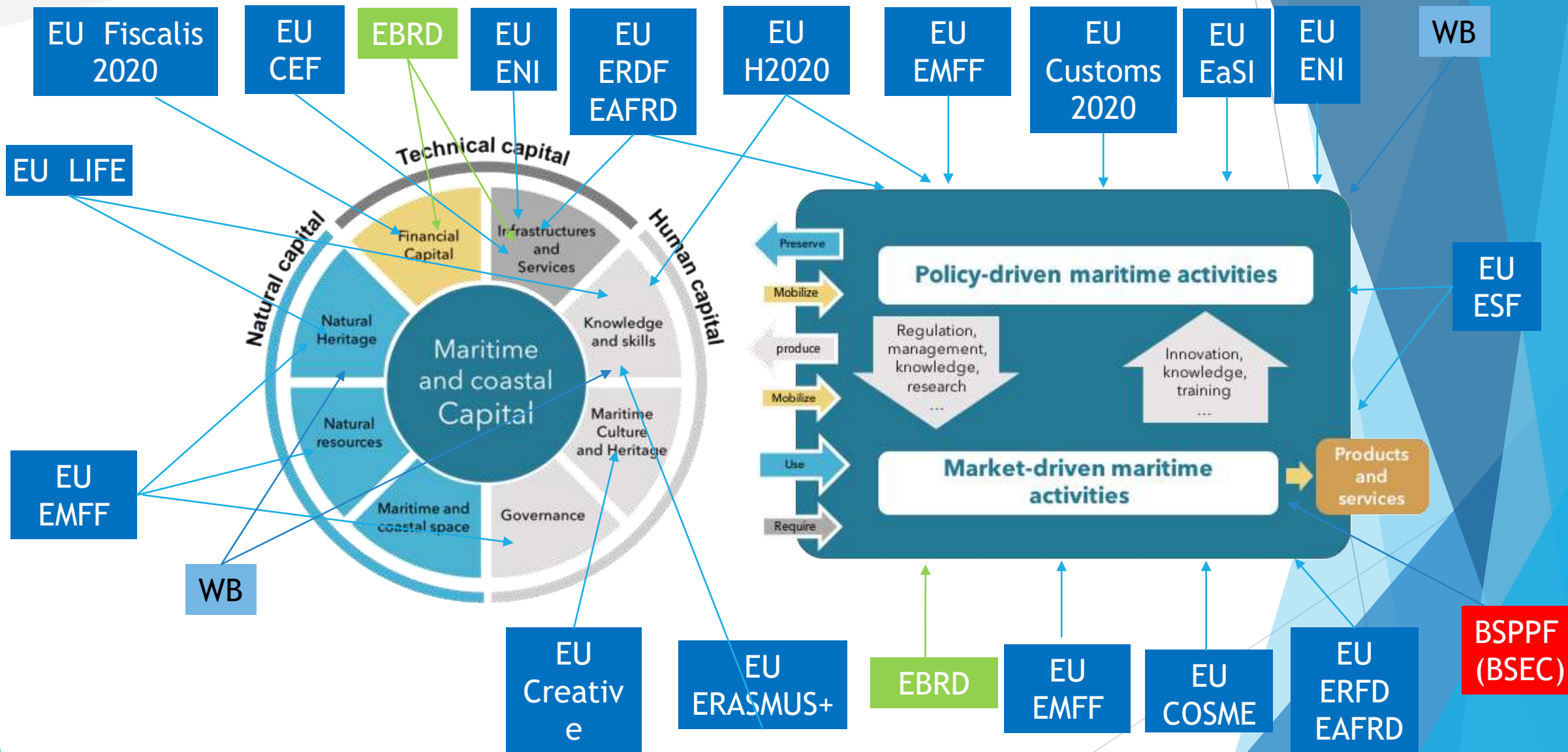


Periodically review  
vision and needs



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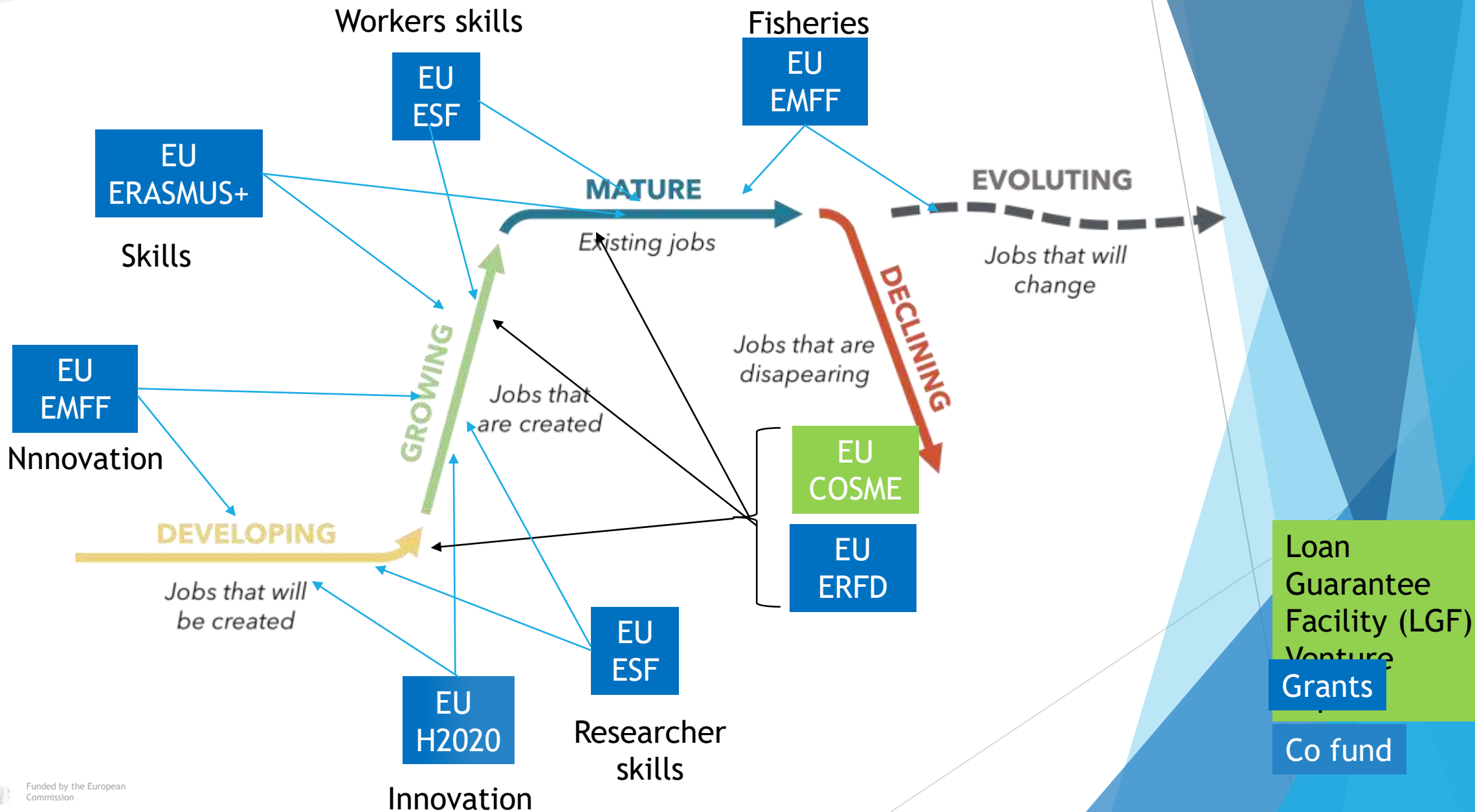
# The problem might be that of “orientation”



Funded by the European Commission



# The problem might be that of “orientation”



# In a nutshell, what I've been trying to say is ...

## **FINANCING AVAILABILITY**

- *Public funding is available and covers a quite large range of areas of needs*
- *Private financing also exists but is not captured clearly by policies (e.g. foreign direct investment)*

## **FINANCING COMPLEXITY**

- *Variety of funding mechanisms making it complex for final beneficiaries to have a clear overview*
- *Limited understanding of local beneficiaries and even Managing Authorities reinforces such complexity*
- *Complex legal framework and challenging investment climate (for private investments)*

## **FINANCING FRAGMENTATION**

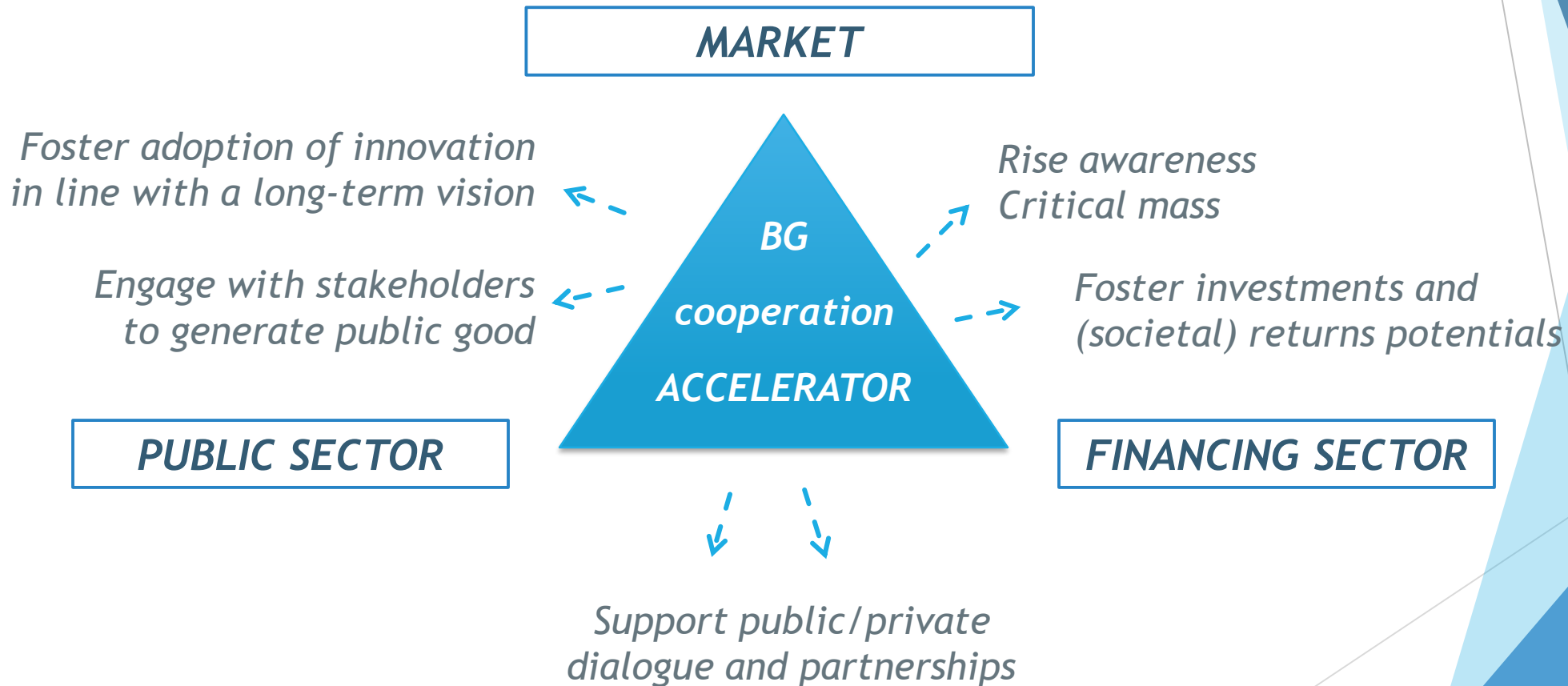
- *Overlaps and mismatching of public and private investments available (within and across countries)*
- *Fragmentation reinforced by variety of eligibility criteria within and across countries (EU/ENI)*

**There are nevertheless strong synergy potentials across actors and countries:  
therefore mechanisms to boost access to financial support are essential!**



# And to go back to the initial challenge ...

How to foster strategic cooperation (at the seabasin level)?



# Some initiatives exist to provide guidance ...

## Public Funding - Fostering inter-national coordination



### Knowledge of the seas network

The 'Knowledge of the seas' network brings together EU funding programmes supporting maritime cooperation across borders and maritime experts and stakeholders from all over Europe. Besides promoting maritime cooperation supported by EU funding at events like the European Maritime Day, the network regularly meets to exchange and discuss relevant themes.

In the past years, the network organised thematic meetings on Blue Growth, Coastal and Maritime Tourism and lately Blue Skills. These thematic meetings enabled the exchange between EU funding programmes and maritime experts and organisations such as Baltic Area Legal Studies BALEX (Finland), CPMR, Danish Maritime Authority, EMODnet, European Commission, FARNET (European Fisheries Area Network), HELCOM, Idimar (Cluster de innovacion marina de las islas Baleares), NECSTour (Network of European Regions for a Sustainable and Competitive Tourism), State Chancellery Mecklenburg-Vorpommern (Germany), STC Group (Netherlands), Swedish Police Authority or the University of Gent (Belgium).

The activity of this network and especially of the funding programmes involved in it has to be seen in the bigger context of European Territorial Cooperation, rather known as Interreg.

## Supporting its associates



The ERRIN logo features five icons: the European Union flag, a green circle with a white brain, a blue circle with a white flask, a yellow circle with a white person, and a red circle with a white snowflake. Below the icons, the text reads 'ERRIN European Regions Research and Innovation Network'.

## Cascading Funding through Clusters Networks



The screenshot shows the top part of the Neptune website. It features the Neptune logo (a blue swirl) and the text 'Neptune'. To the right are navigation links for 'HOME' and 'ABOUT'. Below this is a large banner with the text 'ABOUT NEPTUNE' and sub-links for 'Home' and 'About'.

NEPTUNE which stands for New Cross Sectoral Value Chains Creation across Europe Facilitated By Clusters for SMEs' Innovation in Blue Growth, is an innovation action project supported by the European Commission and its HORIZON 2020 programme under the call for proposal INNOSUP-1-2015 Cluster facilitated projects for new value chains. The project brings together the expertise of 8 clusters, 2 cluster and entrepreneurship support organisations, 1 engineer school and 1 consultant company from 7 European countries: France, Greece, Italy, Poland, Romania, Spain and Sweden. The accelerator runs for 30 months until December 2018.

# We want to know more from them!

*Overview of DG Mare financing instruments and possible ways ahead  
(10 mins)*

*Brief presentation of who they are and how they support beneficiaries  
(6 mins each)*

- *What themes/financing mechanisms have been used and what for?*
- *How they approached the award criteria?*
- *How they set up the partnership for cooperation?*

*Group discussion on key aspect of interest for the audience  
(25 mins in total)*

- *How to identify the most appropriate financing stream and apply successfully?*
- *What are the main elements for a successful project (how to reach award criteria)?*
- *How can sea-basin facilities foster public-private co-financing at regional level?*



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**Thank you!**

**Matteo Bocci - Blue Economy Expert**  
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Commission

# We want to know more from them!

*Group discussion on key aspect of interest for the audience  
(25 mins in total)*

- *How to make the most appropriate use of financing stream and apply successfully?*
- *What are the main elements for a successful project (how to reach award criteria)?*
- *How can sea-basin facilities foster public-private co-financing at regional level?*