

ANNEX 1a
GRANT APPLICATION FORM

EASME/EMFF/2017/1.2.1.12/ S3 BLUE NETWORKS IN THE MED
Sustainable Blue Economy

This application form, with relevant supporting documents (see checklist page 24) have to be sent to the Executive Agency for Small and Medium Enterprises (EASME).

The paper version of application, which legally constitutes the application, must be submitted in a sealed envelope by registered mail, by courier service or by hand-delivery to the address indicated below:

By post

European Commission
EASME
Unit A3 – EMFF
Ref.: EASME/EMFF/2017/1.2.1.12/xxx
Place Charles Rogier, 16
B-1049 Brussels
BELGIUM

By courier service/ hand delivery

European Commission
EASME
Unit A3 – EMFF
Ref.: EASME/EMFF/2017/1.2.1.12/xxx
Mail Service
Avenue du Bourget 1
B-1140 Bruxelles
BELGIUM

All the sections in this application form should be completed. Please mention if a section is not applicable.

DECLARATION OF CONFORMITY

I, THE UNDERSIGNED, HEREBY DECLARE THAT THE ATTACHED INFORMATION IS ACCURATE AND IN ACCORDANCE WITH THE FACTS

NAME/ FIRST NAME: YOLANDA MOLARES

TITLE OF POSITION IN THE APPLICANT ORGANISATION (COORDINATOR): CLUSTER
MANAGER

PLACE AND DATE: 28/02/18

.....

(Signature and official stamp of the applicant)

PROGRAMME CONCERNED
<p align="center">Implementation of the European Maritime and Fisheries Fund Work Programme 2017</p> <p align="center">Action 1.2.1.12 - Sustainable Blue Economy</p> <p>Objective b EASME/EMFF/2017/1.2.1.12-S3 BLUE NETWORKS IN THE MED;</p>

REFERENCE NUMBER OF THE CALL FOR PROPOSALS
EASME/EMFF/2017/1.2.1.12/ -S3 BLUE NETWORKS IN THE MED
SUMMARY OF THE APPLICATION
Proposal title: Mediterranean Network for innovative and sustainable aquaculture:
Proposal acronym: MedISAq
Name of the Coordinator: Yolanda Molares
Brief summary ¹ of the action (Max. 1 page):
<p>The current trend of the aquaculture sector at European level is directed towards a business model innovation that integrates the different stakeholders at various geographical scales, developing collaborations with transnational partnerships around Blue Growth.</p> <p>The implementation of this project proposal will develop and strength transnational networks among Med aquaculture clusters and professional organizations that cover the entire aquaculture supply chain agents in the Mediterranean context.</p> <p>To achieve a sustainable model of transnational cooperation that improves the competitiveness and innovation of the sector, several actions are planned that that will reinforce synergies among the industry and tools will be developed that ensure an effective integration among aquaculture supply chain actors through activities that will consolidate: knowledge and market information and market and technology intelligence (mapping stakeholders, technology, legal or R&D alerts, technology transfer, etc.), interaction and trade and partnering (B2B, brokerage events or trade mission activities), international and transactional cooperation (networking activities) and promotion of young professionals and talent.</p> <p>This project aims to develop a network model to identify and to address the main challenges for the industry sustainable development at the Mediterranean basis by reinforcing technological development and innovation of its members and consolidating complementarity and knowledge management among them, contributing to improving the competitiveness, projection and international visibility.</p>
Duration (in months):30 months
Requested EU contribution (in €): 515.311 €
Total eligible costs (in €): 644.142 €

¹ This summary may be published by the EASME in case the proposal is successful.

SECTION I. INFORMATION ON THE APPLICANTS

0. SUMMARY OF PROJECT CONSORTIUM			
Applicant No	Applicant Organisation Name	Short Name	Country
<i>1 (Coordinator)</i>	Associació del Clúster Aqüicat	Clúster Acuiplus	Spain
2	Kluster Marikultura		Croatia
3	Associazione Piscicoltor Italiani	API	Italy
4	Asociación Empresarial de Acuicultura en España	APROMAR	Spain
5	Federation of Greek Maricultures	FGM	Greek
<i>Add lines if necessary</i>			

1. REFERENCES OF THE APPLICANTS

1.1 Applicant No. 1 (Coordinator):

1.1.1 IDENTITY OF THE APPLICANT
Official name in full: Associació del Clúster Aqüicat
Short name: Clúster Acuiplus (if applicable)
Official legal form: Private Law Body
Legal personality: Association (Reply by YES or NO) (In case you answered with NO): For entities with no legal personality under national law please indicate the representative empowered to take part in court proceedings on their behalf:
Entity registration number: 098129072018 (Not applicable if the applicant is a public-sector body)
VAT number (if applicable): ESG55628762

1.1.2 CONTACT DETAILS

Street address: Generalitat de Catalunya - Territorial Services of the Terres de l'Ebre-
Santa Ana Street

Postcode: 43500	
City: Tortosa (Tarragona)	
Country: Spain	
Telephone:	Mobile:
Fax:	
E-mail address: yolanda@acuiplus.es	
Website:	

1.1.3 CONTACT PERSON RESPONSIBLE FOR THE PROPOSAL

Family name: Molares	First Name: Yolanda
Position/Function: Cluster Manager	
Telephone:	Mobile:
Fax:	
E-mail address: yolanda@acuiplus.es	

1.1.4 LEGAL REPRESENTATIVE (AUTHORISED TO SIGN THE AGREEMENT)

Family name: Molares	First Name: Yolanda
Position/Function/Mandate: Cluster manager	
Telephone: +34 986 178 225	Mobile: +34 637 316 369
Fax:	
E-mail address: yolanda@icsem.es	

1.1.5 PROFILE OF THE APPLICANT — GENERAL AIMS AND ACTIVITIES

[Year of foundation]: 2014

The entity shall state his legal status by ticking one or several options

- | | |
|--|---|
| <input type="checkbox"/> Public body | <input type="checkbox"/> International Organisation |
| <input checked="" type="checkbox"/> Non-profit making organisation | <input type="checkbox"/> Social Partner |
| <input type="checkbox"/> Educational and training establishment | <input type="checkbox"/> Research Centre/Institute |
| <input type="checkbox"/> Others (please specify) | <input type="checkbox"/> SME |
| <input type="checkbox"/> Natural Persons | <input type="checkbox"/> Companies other than SMEs |

The ACUIPLUS Cluster have actively participated in several projects related to blue growth in general and sustainable development of the aquaculture in particular at national and international level. Some of these projects are the UE (African Union Research Grant – FED/2012/305-980) project that ended in 2016 focused to improve the management and technological innovation in African tilapia farms and hatcheries (ITACA). The members of the Cluster also developed another project founded by the government of Jalisco (Mexico) in order to reinforce the Technological development for the production of marine fish. Another project developed in this context is the Study on new health management models through improved technological management applied to the world of fish production, mainly salmon, developed through private financing. The government of Colombia also founded a project to develop Proposals

for the strengthening of aquaculture in Antioquia and carried out by Research & Technology Food & Agriculture (IRTA) one of the cluster members, among others. IRTA is also main participant in MEDAID (H2020-SFS-23-2016): being the scientific coordinator, Wp leaders/co leaders of WP1, 2 and 8 and participating in 7 out 10 WP of the project and it is currently developing the research programs: The Aquaculture Programme, which is focused on reproduction, nutrition, larvae rearing and pathology for new and established aquatic species, mainly of marine Mediterranean organisms and the Sub programme of Processes in the Food Industry, which deals with Assessment of food quality and safety, as well as development of food products and processes and consumer perception.

The Custer has elaborated several reports of the aquaculture development and market studies, such as the “Analysis of emerging markets and needs” of the aquaculture sector, the Market study of the Cleaner Fish (salmon) focused on new health management models through technological management applied to the world of salmon production. The cluster also organized several conferences and technical seminars aimed at increasing knowledge and collaborations between members and potential partners. The latest event organized was the “knowledge management: innovation and sustainability in aquaculture” (https://i2.wp.com/www.acuiplus.org/wp-content/uploads/2017/11/Jornada-Gestion-Conocimiento-ACUIPLUS_P%C3%A1gina_2.png) . This session was managed by ACUIPLUS and XarXa, (Reference Network of I + D + i in Aquaculture - of the Generalitat of Catalonia) who is also an ACUIPLUS member (www.xraq.cat) and supported by the University of Barcelona, looking forward to boost the sector by improving competitiveness, in the framework of knowledge management as a priority tool.

Where applicable:

1.1.6 OTHER AFILIATED ENTITIES	
List legal entities having a legal or capital link with the applicant (insert rows if necessary) N.B.: This section should only declare affiliated entities that will request a financial contribution and will participate to the project.	
Entity	Nature of the organization and legal or capital link with the applicant

1.2 Applicant No. 2 (Partner):

1.2.1 IDENTITY OF THE APPLICANT
Official name in full: KLAster MARIKULTURA
Short name: n/a (if applicable)
Official legal form: ASSOCIATION

Legal personality ² : YES (Reply by YES or NO)
(In case you answered with NO): For entities with no legal personality under national law please indicate the representative empowered to take part in court proceedings on their behalf:
Entity registration number: 02447860 (Not applicable if the applicant is a public-sector body)
VAT number (if applicable): HR 35936340956

1.2.2 CONTACT DETAILS

Street address: Obala ante trumbica 4	
Postcode: 2100	
City: Split	
Country: Croatia	
Telephone: +38521321169	Mobile:
Fax:	
E-mail address: info@klstermarikultura.hr	
Website: http://www.klstermarikultura.hr/o-nama/12-klaster-marikultura	

1.2.3 CONTACT PERSON RESPONSIBLE FOR THE PROPOSAL

Family name: Katavić	First Name: Ivan
Position/Function: member of the Klaster Marikultura	
Telephone: +385 98 404939	Mobile: +385 98 404939
Fax:	
E-mail address: katavic@izor.hr	

1.2.4 LEGAL REPRESENTATIVE

Family name: Kristijan	First Name: Zanki
Position/Function/Mandate: President of the Klaster Marikultura	
Telephone: +385 21 420605	Mobile: +385 91 1632236
Fax: +385 21 632236	
E-mail address: kristijan.zanki@gmail.com	

1.2.5 PROFILE OF THE APPLICANT — GENERAL AIMS AND ACTIVITIES

[Year of foundation]:	
The entity shall state his legal status by ticking one or several options	
<input type="checkbox"/> Public body	<input type="checkbox"/> International Organisation
<input checked="" type="checkbox"/> Non-profit making organisation	<input type="checkbox"/> Social Partner

² Legal personality is understood as applicant's capacity to sign contracts and constitute a party in court proceedings under the applicable national legislation.

- | | |
|---|--|
| <input type="checkbox"/> Educational and training establishment | <input type="checkbox"/> Research Centre/Institute |
| <input type="checkbox"/> Others (please specify) | <input type="checkbox"/> SME |
| <input type="checkbox"/> Natural Persons | <input type="checkbox"/> Companies other than SMEs |

The members of the Klaster Marikultura have a broad experience developing projects aimed at promoting the development of sustainable aquaculture. The most recent projects are the FAIMMAC project founded by the European Commission, aimed at developing eco-friendly aquaculture in the context of the Integrated Maritime Policy. This project was followed by another project promoting Blue Growth under H2020 programme. The project Mediterranean Aquaculture Integrated Development that has improved the development of aquaculture production of seabass and seabream species in the Mediterranean.

Where applicable:

1.2.6 OTHER AFILIATED ENTITIES	
List legal entities having a legal or capital link with the applicant (insert rows if necessary) N.B.: This section should only declare affiliated entities that will request a financial contribution and will participate to the project.	
Entity	Nature of the organization and legal or capital link with the applicant

1.2 Applicant No. 3 (Partner):

1.2.1 IDENTITY OF THE APPLICANT
Official name in full: Associazione Piscicoltor Italiani
Short name: API (if applicable)
Official legal form ³ : Association
Legal personality ⁴ : YES (Reply by YES or NO) (In case you answered with NO): For entities with no legal personality under national law please indicate the representative empowered to take part in court proceedings on their behalf:
Entity registration number: D.P.R. 31.03.1970 N.1011

³ Not applicable if the applicant is a natural person.

⁴ Legal personality is understood as applicant's capacity to sign contracts and constitute a party in court proceedings under the applicable national legislation.

(Not applicable if the applicant is a public-sector body)

VAT number (if applicable): 80010210260

1.2.2 CONTACT DETAILS

Street address: Vía del Perlar 37 a

Postcode: 37135

City: Verona

Country: Italy

Telephone: +39 045 580978

Mobile:

Fax:

E-mail address: info@api-online.it

Website:

1.2.3 CONTACT PERSON RESPONSIBLE FOR THE PROPOSAL

Family name: Fabris

First Name: Andrea

Position/Function: API Director

Telephone: +39 045 580978

Mobile: +39 338 5968053

Fax: +39 045 582741

E-mail address: andreafabris@hotmail.com

1.2.4 LEGAL REPRESENTATIVE

Family name: Salvador

First Name: Pier Antonio

Position/Function/Mandate: API President

Telephone: +39 045 580978

Mobile:

Fax:

E-mail address: info@api-online.it

1.2.5 PROFILE OF THE APPLICANT — GENERAL AIMS AND ACTIVITIES

[Year of foundation]:

The entity shall state his legal status by ticking one or several options

☐ Public body

☐ International Organisation

☒ Non-profit making organisation

☐ Social Partner

☐ Educational and training establishment

☐ Research Centre/Institute

☐ Others (please specify)

☐ SME

☐ Natural Persons

☐ Companies other than SMEs

API is an active aquaculture organization that participate and has participated in several projects at national and international level, aimed at improving the sustainable development of the sector. One of these projects was AQUALity in which API was a project partner; this European project (FP7) ended in 2014. This project allowed the development of innovative techniques in the early and remote detection of microbiological contaminants in water. In this

project, up to 11 entities from 6 different countries collaborated, demonstrating the good disposition and functionality of the transnational collaborative work. Other project supporting the suitability of API for the project were the European project OrAQUA ended in 2016, in which 13 partners from 9 countries participated, aimed to enhance the economic development on science-based regulations of the organic aquaculture sector in Europe and the Healthy Fish (Erasmus +) European program whose objective was to develop a training program in order to reinforce the qualification of the aquaculture sector and improve its competitiveness. Currently, the association is participating the PERFORM FISH project (Horizon 2020) developed by a multi-stakeholder partnership constituted by 28 partners. Its main goal is to promote the development of the Mediterranean aquaculture industry taking into consideration the requirements and perceptions of consumer and market conditions.

At national level API was and is involved in many projects alone or in partnership with other entities with the aim to promote and develop aquaculture sustainability and training and updating of operators in the sector

Where applicable:

1.2.6 OTHER AFFILIATED ENTITIES	
List legal entities having a legal or capital link with the applicant (insert rows if necessary) N.B.: This section should only declare affiliated entities that will request a financial contribution and will participate to the project.	
Entity	Nature of the organization and legal or capital link with the applicant

1.2 Applicant No. 4 (Partner):

1.2.1 IDENTITY OF THE APPLICANT
Official name in full: Asociación Empresarial de Acuicultura en España
Short name: APROMAR (if applicable)
Official legal form: Professional Association
Legal personality: Yes (Reply by YES or NO) (In case you answered with NO): For entities with no legal personality under national law please indicate the representative empowered to take part in court proceedings on their behalf:
Entity registration number: 99002884 (Not applicable if the applicant is a public-sector body)
VAT number (if applicable): ES G78295748

1.2.2 CONTACT DETAILS

Street address: Cmno. Leche Santa, 2; Chiclana de la Frontera (Cádiz)

Postcode: 11130

City: Chiclana de la Frontera

Country: Spain

Telephone: +34 956 40 42 16

Mobile: +34 659 09 48 94

Fax:

E-mail address: ojeda@apromar.es

Website:

1.2.3 CONTACT PERSON RESPONSIBLE FOR THE PROPOSAL

Family name: Ojeda González-Posada

First Name: Javier

Position/Function: General Manager

Telephone: +34 956 40 42 16

Mobile: +34 659 09 48 94

Fax:

E-mail address: ojeda@apromar.es

1.2.4 LEGAL REPRESENTATIVE

Family name: Ojeda González-Posada

First Name: Javier

Position/Function/Mandate: General Manager

Telephone: +34 956 40 42 16

Mobile: +34 659 09 48 94

Fax:

E-mail address: ojeda@apromar.es

1.2.5 PROFILE OF THE APPLICANT — GENERAL AIMS AND ACTIVITIES*[Year of foundation]:*

The entity shall state his legal status by ticking one or several options

☐ Public body☐ International Organisation☒ Non-profit making organisation☐ Social Partner☐ Educational and training establishment☐ Research Centre/Institute☐ Others (please specify)☐ SME☐ Natural Persons☐ Companies other than SMEs

APROMAR is currently involved in two large European research projects: PERFORMFISH (<http://performfish.eu>), developed by a multi-stakeholder partnership constituted by 28 partners. It's main goal is to promote the development of the Mediterranean aquaculture industry taking into consideration the requirements and perceptions of consumer and market conditions. The second project is DIVERSIFY (<http://www.diversifyfish.eu>), to identify new

potential species for aquaculture in Europe in order to diversify the sector, also a study market for the identified species is being developed. This project involves 38 partners including research and academic institutions, private business, Professional Associations from 12 countries. Another European project in which APROMAR has recently been involved is HEALTHYFISH (<http://healthyfish.apromar.es>), ended in 2017, and whose main objective was to develop a training program in order to reinforce the qualification of the aquaculture sector and improve its competitiveness. Other activities carried out by APROMAR are at Spanish national level, such as the development of the Brand “Crianza de Nuestros Mares”, which allows to identify the aquaculture products produced in the country (Spain). APROMAR also develops an annual report, gathering the most up-to-date information on aquaculture in Spain and Europe. This report is shared in an open format making it available to anyone interested in the sector.

Where applicable:

1.2.6 OTHER AFILIATED ENTITIES	
List legal entities having a legal or capital link with the applicant (insert rows if necessary) N.B.: This section should only declare affiliated entities that will request a financial contribution and will participate to the project.	
Entity	Nature of the organization and legal or capital link with the applicant

1.2 Applicant No. 5 (Partner):

1.2.1 IDENTITY OF THE APPLICANT
Official name in full: FEDERATION OF GREEK MARICULTURES
Short name: F.G.M. (if applicable)
Official legal form: NON PROFIT PRIVATE ORGANISATION
Legal personality: YES (Reply by YES or NO) (In case you answered with NO): For entities with no legal personality under national law please indicate the representative empowered to take part in court proceedings on their behalf:
Entity registration number: 17746 / 1991 (Not applicable if the applicant is a public-sector body)
VAT number (if applicable): EL 090165430

1.2.2 CONTACT DETAILS

Street address: L. Vouliagmenis 517, 3RD FL.,

Postcode:16341

City:Ilioupolis, Athens

Country: Greece

Telephone: +302103212224

Mobile:

Fax:

E-mail address: fgmgen@otenet.gr

Website:

1.2.3 CONTACT PERSON RESPONSIBLE FOR THE PROPOSAL

Family name: Pelekanakis

First Name: Ioannis

Position/Function: General Manager of FGM

Telephone: +302103212224

Mobile: +306945910491

Fax:

E-mail address: fgmgen@otenet.gr; ipelfgm@gmail.com**1.2.4 LEGAL REPRESENTATIVE**

Family name: Chachlakis

First Name: Antonis

Position/Function/Mandate: President of the Board of FGM

Telephone:+302103212224

Mobile:

Fax:

E-mail address: fgmgen@otenet.gr**1.2.5 PROFILE OF THE APPLICANT — GENERAL AIMS AND ACTIVITIES**

[Year of foundation]:

The entity shall state his legal status by ticking one or several options

☐ Public body☐ International Organisation

X Non-profit making organisation

☐ Social Partner☐ Educational and training establishment☐ Research Centre/Institute☐ Others (please specify)☐ SME☐ Natural Persons☐ Companies other than SMEs

The Federation of Greek Maricultures is the business association of Greek Fish Farmers, mainly of seabass and seabream. Established in 1991, FGM represents 80% of the Greek aquaculture production and 2/3 of the total employees working in the sector. The main objectives of the Federation are to promote the sustainable development of aquaculture, ensure high standards of food quality and safety, liaise with national, European and international Institutions, support marketing activities – awareness campaigns and participate/coordinate projects related to the

industry's activities. FGM participated in several European projects, some of them with an educational and vocational objective. Some of the on going projects that the FGM is currently involved are PrimeFish project is developing an innovative market orientated prediction toolbox. It allows to strengthen the economic sustainability and competitiveness of European Seafood on Local and Global markets. Also, ClimeFish – Adapting to a changing world “ClimeFish will support sustainable fisheries, enable an increase in European aquaculture production, facilitate employment and regional development in the sectors, and the Integrating Innovative Approaches for Competitive and Sustainable Performance across the Mediterranean Aquaculture Value Chain – PerformFISH.

Where applicable:

1.2.6 OTHER AFILIATED ENTITIES	
List legal entities having a legal or capital link with the applicant (insert rows if necessary) N.B.: This section should only declare affiliated entities that will request a financial contribution and will participate to the project.	
Entity	Nature of the organization and legal or capital link with the applicant

2. BANK DETAILS The account to be used for the action for which a grant is being requested must allow payments made by the Union to be identified.

SECTION II. OPERATIONAL AND FINANCIAL CAPACITY

1. OPERATIONAL CAPACITY

1.1 Applicant No. 1 Cluster ACUIPLUS (Coordinator):

Description of experience/project	European, national or local/regional level	Year of finalisation	Website (for further information)
DIVERSIFY (EU FP7) Exploring the biological and socio-economic potential of new/emerging candidate fish species for expansion of the European aquaculture industry	EU	2018	
VIVALDI Preventing and mitigating farmed bivalve diseases (VIVALDI) (H2020-SFS-2015-2) (EU) Topic SFS-10b-2015 – Scientific basis and tools for preventing mollusc diseases. Coordinator: IFREMER, Coordinator: IRTA - D. Furones (Disease management measures and biosecurity) (12 partners)	EU	On going 2016-2020	
MedAID - Mediterranean Aquaculture Integrated Development (H2020-SFS-23-2016). Topic: Improving the technical performance of Mediterranean aquaculture (EU). Administrative Coordinator: IAMZ-CIHEAM / Scientific Coordinator: IRTA (D. Furones) (30 partners, incl. FAO).	EU	On-going 2017-2021	

1.2.2 Technical equipment/ tools/ facilities/ patents

Where appropriate, a description of the technical equipment, tools or facilities and patents at the disposal of the applicant and relevant to the project.

1.2 Applicant No. 2 KLASTER MARIKULTURA (Partner):

Description of experience/project	European, national or local/regional level	Year of finalisation	Website (for further information)
FAIMMAC* EASME/EMFF	EU	2018	
MedAID H2020 (Klaster is stakeholder)	EU	2021	

1.2.2 Technical equipment/ tools/ facilities/ patents

Where appropriate, a description of the technical equipment, tools or facilities and patents at the disposal of the applicant and relevant to the project.

Facilities, tools and equipment of the Klaster members (including CVI and IOF) are available for the project activities as well as members of the Klaster General Assembly and the Management of the Klaster

1.2 Applicant No. 3 API (Partner):

Description of experience/project	European, national or local/regional level	Year of finalisation	Website (for further information)
AQUALity-FP7 (partner)	EU	2014	www.aqualityproject.com
App_HEALTHY_FISH	EU	2017	Apromar.es/healthyfishapp
H2020-SFS 2016 2017 PerformFISH	EU	2022	Performfish.eu

1.2.2 Technical equipment/ tools/ facilities/ patents

Where appropriate, a description of the technical equipment, tools or facilities and patents at the disposal of the applicant and relevant to the project.

API owns its premises in Viena where there is a meeting room with 60 people capacities. API adheres to General Federation of Agriculture (Confagricoltura) and therefore can use its services and its representative office in Rome

1.2 Applicant No. 4 APROMAR (Partner):

Description of experience/project	European, national or local/regional level	Year of finalisation	Website (for further information)
PerformFISH Project	EU	On going	http://performfish.eu/
Diversify Project	EU	On going	http://www.diversifyfish.eu/
Healthy Fish Project	EU	2017	http://healthyfish.apromar.es/

1.2.2 Technical equipment/ tools/ facilities/ patents

Where appropriate, a description of the technical equipment, tools or facilities and patents at the disposal of the applicant and relevant to the project.

Innovative Tool To Qualify The Staff Of Aquaculture Farms In Health And Welfare Of Fish In The Aquaculture Farm (APP For Mobile And Tablet)
<http://healthyfish.apromar.es/>

1.2 Applicant No. 5 Federation of Greek Maricultures (Partner):

Description of experience/project	European, national or local/regional level	Year of finalisation	Website (for further information)
Innovation Transfer Network for Mediterranean Mariculture - INTRANEMMA	EU	2010-12	www.intranemma.eu www.aquatt.ie/aquatt-eu-lifelong-learning-programme/161-intranemma
Exploring the biological and socio-economic potential of new/emerging candidate fish species for expansion of the European aquaculture industry - DIVERSIFY	EU	On going	www.diversifyfish.eu
Integrating Innovative Approaches for Competitive and Sustainable Performance across the Mediterranean Aquaculture Value Chain - PerformFISH	EU	On going	http://performfish.eu

1.2.2 Technical equipment/ tools/ facilities/ patents

Where appropriate, a description of the technical equipment, tools or facilities and patents at the disposal of the applicant and relevant to the project.

SECTION III. INFORMATION ON THE ACTION FOR WHICH THE GRANT IS REQUESTED

Project title and project acronym:

Mediterranean Network for innovative and sustainable aquaculture: MedISAg

1.a) Objectives (max. 2 pages):

The need for reinforcing cooperation between aquaculture operators is recognised as one of the factor that may contribute to the sustainability of the aquaculture development in the Mediterranean region, in terms of social, economic and environmental criteria. This proposal being presented by Aquaculture Clusters and Professional Associations from Med Countries aims to turn policy towards growth by reinforcing networking collaboration within the frame of knowledge management, biotechnology innovation, skills and business development. Reinforcing cooperation on sustainable aquaculture development within Mediterranean countries and diminishing competitive forces through common actions may help to reduce conflicts and promote compatibility.

The **main objective** of the proposal is **to promote networking among Med aquaculture clusters and professional organizations aimed to foster sectorial competitiveness based on aquaculture innovation and technologies, business development and sustainability.** Therefore, this transnational project is aimed at:

- **creating and strengthening transnational networks** (at subregional and Mediterranean level)
- **to increase knowledge at Med level on sectorial organization, maritime innovation and business development.**

In order to achieve these goals, the project will be focused on the following areas:

- Generation and transfer of knowledge: Increase of knowledge on different areas related to sectorial organizations management and technological innovation
- Promoting multistakeholder cooperation and collaboration (as a way of doing things) as a key issue to reinforce competitiveness of the whole Med basin.
- Promoting sustainable innovation based on sectorial challenges and collaboration among stakeholders (quadruple helix), involving new business and entrepreneurs (start ups)
- Ensuring sustainability of the sector by attracting young professionals.

This network comes from the need to fill specific gaps to be reinforced at cooperation level among professional organizations and clusters at Med level:

1. Cooperation among clusters and professional organization among countries to be reinforced in terms of information exchange, common strategies for sectorial development at Med scope, exchange of good practices, business cooperation promotion (alliances, commercial agreements, others).
2. Regional issues at institutional and research level are to be faced together with the business sector together in order to favour sustainability and competitiveness. Working together on identifying common challenges and designing innovation projects will favour Med industry competitiveness.
3. Introducing innovative initiatives and technology into the chain value is a Must to ensur sustainability. This all comes from research centres and R+D departmens of the companies. However new business models, start ups and young talent are growing up through different activities that could be applied to the aquaculture sector. These should be well known and promoted as a source of innovation for the sector. New business ecosystem must be considered

and integrated, as well as fostered (business angels, mergers, collaboration, others) into the aquaculture sector.

4. Regional talent should be promoted to enrich sector sustainability through potential business ideas and technological solutions to current challenges. This will allow to foster Med industry by positioning it into technology development adapted to sustainability trends. Young professionals request new working methodologies and regional scope is not far from their working concept. Also, industry at Med level is facing the urgency of new generations that will foster industry sustainability for years. New generations are educated in the basis of competition, as well as on collaboration for competitiveness. So, aquaculture sector must be adapted to this trend and work together for new professionals and the incorporation of new young talent. Modernisation on working methods should be a challenge in order to attract young talent.

Indeed, aquaculture has been identified in the Report on the Blue Growth Strategy⁵ as one of the five areas that require special attention in order to accomplish the **Blue Growth objectives**, since the collaborative work across the stakeholders involved in the sector has been identified as a bottleneck that is limiting the sustainable development of aquaculture. Therefore, the objectives of this project are to strengthen these areas that have been identified as knowledge gaps and weaknesses of the sector on its way towards meeting the objectives of blue growth, by creating synergies among the countries involved in the aquaculture sector along the Med basin, promoting and consolidating transnational development.

Furthermore, in order to support the growth of the sector under the referred issues, the objectives will be underpinned under **five key enablers: promote partnerships, model business innovation, compile information of the sector, research, skills development and entrepreneurship**. As *blue Growth strategy mentions quadruple helix* should be implemented by this project approach, starting from the design (demonstration of support letters from different stakeholders covering quadruple helix, composition of cluster and organizations) and all through its implementation (transfer activities to be shared among stakeholders)

The project is therefore to be considered as a model to identify and to address the main challenges for the sustainable growth of the Mediterranean aquaculture industry. For this it is intended to increase the efforts to improve business model innovation, in order to reach higher levels of knowledge sharing and build up complementary capabilities, as well as develop more effective management methods. The innovation Clusters and farmer's associations have been proven to be highly efficient organisations promoting transnational cooperation and information exchange in aquaculture, well ahead of individual farmers initiatives. Since, innovation comes hand in hand with knowledge transfer, to achieve this goal it is necessary to develop tools and guidelines that ensure the adequate management of knowledge between sectors and along the entire value chain. It is also necessary to carry out a detailed study of the state of the art of sector clusters in the region in order to be able to develop future collaborations and connect the different sectors that share resources with a common goal.

To achieve synergies among the industry and effective integration among aquaculture supply chain actors', several actions and activities are planned: to provide knowledge and market information and market and technology intelligence (mapping stakeholders, technology, legal or R&D alerts, technology transfer, etc.); interaction and partnering (B2B, brokerage events or trade mission activities); international and transnational cooperation (networking activities); and promotion of young professionals and talent, and involvement innovative business (start up) by increasing knowledge on entrepreneurship and intrapreneurship ecosystem, among others.

⁵ European Commission. 2017. Report on the Blue Growth Strategy Towards more sustainable growth and jobs in the blue economy. SWD (2017) Brussels

1.b) General description of the action, including the state of art (max. 2 pages):

Increasing pressures on natural ecosystems and its consequent degradation is driving the environmental capacity of the planet to its support limit, leading to the environmental degradation and depletion of natural resources. The uncontrolled and inefficient use of resources has led to the “environmental food crisis”, among others. In this context, the European Commission (EC) through the European bioeconomy strategy action plan⁶⁷ “blue growth opportunities for marine and maritime sustainable growth” has identify aquaculture and marine biotechnology as key challenges in meeting food security.

In recent years, there has been a significant increase in efforts to promote sustainable development, in general and blue growth in particular. In this context, the Mediterranean region and the sustainable aquaculture has been the focus of several projects in which is considered as a priority. Some of these initiatives and research programs are InDAM project, funded by the EC Directorate General for Maritime Affairs and Fisheries (DG MARE), which developed a guide for sustainable aquaculture development relaying on indicators for the Mediterranean and Black Sea countries. Whereas in the Adriatic and Ionian Sea, two projects have been carried out under this topic, FAIMMAC aimed at developing eco-friendly aquaculture and Blue NET project looking forward to enhance business collaboration and networking. The Committee of Aquaculture of the General Fisheries Commission from the Mediterranean (GFCM-CAQ) SHoCMed project titled “Developing site selection and carrying capacity for Mediterranean aquaculture within aquaculture appropriate areas”, is another project directed towards the topic of sustainability for Mediterranean aquaculture. The GFCM has also founded with the contribution of the Spanish Government the MedAquaMarket project, named “Development of a Strategy for Marketing and Promotion of Mediterranean Aquaculture”. In relation to the evaluation of aquaculture sustainability, the EVAD research programme was developed under a participatory process and it is focused on the application of indicators to develop a tool to evaluate the sustainable development of aquaculture upon the Blue Growth strategies. In addition, increasing literature it is been emerging focused on the development of guidelines for the Sustainable Development of Aquaculture, such as Guidelines of the Spanish Aquaculture Observatory Foundation (FOESA, 2010)⁸, or the Guide “Interactions between aquaculture and the environment” founded by the UICN in collaboration with the Spanish Government aimed at giving support to decision makers and aquaculture entities following the recommendations for responsible aquaculture to minimize the possible environmental impacts of aquaculture. Other European Research programs that are currently under development is the project to boost Mediterranean fish farming, under the H2020 programme. The Mediterranean Aquaculture Integrated Development project is an ongoing project until 2021, aimed at improving the efficiency of aquaculture production in the Mediterranean and accelerate the growth of the sector, focused mainly on seabass and seabream species.

Integrating all these tools already developed and enriching them through collaborative work between research centres, private entities and the public sector will contribute to consolidate the current trend toward blue growth.

In order to achieve the Blue Growth's objectives, the exploitation of marine resources must be based on an integrative and cohesive approach that considers the social, economic and environmental dimensions. Achieving this goal successfully will depend largely on being able to renew and improve the productive processes along the entire value chain. Value creation supported on sustainable development relies on knowledge transmission and cooperation across actors and sectors in a region. This approach has been supported by several agreements and initiatives aimed at promoting the

⁶ European Commission. 2012a. Blue Growth Opportunities for Marine and Maritime Sustainable Growth, COM(2012) 494 Final. Brussels, Belgium.

⁷ European Commission. 2012b. Innovating for Sustainable Growth: A Bioeconomy for Europe, COM(2012) 60 Final. Brussels, Belgium.

⁸ FOESA. 2010. Defining sustainability indicators for Mediterranean Aquaculture. Madrid, Spain, FOESA. 152 pp.

cooperation and networking at different geographical scales, such as the Union for the Mediterranean Ministerial Declaration on the Blue Economy or the EU Strategy for the Adriatic and Ionian Region, which have been followed by several researches that have highlighted the importance of cluster association to increase the effectiveness of the social and economic development (Pinto et al., 2015). As was stated by Pinto al. (2015)⁹, the more related variety across related sectors in a region, the higher the number of technologically related sectors, and the more learning opportunities there are for local industries upon a sustainable development. Likewise, the relevance of Cluster organizations is such, that The EC has also launched the European Cluster Excellence Initiative (ECEI) aimed at creating more world-class clusters across the EU by strengthening management process and the way they offer services, objectives also aligned with the secondary objectives of this project. In this context, the TCI Network has allowed to connect more than 9,000 practitioners from a holistic perspective, including development agencies, government departments, cluster organizations, academic institutions and private companies among others, covering more than 100 countries, whose main objective is to promote the economic development based on cluster organizations and the international cooperation among them. Since cluster organizations are understood as a tool that promote competitiveness and innovate capacity.

Therefore, there is a general consensus in the academic, business and government sectors about the positive attributes of Clusters networking for the local economy and the wealth of the environment, and the necessity to promote the communication and cooperation between actors involved in the exploitation of marine resources, therefore, contributing to strength intersectoral exchanges, innovation and effective and sustainable use of the resources. Therefore, the actions proposed with this project, will intent to accomplish these objectives through several actions, which have a common denominator: (i) to promote the exchange of knowledge, skills and technologies among the different actors in order to discuss and improve the different lines of action to contribute to the blue growth strategies; (2) to promote the development of the sector through innovation in new technologies and entrepreneurship. The main lines to accomplish these objective swill be:

- Develop cluster strategies from the analysis of the strengths and weaknesses of the common practices on sectorial development, through the exchange of the experiences of each partner. This interchange of information, discussion of proposals and consequent analysis of the integrated information will conclude with a summarize of best practices on innovation and business development from the perspective of professionals and cluster associations with wide experience in the field of marine resources exploitation and regional cooperation.
- Promote the exchange of knowledge and application of technologies to optimize resources through meetings that allow the dissemination of projects, debates on innovation technologies and its applicably and potential diversification. The main aim of this activity will be to develop and apply transfer knowledge tools that will allow mutual learning.
- Promote the development of the aquaculture industry through the transfer of knowledge from administration, research centres and the companies themselves in order to promote the economic development of the sector under the guidelines of Blue Growth, based on innovation in new technologies and synergy of resources
- Develop activities that contribute to the long-term perspective of the blue growth strategies, arousing the interest of young people towards sustainable development and blue economy as well as empower young talent initiatives in this field.
- Strengthen relations and synergies between public and private companies, joining efforts between entities to work together for a common interest, which will optimize resources and investments and reduce risks.

⁹ Pinto, H., Cruz, A. R., & Combe, C. (2015). Cooperation and the emergence of maritime clusters in the Atlantic: Analysis and implications of innovation and human capital for blue growth. *Marine Policy*, 57, 167-177.

1.c) Expected outputs, results and impacts (max. 2 pages):

1.c.1) The main outcomes would be the *strengthening of the transfer and management of knowledge along Med basin in order to improve aquaculture sector impact and develop new business models based on entrepreneurship and young talent attractions, in terms of innovation and sustainability, through the involvement of different stockholders*. In this way, it is expected to collaborate and share the different strategies and perspectives of each region to achieve a sustainable and sustained growth of the sector in the region under social, economic and environmental criteria.

This will be achieved through the workshops, seminars, webinars and tools that will be designed to undertake such an end, starting with an action plan that guarantees the creation, transfer and feasibility of information generated through the interchange of experiences and ideas and the design and establishment of a rigorous methodology to integrate and analyse this information. In these joint activities, common elements of the development of the sector between the different regions and actors will be analysed, challenges will be identified, and mechanisms to achieve the agreed challenges will be developed and reported.

Explicit knowledge will be generated to be shared in different open access means, so it can be used by potential stakeholders interested in the matter. This information will be integrated in the form of reports guidelines, catalogues or business and cluster iterative maps that will be shared using innovated technologies in communication such as webinar tools or sig tools. Tacit knowledge as means of skills, capabilities or expertise will be also generated, shared and reported through webinar tools, missions to the partners facilities, workshops and conferences. This experience that will be obtained throughout the different WPs of the project, will produce, on the one hand, the enrichment of the regions involved, being represented by entities with a great capacity for influence and dissemination in the respective work areas, in terms of innovation and technological development, and on the other hand to the entities themselves through its direct application. A detailed study report of business services to the aquaculture sector will be developed to reinforce clusters and organization impact on the sector. It will conclude with the definition of two projects, that will be identified and agreed among the partners of the consortium, in order to be implemented through this project and after its ending.

In addition, specific task will be developed to enhance the entrepreneurship of young people in the aquaculture sector by developing a training programme and tools such as online network to guarantee a fluid communication between the young people interested in the sector and professionals. This programme will also include exchange programmes and study visits to the facilities of the countries involved with practice sessions. Both parties are expected to be enriched by this mutual learning process, moderated by aquaculture industry experts. The tacit outcomes would be achieved by missions to the facilities, followed by workshops and specific reports on aquaculture business start-up and guidelines directed to young aquaculture's entrepreneurship in the Mediterranean.

1.c.2) Improved technology/research. Studies of the state of the art of the aquaculture sector and technological innovation in the Mediterranean region will be performed and reported, as well as the identification of the challenges to face. The tools designed to improve the networking cooperation among partners will allow to identify the technological development and current innovations developed in the different countries and its applicability in the sector. Compare the application of such technology among partners, having entities distributed from the north to the south of the region will allow a global vision of this development, generating new ideas and defining the strategies to accomplish its implementation. The identification of knowledge gaps and the challenges to face will also result in the conception of two research programmes.

Improved international cooperation among clusters and professional organizations. This goal will be achieved through the different tools designed to promote the practical transfer of knowledge and experiences, therefore ensuring the availability of information.

Improved entrepreneurship of young people. The main aim of the training programme, Aquaculture Young professional program and the online network that will be designed is to promote the entrepreneurship of young people and connect business with new talents, which will generate an

enrichment of both parties in the process. The result that is pursued is to achieve that young entrepreneurs carry out their business ideas.

Improved business model. To achieve the goal of improving business model innovation, mechanism to ensure a practice knowledge management will be developed. Through the actions described above, including workshops, meetings, webinars focused on entrepreneurship programmes, market studies, market mission and the development of a practice action plan to guide stakeholders towards capacity building and knowledge transfer, will result into the design and development of a Mediterranean observatory for innovation and sustainability in the framework of aquaculture business. Specific tools will be designed and developed to achieve this goal. Particularly, a software of BtoB matching tool will be one of these.

Impact of clusters and professional organizations on aquaculture sectorial development along value chain is reinforced through Best Practice exchange on organizations management. Several activities will be performed to debate the potential lines of action to boost the sectorial development through the elaboration of aquaculture cluster strategies for the Mediterranean basin. These activities will be developed throughout 7 work packages designed. These activities include the development of at least 3 tools that facilitate the exchange of experiences and perspectives, connecting North-South entities, the application of these tools under the topic of the innovation of the sector and the reinvigoration of the sector through the analysis of opinions, proposals and perspective of the envisage of young professionals and students. Concrete task will be developed to joint investment among partners in innovation that will result in the conception of two concept notes of projects on aquaculture innovation in the Mediterranean basin. The development of a good practice catalogue through the compilation of this information and the knowledge distilled from a general survey to be performed across different actors. In addition, a package of specific actions will be developed to promote the development of services to the industry. These actions will conclude with the elaboration of a Best Practises Catalogue.

Mediterranean skills among Young professional are reinforced by designing and implementing a Med exchange program. To achieve this goal, 1 joint mission to 4 countries will be designed and developed for young entrepreneurs to visit the partner's facilities and learn the business development model. To consolidate this learning, 1 workshop will be held where the young people will be able to exchange and discuss the business ideas and proposals and lines of action with the professionals of the sector. This will all come in the design of 1 report on main conclusions.

Mediterranean working groups on skills, entrepreneurship and innovation for competitiveness are implemented. Two goals (aimed to foster competitiveness) will be settled to design two key pilot projects inter cluster – professional organizations involved: start – ups and intra entrepreneurship promotion.

1.c.3) Impact of the project should be measured in terms of knowledge and innovation to be generated and transferred to stakeholders. This is considered to be reached by consortium by promoting people connection as a way to share and generate knowledge to be applied for aquaculture sector on business, young professionals skills, innovation on process, and others.

Transferability and impact is ensured through: workshops, in which participation is opened to different groups of interest; specific innovative tools are designed and implemented for reinforcing networking; communication and dissemination actions and tools. All this implies a specific impact on:

- Increase of knowledge on sectorial organizations along Med basin, on innovation challenges for the next years on Med aquaculture, entrepreneurship ecosystem based on innovation, and others: studies and webinars, whose conclusions will be disseminated to all public.
- Implementation of networking tools whose feasibility is demonstrated through the use among professionals of the sector. This should reinforce relationship among business and professionals, as well as researchers and civil servants, and any other group of interest related to aquaculture sector.
- Implementation of dissemination and communication tools: website, social media, media press and others. So communication actions and tools will ease transfer of the outputs: studies results, workshop conclusions and so.

1.d) Composition of the Consortium (max. 2 pages):

Aquaculture sector shares needs, difficulties, problems and issues all around the world. Moreover, at regional scale, such as Mediterranean scenario, these needs to get closer due to similar natural conditions like weather, environmental, social parameters, among others. These coincidences influence management programs and legal frameworks, which establish the bases for the development of the sector at national level.

On the other hand, knowledge and experience facing the aquaculture challenge are different between Mediterranean countries. Innovative process and solutions implemented, technologies and research knowledge acquired, best practices validated... all of them focusing on similar Mediterranean issues, could be so different from one country to any other one. Facilitating spaces for sharing these practices analysed them and facing problems and challenges from a holistic Mediterranean perspective, will contribute to find global solutions promoting the improvement of the aquaculture sector competitiveness at this regional level.

For this, a public – private consortium, covering a wide of stakeholders along the Mediterranean region, facilitating transnational cooperation to tackle common aquaculture challenges that go beyond these borders, is created for this proposal. This proposal comes from the global understanding of the need for working together to face aquaculture challenges within the coming decades and thus ensuring competitiveness and sustainability.

The partners of the consortium are both professional and cluster organizations. They represent and are composed by industry members as well as from research institutions (included in Clusters) with large experience on design projects to solve problems on aquaculture. Furthermore, collaboration among cluster and professional organizations ensures a focus on the whole value chain of the sector. Clusters participation allows research, training and administration institutions to participate together with the industry, which is represented by producers as well as other segments from the value chain: laboratories, fish feed, others. This consortium nature implies following characteristics all of them really need to assume the agreement for facing challenges within the next years:

- Value chain approach is needed to promote innovation and sustainability so this is surely ensured by this Consortium. Cooperation among different segments of the value chain is to be reinforced at Med level.
- Quadruple Helix is requested to participate from Blue Economy strategy. This is reckoned by this Consortium and ensured by its composition.
- Great Mediterranean space is represented by the partner of the Consortium, allowing outputs from the project that could be replied in any other Med country.

Consortium is the result of many years of collaboration within aquaculture industry at national and regional level. Main consortium applicants are therefore composed by the most representative professional organizations and/or Clusters at main Mediterranean countries at EU: Croatia, Greece, Italy and Spain. Consortium member complement each other that is essential to achieve goals. Among them collaboration activities are recorded, and results are considered as positive. Though every Cluster and professional organization is able to contribute to each of the following issues, its record allow to specifically assign the leading and participation of different work packages as it will be stated furthermore. Following main features of Consortium, members are highlighted in order to show their relevance within Med sector as well as their role on the project. All of them have previously worked in projects related to aquaculture with different degrees of involvement and from different perspectives.

ACUIPLUS. Leader member of the Consortium. As a Cluster it involves organizations from different segments of the value chain. This Cluster includes members from research sector as well as business of different nature: start up, SME and Large enterprises. Strong commitment of this Cluster with innovation, internationalization and new talent professional is included in its mission and strategic plan. In spite of not having a large experience as a Cluster organization, it agglutinates entities from research and business sector, recognised at international level. Most of them have been working together and/or

in collaboration with others international agents, designing and executing projects facing different aquaculture problems, that have been promoted by ACUIPLUS. Also some member, as IRTA (Supporting letter given) member of ACUIPLUS (member of board of directors of the Cluster) collaborates in projects such as MedAid. That demonstrates the capacity, experience and abilities to lead the team and to carry out specific activities within the project.

APROMAR

As a business association of fish farmers of Spain, represents an important part of the business sector of Spanish aquaculture, contributing to improve the competitiveness of the partners, promoting socially responsible behaviours aligned with the sustainable aquaculture and communicating to society about the industry. Research activities are carried out to improve the efficiency of the aquaculture sector, as well as the dissemination of the results.

Associazione Piscicoltori Italiani (API). API, develop activities related to fish-breeding both in fresh and in salt and brackish waters. The association promotes cooperation activities with other sectors to optimise resources and improve innovation. In that context, A.P.I. has collaborated with scientific institutions in order to widen its knowledge about fish-breeding and make it available to involved companies, both for technological innovations and for supplying veterinary assistance to the associates.

Federation of Greek Mariculture. The Federation of Greek Maricultures is the business association of Greek Fish Farmers, mainly of seabass and seabream. Established in 1991, FGM represents 80% of the Greek aquaculture production and 2/3 of the total employees working in the sector. The main objectives of the Federation are to promote the sustainable development of aquaculture, ensure high standards of food quality and safety, liaise with national, European and international Institutions, support marketing activities – awareness campaigns and participate/coordinate projects related to the industry's activities. FGM participated in several European projects, some of them with an educational and vocational objective.

Klaster Marikultura. This cluster agglomerate the Croatian Veterinary Institute, CVI and the Institute of Oceanography and Fisheries, IOF, which in consortium have wide experience in national and international project activities. The latest projects developed in this context are FAIMMAC project within the EASME/EMFF programme, which has been mentioned as example of projects carried out in the Adriatic and Ionian Seas within the “Report on the Blue Growth Strategy Towards more sustainable growth and jobs in the blue economy” (SWD(2017) 128 final) published by the European Commission on 31.3.2017 or the MedAID Mediterranean Aquaculture Integrated Development project of the H2020 programme.

Consortium member complement each other and is needed to achieve goals. Among them collaboration activities are recorded and results are considered as positive. Though every Cluster and professional organization is able to contribute to each of the following issues, its record allow to specifically assign the leading and participation of different work packages as it will be stated furthermore.

ACUIPLUS will hold the leading which means that will be directly involved with communication and project management packages. Furthermore leading partner will be involved in implementantion in all technical WP as a technical partners. Also WP2 – related to reinforcing networking among sectorial organization swill be led by ACUIPLUS as it has decided by Consortium that is directly linked with main goal of the project and relevan outputs will come out to implement following WPs.

Other partners will be also directly involved with every WP, so budget has been assigned for that. However each partner will lead one WP so full involvement is ensured in an homogeneous way by all of them. WP leading has been selected by Consortium using as a criteria main strengths and experience of each partner.

Furthermore, Consortium is fully supported by National Adminsitration of their countries, as well as national administration of other Med countries (non included as partners but whose participation from the project will be allowed) sucha as Tunisia and Morocco, and also Med Organizations such as FAO– all support letters are annexed. These organizations are fully informed on the Project are support it as well Consortium is committed to allow their involvement in specific activities.

1.e) Expected constraints and risks related to the project implementation and mitigation measures (max. 2 pages):

Main constraints and risks are foreseen in advanced and therefore specific measures are already designed. Most of them are based on an adequate communication and dissemination strategy.

- Other organizations within Med basin do not cooperate or show low cooperation and participation on the different consultations and workshops related to WP1, 2, 3 and 5.

Measure:

- Communication plan is designed to ensure maximum attention on the project.
- Partners are already in contact with 10% of Med organizations. Also support letters from international and regional organizations will favour their participation.
- Steering Committee and Technical Committee are created to identify potential risks when implementing the project so measures may be reinforced.
- Some funding is ensured within the project to favour participation in workshops from other countries organizations.
- Young people (students and professionals) are not interested in participating and low attention to the call is paid.
 - Communication is designed to include social media aimed to this public.
 - Universities, research centres and training centres are engaged through Clusters and professional organizations, as well as supporting letters organizations, so their own communication channel will also be used.
 - Timing of the study visit will be in accordance with exams and production timing so it will ease their participation.
 - In case pre-mitigation measures do not work, so a higher effort in communication will be done.
- BtoB tools are not welcome and used by its main beneficiaries.
 - In order to avoid this situation, the process of design will be carefully done, so inputs from beneficiaries will be taken into account, in terms of technology and contents. This will be carefully designed through the activity of identification potential services to the industry.
 - A consultation on satisfaction will be done once it is implemented so sustainability is analysed.
- Webinars attendance
 - Lectures will have to be of interest. So specific topics will be identified all through the catalogue services design.
 - High standard lecturers will be hired to do webinars, so specific budget is reserved for that. Language use will be analysed so it does not decrease public
 - Communication actions will be done and specifically designed for it.
 -

1.f) Work plan (maximum 4 pages per Work Package)

Please include the following overview table of the Work Plan in your proposal:

Following WP and its deliverable are supported by specific activities: workshops, studies and study missions. Deliverable come from the activities to be implemented.

List of Work Packages

Number	Title	Lead beneficiary	Start month	End month	Deliverables No
WP 1	Best practices on sectorial development from professional and cluster organizations	Federation of Greek Mariculture	1	5	Map of cluster and professional organizations at the whole Med Basin. Catalogue of best practices on innovation and business development
WP 2	Capacity building and knowledge transfer to strength the professional and cluster organizations role aquaculture sector and sustainable development	Acuipius	5	30	Action plan at Mediterranean basin as a result from Med workshop Seminars programme on innovation and sustainability. Webinars tool. Design of a Med observatory for innovation and sustainability
WP 3	Developing services to industry development	Associazione Piscicoltori Italiani (API)	5	30	Seminar programmes through webinar tool for industry. BtoB matching tool (software) (it will include outcomes from WP3, 4, 5) Information repository for Med industry
WP4	Promotion of young professionals and talent	Klaster Marikultura	8	16	-Online Network of young professional -Report on the view and contributions from young professional on how to face industry challenges at Med scope. -Study, including a catalogue, on business start-up and business ecosystem (pre incubation, incubation tools and accelerator) within aquaculture. Best practices and

					<i>business opportunities.</i> <i>- Participative report on Proposition for a incubation and acceleration of aquaculture innovative business at Med level: attracting investors, challenges. Study on young professional skills and gaps</i>	
WP5	<i>Joint investment in innovation</i>	<i>APROMAR</i>	<i>14</i>	<i>22</i>	<i>Report on main challenges that face Med aquaculture in terms of innovation and investment.</i> <i>Two concept notes on innovation projects based on technological development and sustainability) to be agreed among partners with a Med vocation, from inputs acquired through WP outputs.</i> <i>.</i>	
WP6	<i>Project Management</i>	<i>Acuiplus</i>	<i>1</i>	<i>30</i>	<i>Steering Committee setting up document.</i> <i>Minutes on Steering Committee meetings</i> <i>Intermediate Monitoring reports</i> <i>Final monitoring and evaluation report</i> <i>Report on final recommendations and next steps.</i>	
WP7	<i>Communication and Dissemination</i>	<i>Acuiplus</i>	<i>1</i>	<i>30</i>	<i>-Communication Plan</i> <i>-Website</i> <i>-Social networking tools: facebook, twitter.</i> <i>-Press releases at each country</i> <i>-Video on Cluster and Professional organizations role on sectorial competitiveness,</i>	

					innovation and sustainability-	
Work Package 1. Best practices on sectorial development from professional and cluster organizations						
WP. 1.1 Objectives of the Work Package						
<p>Main objective is to update the state of the art on cluster and professional organizations all through Mediterranean basin, including North and South. This pretends to acquire information and details on its management and composition, as well as on their services to business and products, and alliances. This will allow strengthening and reinforcing following activities of the Project, as well as ensuring appropriate dissemination. Furthermore, best practices from other regions will be considered.</p>						
WP.1.2 Description of the Work Package						
<p>In order to achieve the proposed objectives, the following tasks will be done:</p> <p>A.1.1. Map of cluster and professional organisation on aquaculture at Med basin. Different cluster and professional organizations are spread out the Med basin with different scopes on mission, objectives, value chain segments and species. A mapping will be done during the first and second month of the Project by doing the following tasks:</p> <p>A.1.1.1. General survey aimed to professional and cluster organizations. A survey will be designed and sent directly to those organizations already known, as well as Administrations to identify them all. This will be all through Med basin, including North and South. Survey will include questions on composition, mission and objectives as well as products and services to business and alliances. Before doing so the Project kick off will be done, so communication is ensured beforehand to facilitate approaching to those organizations with whom there is no previous contact and collaboration by any of the partners. This exercise will allow making available among partners contacts, links and alliances with the sake of reinforcing Med network. Consultation will be done during 1 month and will be done by e mail and in those occasions tha</p> <p>A.1.1.2. Processing information. Information will be processed and main conclusions will be obtained.</p> <p>A.1.1.3. GIS positioning of professional and cluster organization. User friendly GIS will be done with geographical positioning and information. This will be done relaying on tools that will support the mapping and the establishment of links between agents, (i.e. Vantage Point Software) which additionally allow performing trend analysis.</p> <p>A.1.2. Best practices catalogue. From consultation as well as from secondary sources searching results (other regions different to Mediterranean basin) a best practices catalogue will be prepared. This will be focused on product and services to business, seminars and alliances, as well as any other related to talent promotion, knowledge management and so. This catalogue will be presented on the WP2 to be discussed and enriched.</p> <p>To develop the catalogue and the map (SIG tool) the platform already developed (tci-network) will be taken as a base and will be enriched with this information. These tools will be made public</p>						

through the website (see WP6) so any stakeholder may have access to it and dissemination will be also ensured. Also, it will be disseminated through social media as well as press release.

WP.1.3 Applicants Involved in the Work Package

Applicant No ¹⁰	Role	Main tasks
Federation of Greek Mariculture	WP Leader	Coordination of the WP tasks. Contact and collecting information from the non-partners countries along Med basin Implementation of main outputs with the support of other partners.
<i>Acuiplus</i>	National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Communication of tasks
Associazione Piscicoltori Italiani (API)	National coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs
Klaster Marikultura	National coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs
<i>APROMAR</i>	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs

¹⁰ Applicants shall include one line per Consortium partner involved in the WP.

WP 1.4 Deliverables					
Number	Deliverable name	Lead beneficiary	Type ¹¹	Dissemination level ¹²	Due date (in months)
D.1.1	<i>Map of cluster and professional organizations at the whole Med Basin.</i>	Federation of Greek Mariculture	R	PU	2
D.1.2	<i>Catalogue of best practices on innovation and business development</i>	Federation of Greek Mariculture	R	PU	3
Work Package 2 Capacity building and knowledge transfer to strength professional and cluster organizations role aquaculture sector sustainable development					
WP. 2.1 Objectives of the Work Package					
<p>The main objective is to reinforce cluster and professional organizations role on the sustainable development of the sector within a horizon of 2030.</p> <p>Aquaculture sector is facing relevant challenges that professional and cluster organization must bear in mind. For this, capacity building is focused on reinforcing networking and enhancing mutual learning. Competitiveness is more and more based on innovation within the social, environmental and economic focus, as well as under perspectives of quadruple helix.</p> <p>New methodologies for dynamization, adapted services to the sector, promotion of entrepreneurship, new talent, among others are more and more necessary to face challenges on nutrition, health, ecological trends, technology innovation, production, structures, packaging and energy among others.</p> <p>The secondary objectives are:</p> <ul style="list-style-type: none"> – Ensuring knowledge management at Med basin by reinforcing, transferring and exchanging information and experiences. – Reinforcing Med networking through professional and cluster organizations. 					
WP.2.2 Description of the Work Package					
<p>To achieve these objectives four main tasks will be developed:</p> <p>A.2.1. Workshop: Professional and cluster organizations for the sustainability of the sector.</p> <p>Inputs from WP1 will be discussed within this workshop with the aim to obtain main conclusions and proposals on:</p> <ul style="list-style-type: none"> - Challenges of the sector 					

¹¹ Please input “R” for reports and other documents, “DEC” for websites and videos and “Other” for other deliverables

¹² Please input “PU” if public and “CO” if confidential (only for members of the consortium and Commission Services)

- Methodologies of dynamization
- Services and products for the sector
- Entrepreneurship promotion
- Knowledge management.
- Intercluster Matchmaking for international connections

Representatives from the partners will attend, as well as others will be invited to participate, especially those in Southern Countries. In case travelling cannot be done, web conference will be proposed for other organizations to be able to attend from their countries. Besides representatives from private sector, research and administration will be invited to attend specific parts of the workshop so they can give their inputs.

Main conclusions and proposals of the workshop will be acquired within a special report that will be disseminated through social networks and website (WP7).

A. 2.2 Action plan for reinforcing Med basin networking. It is expected that from the workshop specific proposals come to reinforce networking. So specific activities related to market studies, market mission, entrepreneurship programmes, others.

A. 2.3 Webinar Seminar Programme. Two topics will be identified during the workshop to be included in a capacities reinforcement programme. Two webinars (online seminars) will be implemented. Reckoned experts on the topic will be hired to lecture on that. Webinar tools will be accessed through the web (WP7). The degree of success of these seminars will allow to decide continuing with this activity after the Project.

A. 2.4 Design of a Med observatory for innovation and sustainability. Observatories are an excellent tool to reinforce sustainability of knowledge management and networking. This Observatory will be designed during the Project. Specific tasks to be implemented during the Project, if they are considered as best practices should be managed from the Observatory (knowledge management). This Observatory will be designed under a focus of sustainability in terms of cost and common interest. So, a business plan for the observatory will be prepared. This Task is strongly linked with WP 3 and 4.

WP.2.3 Applicants Involved in the Work Package

Applicant No ¹³	Role	Main tasks
Federation of Greek Mariculture	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Participation at the workshop Support on dissemination and communication to ensure webinar attendance and national participation for the elaboration of the outputs.
<i>Acuiplus</i>	WP Leader	Coordination of the WP tasks. Implementation of main outputs with the support of other partners. Designing webinar and contact with lecturers. Communication

¹³ Applicants shall include one line per Consortium partner involved in the WP.

Associazione Piscicoltori Italiani (API)	National co - coordinator National co – coordinator and technical implementati on	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs. Participation at the workshop Support on dissemination and communication to ensure webinar attendance and national participation for the elaboration of the outputs.
Klaster Marikultura	National co - coordinator National co – coordinator and technical implementati on	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Participation at the workshop Support on dissemination and communication to ensure webinar attendance and national participation for the elaboration of the outputs.
APROMAR	National co - coordinator National co – coordinator and technical implementati on	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Participation at the workshop Support on dissemination and communication to ensure webinar attendance and national participation for the elaboration of the outputs.

WP 2.4 Deliverables					
Number	Deliverable name	Lead beneficiary	Type ¹⁴	Dissemination level ¹⁵	Due date (in months)
D.2.1	workshop report	Acuiplus	Other	PU	5
D.2.2	Action plan	Acuiplus	R	CO	7
D.2.3	Webinar programme and support documentation	Acuiplus	Other		24
D.2.4	Med observatory	Acuiplus	R	PU	30

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¹⁵ Please input “PU” if public and “CO” if confidential (only for members of the consortium and Commission Services)

Work Package 3. Developing services from organizations to industry		
WP. 3.1 Objectives of the Work Package		
<p>Professional and Cluster organizations vocation is supporting the sector to reinforce competitiveness and sustainability. Therefore, this WP is focused on the relation between these organizations and private sector.</p> <p>General objective is reinforcing valuable services for the private sector development. Specific services will be designed and implemented all through the project from the outputs form WP1 and 2.</p> <p>Inputs from WP 1 and 2 will support implementation of the tasks related to this WP.</p>		
WP.3.2 Description of the Work Package		
<p>Tasks to be implemented are the following:</p> <p>A.3.1. Webinars programme for industry. This task is linked to the ne in WP2, so efforts will be joint. It has as main aim reinforcing capacities based on information updating on specific international issues that apply to the Med basin.</p> <p>A.3.2. BtoB matching tool (software) linked to the website. It is expected to make available information about private company's directory, research centres, administrations and civil society related to Mediterranean aquaculture sector. It is intended to have a database to make it available to international stakeholders. In addition, this tool will allow contacting and matching interest among different stakeholders – open forum and searching machine for business opportunities, information request, product /services information, etc. This will be part of the Observatory (WP2).</p> <p>A.3.3. Surveillance and updating on med and international issues. Countries have their own communication media specialized on aquaculture. It is proposed to design a service of disseminating information on aquaculture at Med an international level, that compiles main issues published by media. So trimestral newsletter will be launched through web subscription.</p>		
WP.3.3 Applicants Involved in the Work Package		
Applicant No¹⁶	Role	Main tasks
Federation of Greek Mariculture	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs
<i>Acuiplus</i>	National co - coordinator National co –	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs

¹⁶ Applicants shall include one line per Consortium partner involved in the WP.

	coordinator and technical implementation	
Associazione Piscicoltori Italiani (API)	WP Leader	Coordination of the WP tasks. Implementation of main outputs with the support of other partners. Designing webinar and contact with lecturers. Coordination of the consultation
Klaster Marikultura	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs
APROMAR	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs

WP 3.4 Deliverables					
Number	Deliverable name	Lead beneficiary	Type ¹⁷	Dissemination level ¹⁸	Due date (in months)
D.3.1	Webinar programme	API	R	PU	24
D.3.2	BtoB tool	API	OTHER	PU	21
D.3.3	Surveillance and updating	API	R	PU	30
D.3.4.	Catalogue of services	API	R and Other	PU	24

¹⁷ Please input “R” for reports and other documents, “DEC” for websites and videos and “Other” for other deliverables

¹⁸ Please input “PU” if public and “CO” if confidential (only for members of the consortium and Commission Services)

Work Package 4. Promotion of young professionals and talent

WP. 4.1 Objectives of the Work Package

Describe the specific objectives of the action that will be achieved through this Work Package

The main objective is to promote the approach between young talents and consolidated companies of the sector and research centres to promote the interest of new generations in the sustainable development of aquaculture and its potential for innovation. Arouse the interest of new generations with blue growth and sustainable aquaculture and enhance the entrepreneurship of young people

The specific objectives are:

- Attracting new talents to the sector.
- Enhance the entrepreneurship of young people in the aquaculture sector. The main aim of this point is to reinvigorate the sector by showing to these new talents the potential of the sector to innovate and get into a rewarding career path.
- Promote and enrich the development of the sustainable aquaculture through the point of view of the new generations, by establishing a framework for debate among this younger generation and professionals with extensive experience in this field sharing knowledge and experiences and perceptions of the lines of action to enhance the sustainable development of aquaculture.

WP.4.2 Description of the Work Package

A.4.1 Network for young professionals. Build international networks for young professionals or students through which new generations are connected to private companies of the aquaculture sector and both public and private research centres. In this way, we aim at connecting the aquaculture sector based on blue growth with new generations, enhancing to promote mutual collaboration and exchange of ideas. This network will be part of the BtoB tool (defined in WP3).

A.4.2 Aquaculture Young professional program. It is intended to promote a group of young professionals that participate in this programme. A call for proposals for young professionals to enrol in the program will be done per partner countries. Candidates will have to submit a paper with their vision on the sector. The best two - three papers per country will be selected to participate in the programme, so they will be benefited from:

A.4.2.1. A study visits to Greece, Croatia, Italy and Spain where they will be able to get know st research centre, companies, etc.

A.4.2.2. Final workshop to be held in (TBD) where they will have to provide a report on their vision of aquaculture, in the present and how they foresee that it will develop, possibilities of innovation ... etc. During the workshop there will be debates, promoting the interchange of ideas, discuss the conclusions drawn from the missions, trying to link innovation and potential alternatives as to improve sector's development through all the levels of the value chain, including ways to reach the consumer through social networks, innovation in new technologies, diversification of the sector, management and exploitation of resources, between students and

young entrepreneurs themselves and professionals with extensive experience in this field in a relationship of mutual benefit.

A.4.3 Analysis of aquaculture professional skills. From the studies to be done on WP5 and WP2 – and 3 specific inputs will be brought to analyse potential gaps on professional skills. This is intended for young generations to be reinforced. This study, that will be framed in the Blue Growth EC and FAO strategy, will be subcontracted and done with the contribution of professional training centres as well as research and universities – which belong to the Cluster or have already relationship with national authorities.

WP.4.3 Applicants Involved in the Work Package

Applicant No ¹⁹	Role	Main tasks
Federation of Greek Mariculture	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Facilitate study visit Participation at the workshop Support to dissemination.
<i>Acuiplus</i>	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Facilitate study visit Participation at the workshop Support to dissemination.
Associazione Piscicoltori Italiani (API)	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Facilitate study visit Participation at the workshop Support to dissemination.
Klaster Marikultura	WP Leader	Coordination of the WP tasks. Implementation of main outputs with the support of other partners. Designing webinar and contact with lecturers. Coordination of the call for concept note to young professional Coordination of the study visits.

¹⁹ Applicants shall include one line per Consortium partner involved in the WP.

APROMAR	National co - coordinator National co – coordinator and technical implementation	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Facilitate study visit Participation at the workshop Support to dissemination.
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WP 4.4 Deliverables					
Number	Deliverable name	Lead beneficiary	Type ²⁰	Dissemination level ²¹	Due date (in months)
D .4.1	Online network	Klaster Marikultura	DEC	PU	14
D. 4.2	Report compiling the winning reports of young talents	Klaster Marikultura	R	PU	16
D.4.3	Report business aquaculture start up	Klaster Marikultura	R	PU	30
D.4.4.	Analysis of aquaculture professional skills	Klaster Marikultura	R	PU	20

Work Package 5. Joint investment in innovation					
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WP. 5.1 Objectives of the Work Package					
<p>The main objective is to accelerate the sustainable growth of companies through a better sharing and transfer of knowledge related to innovation, identify and share the constrains of the sector in each of the regions, discuss solutions to face the challenges that limit the sustainable growth of the sector, join efforts among the partners to enforce the investment in new technologies to enhance innovation, thus improving the efficiency of the sector and saving cost and reducing risks.</p> <p>The second objective is analysing and promoting the entrepreneurship and intra-entrepreneurship at the Med region.</p>					

WP.5.2 Description of the Work Package					
A.5.1 Participative Study report on challenges to achieve a sustainable sector at Med basin: Blue growth.					

²⁰ Please input “R” for reports and other documents, “DEC” for websites and videos and “Other” for other deliverables

²¹ Please input “PU” if public and “CO” if confidential (only for members of the consortium and Commission Services)

This report will include main challenges identified for sustainable development of the aquaculture in the Mediterranean, and potential solutions in terms of innovation and new technologies investment. General consultation will be done and launched through social media for different stakeholder at Med basin and other European and international regions to be able to participate. Conclusions will be added to those obtained from different tasks in WP1 and WP2. It is expected to get the participation from different stakeholders of the quadruple helix: also structure of the consultation tool and of the study itself will be based on blue growth strategy.

A.5.2 Study on entrepreneurship ecosystem related to aquaculture sector. Accelerators, incubators programmes will be identified and analysed, so:

A.5.2.1. A catalogue will be prepared about programmes aimed to foster entrepreneurship at the Med basin.

A.5.2.2 Report on conclusions on the efficiency on fostering start up initiatives on aquaculture sector.

This study will allow partners to know deeply what is the real situation of the entrepreneurship ecosystem structure to foster entrepreneurship in terms of efficiency. Also, catalogue will allow investors from aquaculture sector to know where the main hubs on aquaculture entrepreneurship are.

Data collection will be done by partners involved in each country and at other countries that are not partners (as far as possible) following a common structure. National programmes, international programmes and networks (Eco4Clime, Impact Hub, others), private accelerators, public accelerators, etc. Will be taken into account.

A. 5.3 Designing and implementing a tool to link different aquaculture new entrepreneurs and entrepreneurship initiatives (on promoting entrepreneurship and entrepreneurship)

So, it eases the possibility for investors to find their investing interests, as well as to entrepreneurs to connect with others in other regions and explore potential collaboration. This tool will also be linked to the one referred to BtB in WP3.

A.5.4 Knowledge transfer to the private sector. From the analysis of the challenges of the sector, the knowledge acquired in the previous WPs and the limitations and potentialities of the aquaculture in the Mediterranean basis, it will be discussed among the partners of the consortium:

- Project proposals to achieve these challenges in terms of innovation. From these proposals, two projects will be selected in agreement with all the members and will be prepared for public – private funding.
- Business opportunities niches will be identified. This will allow reinforce entrepreneurship ecosystem in terms of investment and acceleration of start-ups. It will be information of interest for investors, entrepreneurs and for aquaculture sector in general. Observatory (WP3) will be in charge of these tasks in the future.

WP.5.3 Applicants Involved in the Work Package

Applicant No²²	Role	Main tasks
Federation of Greek Mariculture	National co - coordinator National co – coordinator and technical	Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Support on participative stud

²² Applicants shall include one line per Consortium partner involved in the WP.

		implementati on			
<i>Acuiplus</i>		National co - coordinator National co – coordinator and technical implementati on		Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs Support on the study of the entrepreneurship ecosystem	
Associazione Piscicoltori Italiani (API)		National co - coordinator National co – coordinator and technical implementati on		Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs	
Klaster Marikultura		National co - coordinator National co – coordinator and technical implementati on		Coordination of the WP tasks. Implementation of main outputs with the support of other partners.	
<i>APROMAR</i>		WP Leader		Implementation of main outputs at national level. Support to lead partner for elaboration of the main outputs	
WP 5.4 Deliverables					
Number	Deliverable name	Lead beneficiary	Type ²³	Dissemination level ²⁴	Due date (in months)
<i>D.5.1</i>	Participative Study report on challenges to achieve a sustainable sector at Med basin: Blue growth.	<i>APROMAR</i>	<i>R</i>	<i>PU</i>	<i>17</i>
<i>D.5.2</i>	<i>Study on entrepreneurship ecosystem</i>	<i>APROMAR</i>	<i>R</i>	<i>PU</i>	<i>19</i>

²³ Please input “R” for reports and other documents, “DEC” for websites and videos and “Other” for other deliverables

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D.5.3	<i>Tool to link different aquaculture new entrepreneurs and entrepreneurship initiatives</i>	APROMAR	Others	PU	21
D.5.4	<i>Report on conclusions on the efficiency</i>	APROMAR	R	PU	25
D.5.4.1	<i>2 project proposals</i>	APROMAR	R	CO	30
D.5.4.2	<i>Business opportunities niches</i>	APROMAR	R	PU	30
Work Package 6. Communication and dissemination					
WP. 6.1 Objectives of the Work Package					
<p>Main objective of the WP is ensuring the transfer of results among stakeholders and therefore reinforcing cooperation.</p> <p>Specific objectives are defined in relation to the scope of the communication and dissemination.</p> <p>On communication. We will distinguish from internal and external communication and objectives are as follows:</p> <ul style="list-style-type: none"> - Internal: ensuring information flow among partners so project objectives and results are ensured through adequate implementation of activities. - External: ensuring information flow on the project objectives, results and implementation process to the different stakeholders, so potential collaboration is reinforced. <p>On dissemination. Ensuring transfer of results from the project to the stakeholders from the different value chain segment is necessary to ensure project sustainability.</p>					
WP.6.2 Description of the Work Package					
<p>The relevance of this WP is high in terms of feasibility and sustainability:</p> <p>Feasibility: the success of certain activities – such as project calls to young professional depends on successful communication efforts. In addition, aquaculture stakeholders, including other projects should be aware of the project and its progress so fruitful collaborations could be achieved.</p> <p>Sustainability. As it is said, this project is submitted as the first step for strengthening professional and cluster organization collaboration. Specific working areas will be developed and this should continue once the project is ended.</p> <p>Specific tasks are the following:</p> <p>On communication</p> <p>A.6.1. Design of a communication and dissemination plan. This will be designed by ACUIPLUS and will be shared with the Consortium to be completed and adapted to each country. This plan will</p>					

include communication and dissemination objectives, public objective, messages adapted to different stakeholders, tools and media relationship.

A.6.2. Website design and launch. Specific website for the project will be designed. However, this website will be designed with vocation of permanence in terms of the expected sustainability of the project. It is expected that this website will become a common tool to communicate and disseminate information, webinars, news on innovation, business alliances, professional organizations, law and any other issue related to Med aquaculture, B2B services and others. WP are all based on developing tools that will be hosted in the website.

A.6.3. Social networks. Twitter and Facebook accounts will be created (@MediSAq www.facebook.es/Medisaq) Communication will be the main aim of these tools. Also, these are common among young professional, and industries, as well as research and administration organizations are using it more and more. This is a effective tool to achieve a high range of persons in an immediate term. Contents to be included will be elaborated by the Project consortium and others will identified from global community. Cluster Manager will manage these, though other partners should identify contents and send it to Acuiplus within less framework.

A.6.5. Video on professional and cluster organisations as a relevant tool within aquaculture sector and national and international level. ACUIPLUS will lead the script of the video and will subcontract it. Draft will be sento to partners to be commented and approved as well as to involve in its filming. So, this activity should be done in continuous cooperation among organizations.

A:6.5. Communication items to be used during workshops and others: logo of the Project, roll up and poster, as well as fungible material (notebooks for the workshops, caps for the study visits, and others. Lead partner, Acuiplus will lead this task though logo will be approved by majority of the partners.

A.6.6. Media relations. ACUIPLUS will work together with partners to prepare Med press releases on specific activities. ACUIPLUS will lead this as one of its member is a media company (IPac) specialized on aquaculture, so this task will be in their collaboration. The fact of working with iPac – Med scope) does not interfere with other media.

WP.6.3 Applicants Involved in the Work Package		
Applicant No ²⁵	Role	Main tasks
ACUIPLUS	WP Leader and implementation	Design of Communication and dissemination Plan Communication activities at European and regional level: social networks, magazine publications as well as participation at European workshops. Designing video script Designing, contracting and implementing communication tools: website, social networks.

²⁵ Applicants shall include one line per Consortium partner involved in the WP.

<i>APROMAR</i>	Implementation	Contribution to the communication and dissemination plan at its national scope as well as within the whole project Communication activities in Spain Participation at national activities from other institutions and projects Supporting team leader on the designing and filming the video at Spain Contribution to communication tools by supplying contents
<i>API</i>	Implementation	Contribution to the communication and dissemination plan at its national scope as well as within the whole project Communication activities in Italy Participation at national activities from other institutions and projects Supporting team leader on the designing and filming the video at Italy Contribution to communication tools by supplying contents
<i>FGM</i>	Implementation	Contribution to the communication and dissemination plan at its national scope as well as within the whole project Communication activities in Greece Participation at national activities from other institutions and projects Supporting team leader on the designing and filming the video at Greece Contribution to communication tools by supplying contents
CCluster	Implementation	Contribution to the communication and dissemination plan at its national scope as well as within the whole project Communication activities in Croatia Participation at national activities from other institutions and projects Supporting team leader on the designing and filming the video at Croatia Contribution to communication tools by supplying contents

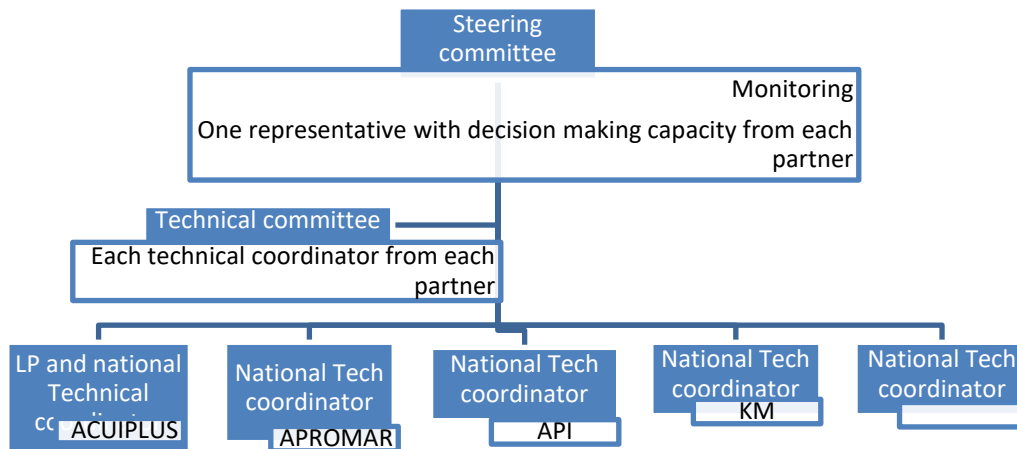
WP 6.4 Deliverables					
Number	Deliverable name	Lead beneficiary	Type ²⁶	Dissemination level ²⁷	Due date (in months)

²⁶ Please input “R” for reports and other documents, “DEC” for websites and videos and “Other” for other deliverables

²⁷ Please input “PU” if public and “CO” if confidential (only for members of the consortium and Commission Services)

D.6.1	Communication Plan	ACUIPLUS	R	CO	1
D.6.2	Website	ACUIPLUS	DEC	PU	2
D.6.3	Social networking tools: facebook, twitter.	ACUIPLUS	Other	PU	30
D.6.4	Press releases at each country	ACUIPLUS	Other	PU	30
D.6.5	Video on Cluster and Professional organizations role on sectorial competitiveness, innovation and sustainability	ACUIPLUS	DEC	PU	13
Work Package 7 Project Management					
WP. 7.1 Objectives of the Work Package					
<p>Project Management pretends ensuring accomplishment with the objectives and results of the project, efficiency on the implementation of the activities, as well as monitoring and risk assessment.</p>					
WP.7.2 Description of the Work Package					
<p>For the project management is necessary to ensure an organization structure that allows monitoring and implementation of the project, as well as designing process specifically for that goal.</p> <p><u>Management Structure of the project</u></p> <p>The following structure is defined:</p> <ul style="list-style-type: none"> - Steering Committee. It will be in charge of the supervision of the project as well as risk assessment. There will be 5 representatives from the Consortium, one per partner. They will be formally named at the starting up of the Project and will have decision capacity. The Technical Committee will assist them. - Technical Committee will be the daily basis management body of the project, so it will coordinate each of the WP. It will be led by one staff member of the lead Partner in coordination with one assigned person from each of the partners. However, TC representative from each Partner will be the contact point in TC. Finally, it will assist SC and will be in permanent contact. <p><u>Monitoring tasks are as follows:</u></p>					

- Design and implementation of the control panel of the project. A control panel that include tasks, schedule, responsible for implementation and budget will be prepared. This will be updated all through the project and will help risk assessment and general monitoring.



- Kick off meeting will be held during the second month of the Project. It will take place in Madrid (Spain) . It will meet SC and TC representatives in order to review the Project.
- Intermediate meetings. SC will meet every 3 months via SKYPE or at the same time than one of the workshops are to be implemented, so cost efficiency is ensured. These meetings will evaluate intermediate report, risk assessment, and following working steps.
- Intermediate report. The LP with the support of partners, every three months, on the activities implementation will prepare one report. This will be sent to SC in order to evaluated the good management of the project. This report will include reference to the implementation (from control panel) as well as recommendations and assessment of potential deviations.
- Final report. It will evaluate full implementation of the project, with special reference to the accomplishment of objectives and results.
- Best practices report. In order to contribute to the general knowledge, the Consortium will do an additional effort to prepare a final report on main best practises and conclusions from the project implementations. As it has been stated at the Description of the action, this Project intends to be a pilot demonstration on the convenience of networking for sectorial development on the basis of sustainability.
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So, summarizing, tasks linked to tis WP7 are as follows:

- A.7.1 Setting up of Steering Committee (SC) and Technical Committee
- A.7.2 SC monitoring meetings
- A.7.3 Kick off meeting
- A.7.4 Elaboration of intermediate reports
- A.7.5 Elaboration of final report.
- A.7.6 Best practises report
- A.7.7 Communication with EASME

WP.7.3 Applicants Involved in the Work Package		
Applicant No ²⁸	Role	Main tasks
ACUIPLUS	WP Leader	Project management Being part of SC and TC
Federation of Greek Mariculture	Support and national coordinator	Support to Project management Being part of SC and TC
Associazione Piscicoltori Italiani (API)	Support and national coordinator	Support to Project management Being part of SC and TC
Klaster Marikultura	Support and national coordinator	Support to Project management Being part of SC and TC
APROMAR	Support and national coordinator	Support to Project management Being part of SC and TC

P 7.4 Deliverables					
Number	Deliverable name	Lead beneficiary	Type ²⁹	Dissemination level ³⁰	Due date (in months)
D.7.1	Setting up of Steering Committee (SC) and Technical Committee	ACUIPLUS	Other	CO	1
D.7.2	SC monitoring meetings minutes	ACUIPLUS	Other	CO	29
D.7.3	Elaboration of intermediate reports	ACUIPLUS	R	CO	24
D.7.4	Elaboration of final report.	ACUIPLUS	R	CO	30
D.7.5	Best practises report	ACUIPLUS	R	PU	30
D.7.6	Communication with EASME	ACUIPLUS	Other	CO	30

²⁸ Applicants shall include one line per Consortium partner involved in the WP.

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1.g) Sustainability of the project and its actions after the end of the EU funding (max 1 page):

The project is built in terms of sustainability from its conception. Sustainability is considered in terms of keeping results and outputs alive once the project is ended. So from our experience and understanding sustainability is ensured from the following criteria and specific measures:

On the Consortium and other organizations that give support (support letters):

- The participation of relevant Cluster and organizations as partners that are convinced on the need for collaboration as a strategy of competitiveness and innovation.
- The relation of the partners with other national organizations from the South and North of the Mediterranean basin is alive and demonstrated through support letters as well as from the experience on being partners in projects and common activities.
- Med countries (Morocco, Tunisia, Algeria), demonstrates the interest in Med basin organizations to promote and to be involved in networking related to management of knowledge aimed to innovation and skills. They all know the project and supports its objectives and activities.
- FAO as international organization ensures, through its support, the pertinence and convenience of the project, as well as its complementarity with other projects.

On the management, once the project is ended:

- Med Observatory is to be designed with the participation of all partners and supporters and consultation of all Med basin organizations. This observatory could be a strong tool to ensure sustainability, so it could be engaged with the sustainability of the outputs. A business plan for the observatory should be done and thus a management and institutional and sectorial sustainability plan must be ensured

On the outputs /results. Outputs/results are all based in knowledge generation and transfer to the sector as well as to the whole Med basin. Transfer is the key of the sustainability so it is spread out to be applied once the project is finished in terms of projects implementation, networking, business collaboration and others.

- workshops are implemented in different countries so spread is ensured to a higher number of participants.
- participant from non-partners countries are welcome and its funding is ensured from the project for them, as it is considered necessary a whole basin involvement in the transfer activities as well as on the process of network creation. So, partners are the promoters of the network for all basin to participate.
- Networking tools are designed and implemented under friendly user and low-cost management basis so these should be self-implemented by members (young nets, BtoB tools, and so).
- Webinars implementation will be of high quality and open access to Med basin organizations. This will bring knowledge to different stakeholders, once the project is ended, from other projects, initiatives....
- Innovation projects will be identified and promoted among partners to be submitted to the external funding sources or to self-funded. So the existence of these projects will facilitate network to go ahead working together.
- oBest practices report included at Project Management WP will allow improving implementation in further projects as well as on offering advises related sustainability.

2.a) TIMETABLE FOR EACH STAGE OF THE ACTION SHOWING MAIN DATES AND EXPECTED RESULTS FOR EACH STAGE

N° Work package	Code	Name of the Accion	SEMESTER 1						SEMESTER 2						SEMESTER 3						SEMESTER 4						SEMESTER 5					
			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
WP1	A.1.1	Map of cluster																														
WP1	A.1.1.1	General survey																														
WP1	A.1.1.2	Processing information																														
WP1	A.1.1.3	User GIS positioning																														
WP1	A.1.2	Best practices catalogue																														
WP2	A.2.1	workshop																														
WP2	A.2.2	Action plan																														
WP2	A.2.3	Webminar programme																														
WP2	A.2.4	Med observatory																														
WP3	A.3.1	Webinar Seminar programme																														
WP3	A.3.2	BtoB tool																														
WP3	A.3.3	Surveillance and updating																														
WP4	A.4.1	Online networks																														

[illegible]

3. BUDGET

3.1 Estimated Budget of the action

Applications must include a detailed estimated budget in balance, in which all costs are given in euros. Applicants from countries outside the euro zone may use either the conversion rates published in the Official Journal of the European Union, series C, during the month in which they are submitting the application, or the monthly rate published on the Commission's website at:

www.ec.europa.eu/budget/info_contracts/inforeuro_en.cfm.

Two compulsory budget descriptions have to be submitted with the application:

a) A detailed estimated budget must be provided using the budget form provided in Annex III.

b) Please provide in the tables below a justification/explanation of the main costs to be incurred and their need in the context of the action: e.g. personnel costs, nature of the equipment to be purchased, detail of the travelling costs, sub-contracting, etc. Please pay particular attention to the financial provisions in Section 11 of the Call for Proposals. This aspect will be carefully checked during the evaluation, in particular under Award criterion 3. For contracts and sub-contracting, please fill in the information in the dedicated section 3.1.3 of the Application form.

3.1.1 Summary of staff costs

Proposals must include an aggregated overview on planned efforts. To facilitate the reading of the table, it is important to break-down the project. Please follow the structure below:

Applicant No/Short name ^{31/}	Role in the project and explanation of main tasks	Number of hours
ACUIPLUS	Coordinator Project	2250
	Leading WP2 Developing transfer of knowledge tools within quadruple helix approach; WP6. Communication and dissemination and WP7. Project Management)	
	Technician	2250
APROMAR	External services	860
	Leading WP 5 User GIS positioning	
	Research Director	556
	Administrative	800

³¹ Applicants shall include one line per category of staff involved in the project (eg. coordinator, communication officer, expert, etc.). Consequently, more than one line may be necessary for each Consortium partner. This should be in line with the budget form and cost category 1 on personnel costs (Annex III).

	Technical	240
API	Leading WP 3. Developing services from organizations to industry	
	Research Director	450
	Technician / Secretariat	578
	Administrative	327
KLAster	Leading WP 4. Promotion of young professionals and talent	
	Cluster manager	161
	Newly employed project coordinator	693
	Cluster president (volunteer)	215
	Administrative	252
	Management consultancy	166
	Accountant	250
GREEKFED	Leading WP1 Best practices on sectorial development from professional and cluster organizations	
	Research Director	558
	Administrative	800

Cost item	Justification/explanation/details of costs
Travel	<p>Travels and accommodations (Workshops). This task include travel and accommodation costs for the two workshops to be hold during the project:</p> <ul style="list-style-type: none"> • 1 Workshop (WP2 Developing transfer of knowledge tools within quadruple helix approach): Considering 2 person per partner and additionnaly travel costs of at least 6 representatives from Cluster and professional organizations from South countries, during 4 days. • 2 Workshop (WP 4. Promotion of young professionals and talent): Considering 20 young talents plus one more person per country, during 4 days. <p>Travels and accommodations (Study visit/ WP 4. Promotion of young professionals and talent): Considering 2 young talent people travelling per country (4 countries) during 15 days.</p> <p>The total travel and accommodation costs are 185.625 €.</p>
Equipment	
Other costs	The project estimates the amount of 10.800 € for other costs not considered as the one mentioned above or subcontracting actions.

3.1.3 Implementation contracts/sub-contracting in the action

Tasks involved and amounts: several actions might be subcontracted along the project in order to assure the highest quality results. All of these activities will be subcontracted with specialized organizations for every item. The reasons for subcontracting the activities/tasks is explained for each case:

These are the subcontracted tasks involved during the project and their costs:

- Mapping and GIS positioning: an external specialized technological consulting will be subcontracted to design and develop the GIS Position Tool. (5.000 €)
- Webinar tool. Different webinar programs will be developed along the project. A technological tool will be needed to support these programs. Is is necessary to subcontracted an external consultancy specialized in these technological assistances. (7.500 €)
- BtoBtool development: assuring the contact between professional agents implies having specialized technical matching tools. So it is necessary designing and developing an specific tool will allow contacting and matching interest among different stakeholders – open forum and searching machine for business opportunities, information request, product /services information, etc. (5.000 €)
- Lecturers. It will be necessary having specialized lecturers along the project. Dedication hours costs for these lectures are contemplated (4.000 €)
- Aquaculture professional skills study. Implying young people and attracting these talents to aquaculture sector is one of the objectives of the projects. For that it is necessary having updated knowledge on professional skills and aquaculture careers allowing establishing links between educational or training programs and professional careers. The project dedicates an amount of money for subcontracting this professional study. (15.000 €)
- Network young people. As a part of the BtoB tool, but specifically for linking young people, it is necessary to design and develop an extension of this tool. It will be necessary to subcontract a technological consultancy for assuring this toll works successfully (5.000 €)
- Several cost study visits. Different activities and the edition of dissemination material will be need to support young people meeting. (8.000 €)
- Workshop logistics. Two different workshops will be held along the project. Is is needed to estimate an amount of money for logistic costs, such as renting spaces, coffee-breaks, sound equipment's... and any other which will be necessary in any case. (17.000 €)
- Technical services. Different technical studies to be developed along the project for improving the quality of the results. (23.000 €)
- Website design. The project has an strong collaborative approach. Linking people and promoting exchanges of information are essential for achieving the expected results. For

this a website is absolutely necessary not only for the communication of the activities and results of the project, but for allowing the interaction between stakeholders. Moreover, technical tools such as webinar tool and BtoB tool, are depending on this web. Specialized technical consultancy is required to design and develop the website. (3.000 €)

- Video on professional and cluster organisations. The aim of the video is to demonstrate the capacities of Mediterranean aquaculture sector, from the professional organizations. This activity should be done by an external company specialized recording professional promotion videos. (12.500 €)
- Communication items. It will be necessary to design and edit promotional project materials such as dossiers, posters... not only for the communication of the results of the project but for getting the higher participation on the activities that will be carried out. Besides, an amount of money will be destined to disseminate information on the project and its activities through various mass media throughout the entire project. (2.000 €)
- Kick off. Logistical costs are contemplated for holding this kick off, such as coffee break, sound equipment, renting spaces among others...(3.000 €)

Percentage of total costs to be subcontracted: 17%

SECTION IV. ADDITIONAL FUNDING

1 UNION FUNDING

1.1 APPLICATIONS AND/OR ONGOING FUNDING OF THE UNION

Have any of the applicants or affiliated entities received or applied for any Union funding for the same action or part of the action or for its functioning during the same financial year?

X NO

☐ YES — Continue to the following table

APPLICATION, GRANT OR ANY OTHER EU FUNDING — To be specified for each of the applications or obtained grants in the current or previous years (add columns if necessary)

	Programme 1	Programme 2
Title of the action (or part of the action)		
Union Programme concerned		
Union Institution or Body/Agency to which the application was submitted or which took the award decision		
Year of award or application and duration of the operation		
Value of the application, grant or other Union funding		

LEGAL NOTICE

Applicant must inform the EASME if any of the above-mentioned applications for funding made to other European Commission departments or Union Institutions or bodies/agencies has been approved by them after the submission of this grant application.

2 OTHER SOURCES OF EXTERNAL FUNDING — NON UNION

2.1 SUPPORT AWARDED

Have any of the applicants or affiliated entities already received confirmation relating to any external funding for the action?

X NO

☐ YES — Continue to the following table

CONTRIBUTIONS BY THIRD PARTIES

The applicants should indicate the details of the third party following the model below — Third parties must be the same as those listed in the budget (add rows if necessary).

Third Party 1	
Official name in full	
Official address	
Estimated amount of funding to be provided for the operation	
Conditions or reservations (if any)	

2.2 REQUESTED SUPPORT

Have any of the applicants requested, applied or are awaiting confirmation relating to external funding for the action?

X NO

YES - Continue to the following table

DETAILS OF FUNDS REQUESTED — The applicant should indicate the details of the sponsors following the model below (add rows if necessary)

Organisation/Entity Concerned

Name of the organisation	
Official address	
Requested amount	

3. IN-KIND CONTRIBUTIONS FROM THIRD PARTIES

In case the Action will benefit from in-kind contributions provided by third parties, please provide for each third party the following information and complete the details in the relevant table of the estimated budget form:

Name of the third party	
Type of in-kind contribution provided	

CHECKLIST FOR APPLICANTS

All sections of the application form have been completed in accordance with the requirements set in the Call for Proposals. The completed, signed and dated application form is provided in 1 original paper version and in electronic format.	X
A declaration of honour (included in this application form) has been completed, signed and dated by each applicant and each affiliated entity. The completed, signed and dated declarations of honour are provided in 1 original paper version and in electronic format.	X
The estimated budget form has been duly completed. The completed budget form is attached to this application form and provided in 1 original paper version and in electronic format.	X
<p>Supporting documents as specified in section 9.1 (financial capacity):</p> <ul style="list-style-type: none"> - For all applicants that are not public entities or international organisations, the financial capacity tables have been duly completed. - For all applicants that are not public entities or international organisations, the profit and loss accounts and the balance sheets for the past 2 years for which the accounts were closed are attached to this application form. <p>For newly created entities, the business plan may replace these documents.</p> <p>These documents are to be provided only in electronic format.</p>	X
<p>The Legal Entity Forms and supporting documents (see section 15 of the call for proposals) for all applicants and affiliated entities have been duly completed and are attached to this application form.</p> <p>These documents are to be provided only in electronic format.</p>	X
<p>The Financial Identification Form has been duly completed by the coordinator and is attached to this application form.</p> <p>This document is to be provided only in electronic format.</p>	X
<p>Where relevant, letters of commitment from co-financiers/sponsors and/or letters of support from public authorities are attached to this application form.</p> <p>These documents are to be provided only in electronic format.</p>	X