



The opportunities presented by the blue economy in the Black Sea region : cluster approach

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Our humble experience

Which of the most relevant regional funds (EU and other International Organizations) did we have direct experience with?

Proposals: Horizon 2020 , EMFF, EUREKA GlobalStars, USAID AGRO

Why have we selected to submit a proposal for that fund(s) and what we expected to achieve from it?

These programs and funds allow the Ukrainian organizations to participate, and the contests correspond to our scope of activity.

Our goal was sustainable development and despite the lack of funding we gained experience and partially achieved the goal

Which were the main challenges and difficulties?



- fear of the unknown
- lack of experience in preparing proposals
- mentality (Everyone who received funding convinces us that it is difficult and does not worth to do it)
- lack of knowledge of English



Which were the main challenges and difficulties?

lack of internal funds to participate in IA, EIC Accelerator, EMFF (70% for SME), USAID AGRO(50%)

lack of funds and motivation to attract experienced specialists (consulting)

inconsistency of the material and regulatory framework

Barriers preventing the participation of Ukrainian organizations in EU and international projects



high level competition

gender inequality

low corruption perceptions index (33 points)

lack of an incentive system (Lack of mechanisms to support high-scored proposals by means of national funding (Seal of Excellence by EU))

Slow integration of governmental organizations into the EU research framework program

What are the main lessons have learned from such experience and our recommendations for the Ukrainian peers following this workshop?

«When **you have exhausted all possibilities, remember this - you haven't...**

Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time».



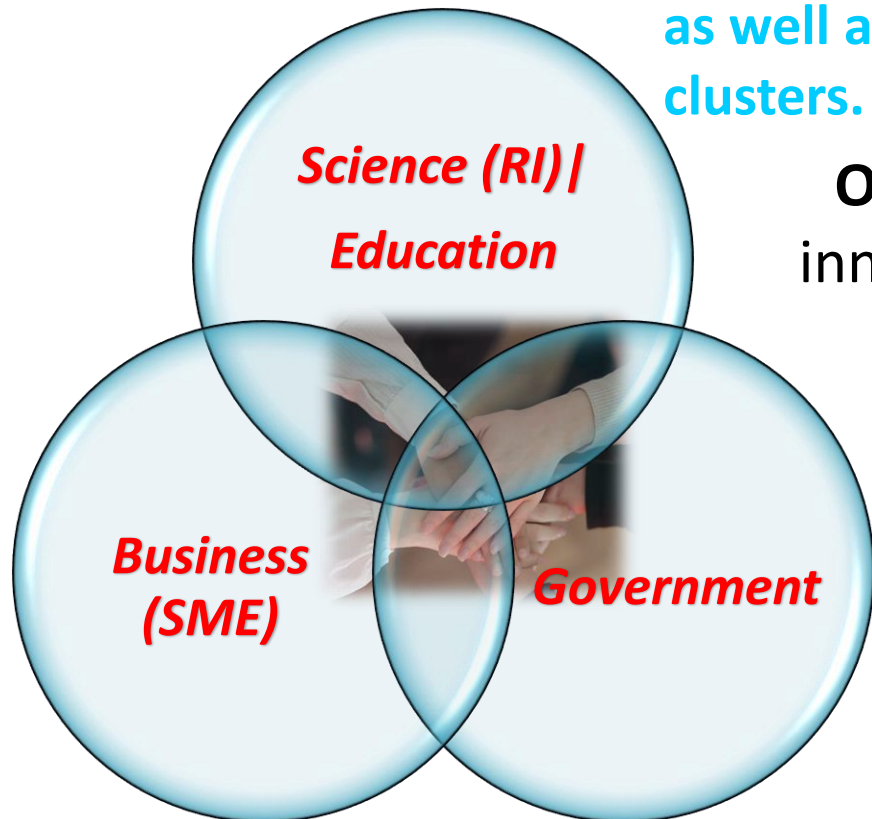
Thomas Edison

Implementation of SRIA and CMA through our vision & mission



The Cluster is a key actor of 6 main actions of 4 pillars a Black Sea SRIA. SRIA asked developing products, solutions and clusters underpinning Black Sea Blue Growth - Black Sea Blue Economy.

CMA supports existing maritime clusters, as well as new generation innovation clusters.



Our vision. UFICI is an activator of innovative business models and Blue growth accelerator.

The mission of our cluster : catalyze the identification and interaction of key stakeholders through support, training and development.

UFICI is a member of the Public Council under the State Fisheries Agency of Ukraine since May 2019.

Project ideas - Black Sea ecosystem, Fish health and AMR; marine pollution, aquaculture



- creation of a single Black Sea startup incubator (through «Crowdfunding»)
- Creation of the regional database for the Black Sea on the listed fish infectious diseases, the rates of antimicrobials use (AMU) and antimicrobial resistance (AMR) including Azov Sea and adjacent rivers; biorisk assessment and **management** ("connection with rivers flowing into the Black Sea" involves solving problems namely in Ukraine too, since the three largest rivers of Ukraine go to sea)
- implementation of the business model "multilateral market" for the systematic solution of these problems; for aquaculture «rent instead of purchase» and Peer-to-Peer model

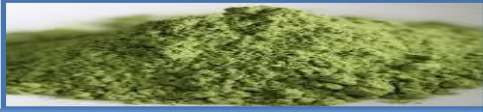
Project idea - sustainable fisheries and industry 4.0 technologies



- stimulating digitalization with an eco-systems approach and using «Long Tail», «Freemium», «subscription» business model to move to the market
- sustainable harvest of invasive ctenophores and jellyfish, while developing products and marketing strategies

Project idea – Blue Biotech

BG Initiative for Research and Innovation in the Black Sea demonstrates "emerging blue economy sectors such as: "Biotechnology – deriving high-value novel products from organisms of the unique habitats of the Black Sea".



- Development of the enabling technologies to produce innovative products of functional nutrition, dietary supplements, feed additives, and healthcare products by utilizing the bioresources of the Black Sea with a focus on the EU market;



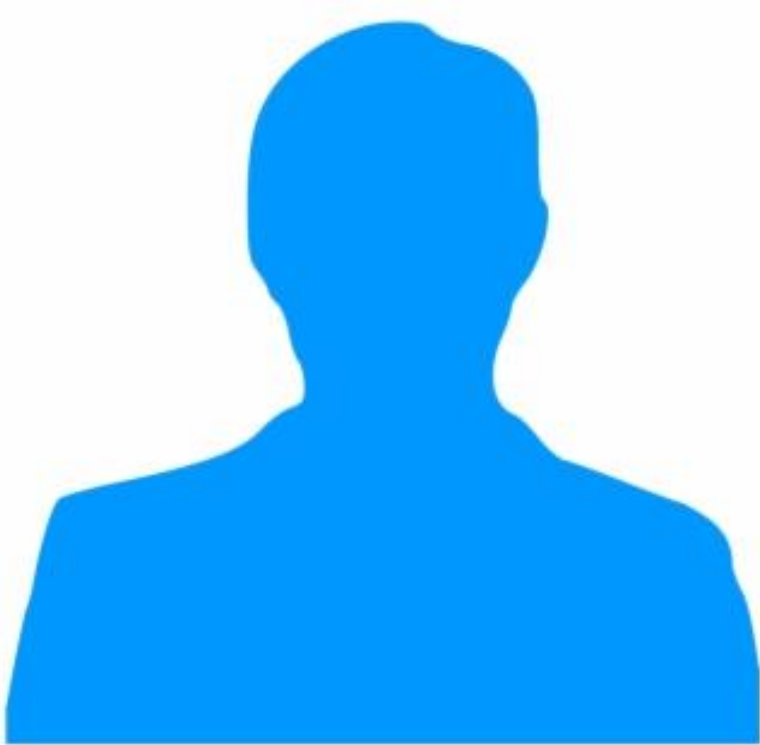
- Obtaining of the biologically active compounds of non-protein and protein origin possessing target properties (antioxidant, antimicrobial, immunomodulatory activities, collagen, elastin, proteolytic enzymes, etc.) from the hydrobionts of the Black Sea (invasive species and/or food processing wastes (shells))



- Rising a public awareness about the importance of the innovations in the field of marine biotechnology; promoting the improvement of a public attitude towards products based on the marine organisms; accelerating knowledge transfer from researches to market.

Education-blue skills and careers

-creation of a digital certified center of excellence in education and employment



- with mutual recognition at regional, national and European levels ;
- with mutual with a commitment to promoting gender equality and social inclusion;
- use of business models "Free course - paid certificate", "Selling a program from a set of courses", "Selling the course itself"

Project idea -healthy and productive Black Sea through high-tech and eco-friendly aquaculture



One of the objectives of the SRIA for the Black Sea is generating scientific knowledge which is a key element towards science-based and well informed decision-making.

Steps needed to start:

- 1) Accelerate knowledge transfer and technological development from research to market (*best practice, land-based aquaculture facilities, biotechnologies for diseases prevention, etc*);
- 2) Investing in the sustainable development of aquaculture - is an attractive alternative for fisheries under the increasing pressure (*climate change mitigations, biological risk assessment and biosecurity, pollutions, etc*).
- 3) Support for aquaculture research and joint pilot projects including the Black Sea aquaculture demonstration centers (*workshops and seminars, promotion of innovative circular economy approaches and innovative technological developments, multipurpose use of aquaculture platforms*).

We are always open to new opportunities to save Blue Black Sea!



Dr. Tetiana Maievsk

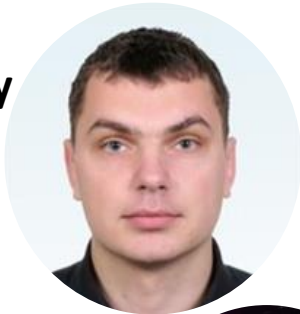


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