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Italy – Croatia

ITHR0200414

BLUESLINKS

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A - Project identification

A.1 Project identification

Project id (automatically created)	ITHR0200414
Name of the lead partner organisation	DELTA 2000 - SOCIETA' CONSORTILE A R.L.
Name of the lead partner organisation in English	DELTA 2000 Consortium Company with limited liability
Project title	BLUE ECONOMY NEW SKILLS
Project acronym	BLUESLINKS
Programme priority	Sustainable growth in the blue economy
Specific objective	1.2: Developing skills for smart specialisation, industrial transition and entrepreneurship
Project duration in months	30

A.2 Project summary

Please give a short overview of the project and describe:

- the common challenge of the programme area you are jointly tackling in your project;
- the overall objective of the project and the expected change your project will make to the current situation;
- the main outputs you will produce and those who will benefit from them;
- the approach you plan to take and why a cross-border/transnational/inter-regional approach is needed;
- what is new/original about the project.

The so-called "traditional sectors" of the Blue Economy (fishing, aquaculture, but also nautical services) have always constituted the backbone of the EU Blue Economy. However, many of these sectors are currently facing several challenges, due to lack of innovative paths aimed at increasing, both the capacity of SMEs and the workforce in the Blue Economy domains. This is particular true for some maritime areas and SMEs, far from the innovation centers, where this shortcoming prevent the development of new sustainable and smart business solutions, and where the unemployment rate still remains very high. The project BLUES intends to reverse this situation, promoting a process of innovation and S3 smart specialization of SMEs of the traditional sectors of the Blue Economy and sea jobs, improving their capacity to attract a new skilled workforce. Through a needed cross-border cooperation of development agencies, innovation centers, universities and business supporting organisations, aimed at exchanging and providing different innovative and IT solutions, and match-making mechanisms to support demand/supply between SMEs and jobseekers in Blue Economy domains, the project concretely activate: 1. a BLUES S3 Innovation Hub Network, supporting 80 SMEs with a catalogue of innovative and IT business solutions/services; 2. three match-making mechanisms, encompassing an online platform for SMEs and job seekers in Blue Economy Domains, three hackathons competitions open to the participation of 154 people, including graduates and SMEs, and 3 cross-border open job fairs. In particular, the organization of the Hackathon competitions to facilitate the meeting between labor supply and demand in traditional sectors of the Blue Economy represents a new challenge in the innovation sector, creating an open space for technical and scientific comparisons between SMEs and skilled workforce.

A.4 Project outputs and result overview

Programme Output Indicator	Aggregated value per Programme output indicator	Measurement Unit	Output	Output Title	Output target value	Programme result indicator	Baseline	Result indicator target value	Measurement unit
Organisations cooperating across borders	8,00	organisations	Output 1.1	Cross-Border Innovation Hub	8,00				
Participations in joint actions across borders	148,00	participations	Output 3.1	Participations in cross-border hackathon mechanism for supply /demand in BE sectors	148,00				
Enterprises with non-financial support	80,00	enterprises	Output 2.1	Info days and partners exchanges with SMEs of Blue Economy Sector on Innovative Services.	80,00				
Enterprises supported (of which: micro,	80,00	enterprise	Output	SMEs of Blue Economy Sector involved.	80,00				

Programme Output Indicator	Aggregated value per Programme output indicator	Measurement Unit	Output	Output Title	Output target value	Programme result indicator	Baseline	Result indicator target value	Measurement unit
small, medium, large)		s	pu t 2. 2						
						Organisations cooperating across borders after project completion	0, 0 0	8,00	orga nisati ons
						Participations in joint actions across borders after project completion	0, 0 0	30,00	partic ipatio ns

B - Project partners

Partners overview

Number	Status	Name of the organisation in english	Country	Organisation abbreviation	Partner role	Associated organisations	Partner total eligible budget
1	Active	DELTA 2000 Consortium Company with limited liability	Italia (IT)	Delta2000	LP		281.797,50
2	Active	Upper Adriatic technology park "Andrea Galvani"	Italia (IT)	POLOAA	PP		205.925,00
3	Active	Confcooperative Veneto Regional Union	Italia (IT)	Confcoop Veneto	PP		205.396,50
4	Active	Fisheries Local Action Group Costa dei Trabocchi	Italia (IT)	FLAG CT	PP		200.312,00
5	Active	University of Salento	Italia (IT)	UniSalento	PP		222.050,00
6	Active	Zadar County Development Agency ZADRA NOVA	Hrvatska (HR)	ZADRA NOVA	PP		197.900,00
7	Active	Association for nature and environment conservation and sustainable development Argonauta	Hrvatska (HR)	ARGONAUTA	PP		189.300,00
8	Active	University of Dubrovnik	Hrvatska (HR)	UNIDU	PP		199.653,72

B.1 Lead partner	
Partner number	1
Partner role	LP
Name of the organisation in original language	DELTA 2000 - SOCIETA' CONSORTILE A R.L.
Name of the organisation in english	DELTA 2000 Consortium Company with limited liability
Organisation abbreviation	Delta2000
Department / unit / division	
Partner main address	
Country	Italia (IT)
NUTS 2	Emilia-Romagna (ITH5)
NUTS 3	Ferrara (ITH56)
Street, House number, Postal code, City	Strada Del Mezzano 10 44020 Ostellato
Homepage	www.deltaduemila.net
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Sectoral agency
Subtype of partner	
Legal status	Body Governed by Public Law
Sector of activity at NACE group level	M.70.22
VAT number (if applicable)	01358060380
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	No

Legal and financial information	
Tax number	01358060380
PEC address	deltaduemila@pec.it
PIC (from EC Participant Register)	
Contact	
Legal representative	Mr Davide Nardini
Contact person	Ms Angela Nazzaruolo
Email	info@deltaduemila.net
Telephone no.	+39 0533 57693
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>DELTA 2000, development Agency in the area of Po Delta Regional Park recognized as MAB UNESCO and Local Action Group, was also recognized as Fisheries Local Action Groups (FLAG) of all Emilia-Romagna Coast (2014-2020).</p> <p>FLAG has the objective of the qualification of the ports, fish production- aquaculture and fishery, increase regional competitiveness and profitability of fishery, contribute to maintenance & creation of new jobs in the fisheries, support fisheries diversification. The FLAG is composed by municipalities and Fishery Communities of the coast, private associations of the fishery and aquaculture and other sectors like craftsmanship, commerce, tourism, associations and university to represent civil society.</p> <p>The strategy is based on the strategic choice to develop a plan of common sustainable development, aimed at intervening to enhance the fishing Communities of the coastal area, their fish production, historical, cultural, gastronomic, social and environmental peculiarities and contribute to an integrated qualification of local fishery resources and maritime activities, including cultural heritage linked to the traditions of the sea, fishing, aquaculture and valliculture.</p> <p>FLAG can boast:</p> <ul style="list-style-type: none"> - competences in coordination & management, communication thank to the presence of DELTA 2000 that has 20 years experience in EU projects; - technical skills thanks to the presence as members of FLAG – among others-of greater IT fisheries associations as FEDERPESCA CONFCOOPERATIVE FEDERCOPECA LEGACOOOP and scientific contribute by Universities. <p>The more benefits for the FLAG of Emilia Romagna coast are will be:</p> <ul style="list-style-type: none"> - Strengthening skills and competence of fisheries operators and institutional ability and knowledge about new and innovative approaches & methodologies environmental sustainable to exploit, preserve and manage fisheries and sea resources. - Support integration of local fisheries resources, maritime activities, cultural heritage elements and local traditions. - involving young , students and pupils in the activities , also than the actual local fisheries operators, associations, public and privates fisheries stakeholders in generals, for the creation of a new culture and information about the fisheries and blue economy in the Adriatic coasts 	

Motivation

Being a Local Action Group and an equivalent public body, DELTA 2000 does not carry out economic activities of any kind activity

What is the role (contribution and main activities) of your organisation in the project?

Delta 2000/ FLAG CER is the LEAD PARTNER of the whole project in term of managing and accounting activities, supporting the partners if necessary. It is therefore in charge of WP management and coordination thanks to his technical, administrative and organisational competences.

DELTA 2000 will contribute in an active way to the achievement of the overall objectives of the project, ensuring the most efficient management of project activities and the necessary support and participation in the implementation of the project WPs.

Furthermore DELTA 2000 as leader of FLAG CER has gained experience in the promote the learning and creation of new job opportunities, raise awareness of the community on fish resources and the value of fishermen, increase the opportunities of products marketing and knowledge of fishing Communities, other than in the qualification of all stages of the supply chain to increase competitiveness and improve the quality and sustainability of fish production; Improve the management of environmental resources for fishery and aquaculture; Increase the added value of the coastal area favoring innovation processes and also the integration between fishing and tourism.

DELTA 2000 will be an active role in all project WPs, with the realisation of activities in particular with the participation at the definition of joint methodologies and realisation of survey and analysis of SMES and seabojs of BE including exchange of BP experiences, realization of local focus groups in the regional area foreseen in the WP1 but also in the setting up the Innovation Hub Center also with the organisation of the 3 days cross border meeting. Thanks to his experience and competence other than the deeply knowledge about the main actors and stakeholders of BE in the Emilia-Romagna region, other than the involvement of the main stakeholders of BE in the FLAG composition, it will have an active role in involving schools in the activities foreseen in particular in the (WP1) with study visit in SMEs BE (WP2), other than the organisation of training activities in relation to the needs of SMEs in all three sectors identify in the project (WP 2) and in the creation of Innovation Networks contact point other than in the organisation of Hackaton events and Blue innovation open days events (WP3). In particular Delta2000 will be the WP leader of WP3, coordinating the creation of the Local Contact point by the partners and will coordinate the organisation of BLUESLINKS Hackathons for SMEs and graduates/start-ups in the target territories.

If applicable, describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects.

DELTA 2000 has more than twenty-year experience in managing EU funded projects.

The most important participation in the 2014-2020 programming period:

- LP in INNOCULTOUR Interreg IT-HR Standard+ call
- PP in CASCADE, IT-HR Interreg Strategic call
- PP in TOURISM4ALL, VALUE, EXCOVER in Interreg IT-HR standard call. Project T4ALL won 2 awards V4A Awards 2021 for "having created an innovative project that connects information, aids and skills, offering inclusive tourism experiences to families with people with sensory, cognitive-relational and motor disabilities" and award "Europe is here" organized by Emilia Romagna Region as the project most voted in the 2021 edition.
- PP in CULTOURECOVERY Interreg CENTRAL EUROPE
- PP in TANGRAM Interreg ADRION
- PP in RURALGROWTH and RURALGROWTH FOLLOW-UP Interreg EUROPE.

Motivation			
<p>In the period 2007-2013 DELTA2000 participated as LP and PP in projects financed by ITALIA SLOVENIA programme, SEE programme, MED and Adriatic Ipa Programme.</p> <p>Furthermore, assistance to public bodies and private stakeholders in projects funded by CTE program; - direct planning, implementation and management of projects aimed at promoting integrated sustainable economic, local and tourism development of Po Delta area with LEADER II, LEADER +, AXIS 4.</p> <p>DELTA2000 is equipped with a technical structure composed by 5 employees and several technical experts of proved experience. All the staff works and/or cooperates in medium by more than 20 years, included coordinator, with a wide experience and knowledge acquired not only in the specific technical theme of the project but also experience in the management and coordination of projects. Offices are completely able to support the realization of all project activities foreseen.</p>			
Co-financing			
Source		Amount	Percentage
ERDF		225.438,00	80,00 %
FdR		56.359,50	20,00 %
Partner contribution		0,00	0,00 %
Partner total eligible budget		281.797,50	100,00 %
Origin of partner contribution			
Source of contribution	Legal status of contribution	Amount	% of total partner budget
Delta2000	Public	0,00	0,00 %
Total			
Sub-total public contribution		0,00	0,00 %
Sub-total automatic public contribution		0,00	0,00 %
Sub-total private contribution		0,00	0,00 %
Total		0,00	0,00 %
State Aid			
State aid criteria self-check			
<p>Criterion I: Is the partner involved in economic activities through the project?</p>			
<p>1. Will the project applicant implement activities and/or offer goods/services for which a market exists?</p>		Yes	Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists.

State aid criteria self-check	
Criterion I: Is the partner involved in economic activities through the project?	
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?	Yes Some of the service provided by partner expert during WP2 activities could be undertaken by an operator with the view to making profit, even if this is not the applicant intention.
Criterion II: Does the partner receive an undue advantage in the framework of the project?	
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs.
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes Many of the SMEs of the Blue Economy sector could receive benefit from their participation to the info-days and exchanges within the implementation of the A.2.2, A.2.3 and A.2.4.
Result of State aid criteria self-check:	There is a risk of indirect aid
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2
GBER scheme / de minimis	GBER Article 20a

B.1 Project Partner 2	
Partner number	2
Partner role	PP
Name of the organisation in original language	Polo tecnologico Alto Adriatico Andrea Galvani Scpa
Name of the organisation in english	Upper Adriatic technology park "Andrea Galvani"
Organisation abbreviation	POLOAA
Department / unit / division	
Partner main address	
Country	Italia (IT)
NUTS 2	Friuli-Venezia Giulia (ITH4)
NUTS 3	Pordenone (ITH41)
Street, House number, Postal code, City	Via Roveredo 20/B 33170 Pordenone
Homepage	www.poloaa.it
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Business support organisation
Subtype of partner	
Legal status	Body Governed by Public Law
Sector of activity at NACE group level	M.72.19
VAT number (if applicable)	01472410933
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	Yes
Tax number	01472410933

Legal and financial information	
PEC address	polotecnologico@legalmail.it
PIC (from EC Participant Register)	935717388
Contact	
Legal representative	Mr Valerio Pontarolo
Contact person	Mr Diego Santaliana
Email	diego.santaliana@poloaa.it
Telephone no.	0039-371-1863515
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>POLOAA is a research center, a business support organization, an incubator hosting around 100 companies. It is shareholder of the Friuli Venezia Giulia Maritime Cluster, manager of the FVG Cluster of Life Sciences and founding member of both the Cluster of Mechatronic and of Cultural and Creative industries of FCG region.</p> <p>It is a European Digital Innovation Hub and it is playing an active role on the integrated innovation ecosystem of FVG, Veneto, and Trentino Alto Adige regions through the common initiative INEST (Interconnected NorthEast Innovation Ecosystem, financed by the Italian Recovery Fund for 110 millions euro) where its role is that of involving companies and best trends technologies in the development of the spoke 8 "Digital Twin of the Adriatic Sea" focused on preserving the hydro-sphere (rivers, lakes, sea).</p> <p>It has worked in several national and international projects concerning Sea and Blue Growth. On the topics of new professions related to blue growth, POLOAA can capitalize on:</p> <ul style="list-style-type: none"> • Training for startups and spin-offs (valorization of MISTRAL project start-ups training format) • Training for future shipwrights (valorization of the FRAMESPORT project) • Development of sustainable businesses and activities and certification of sustainability of jobs in the blue (valorization of BLUE COAST AGREEMENT project) • Acceleration of ideas/startups for the tourist enhancement of the coast (valorization of SIL and INTOCLUB projects) • Project/exhibition called "PLASTICOCENE" for citizen engagement and awareness-raising activities on the containment of plastics at sea • Use of editorial format "THE BLUE WAY" usable for events, workshops and TV coverage. 	
What is the role (contribution and main activities) of your organisation in the project?	
<p>The partner will coordinate the activities planned in the WP1, it will coordinate the survey and analysis of SMEs and seajobs of Blue Economy sectors implementation, the drafting of an Innovation catalogue of advisory and supporting services and in collaboration with Argonauta, coordinator of communication activities, the topics to be discussed during the focus groups on the blue sector will be shared. In addition, it will coordinate the Activation of the Innovation Hub Network and the catalogue of services definition, planning the involvement of involving all PPs their stakeholders, leading to the definition of a Memorandum of Understanding. Within the WP2 the partner will collaborate in the Catalogue of</p>	

Motivation

services clustered according to the blue economy sectors identified by the partners in the preparation phase: A. aquaculture and small-scale fishing; B. fisheries tourism; C. nautical and linked services. It will contribute to the Blue Economy SMEs and sea jobs innovation action plans. Within the activity 2.2 the cluster of innovative services will be set up with the PPs contribution and the Provision of services for aquaculture and small scale fishing sea jobs and SMEs. In the WP3, POAA will create the Local Contact Point, for the matching between supply and demand of the BLUES and the online sea jobs platform under the coordination of the University of Salento and will provide the Organisation of BLUESLINKS Hackathons for SMEs and graduates/start-ups in its territory. The partners will actively collaborate for the communication activities involving the schools and in the blue innovation open days and ensuring the impact towards the target groups

If applicable, describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects.

PoloAA, through its network of expertise, encompasses a broad range of disciplines and is able to provide different services, from those aimed at favoring the adoption of technology to intellectual property support services. It is an incubator of potential entrepreneurs and therefore of business ideas and provides tools, skills and resources to assess the technological feasibility, commercial and economic, but above all is an incubator of innovative enterprises that offer services and support for project management, for development of technology studies, for the improvement of products (reducing time and costs), for the identification of financing instruments and more. PoloAA gained a strong experience in European projects since it has participated in several EU funded projects both as partner and coordinator working on different issues including research and innovation, renewable source of energy and sustainable development. It has also managed some international consortia, coordinating the various activities of several partners involved. Over the years, PoloAA gained a deep knowledge of the local market and consolidated partnerships with national and international organizations and institutions. It worked on the following financing schemes: Interreg Italy-Slovenia, Interreg Italy-Croatia, Interreg Arion, Interreg Alpine Space, Interreg Central Europe, Erasmus +, H2020, International Cooperation Schemes (United Nation, Italian International Cooperation and Friuli Venezia Giulia International Cooperation).

Co-financing

Source	Amount	Percentage
ERDF	164.740,00	80,00 %
FdR	41.185,00	20,00 %
Partner contribution	0,00	0,00 %
Partner total eligible budget	205.925,00	100,00 %

Origin of partner contribution

Source of contribution	Legal status of contribution	Amount	% of total partner budget
POLOAA	Public	0,00	0,00 %

Total		
Sub-total public contribution		0,00 0,00 %
Sub-total automatic public contribution		0,00 0,00 %
Sub-total private contribution		0,00 0,00 %
Total		0,00 0,00 %
State Aid		
State aid criteria self-check		
Criterium I: Is the partner involved in economic activities through the project?		
1. Will the project applicant implement activities and/or offer goods/services for which a market exists?	Yes	Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?	Yes	Some of the service provided by partner expert during WP2 activities could be undertaken by an operator with the view to making profit, even if this is not the applicant intention.
Criterium II: Does the partner receive an undue advantage in the framework of the project?		
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No	External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs.
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes	Many of the SMEs of the Blue Economy sector could receive benefit from their participation to the info-days and exchanges within the implementation of the A.2.2, A.2.3 and A.2.4.
Result of State aid criteria self-check:	There is a risk of indirect aid	
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2	
GBER scheme / de minimis	GBER Article 20a	

B.1 Project Partner 3	
Partner number	3
Partner role	PP
Name of the organisation in original language	Confcooperative Unione Regionale del Veneto
Name of the organisation in english	Confcooperative Veneto Regional Union
Organisation abbreviation	Confcoop Veneto
Department / unit / division	
Partner main address	
Country	Italia (IT)
NUTS 2	Veneto (ITH3)
NUTS 3	Padova (ITH36)
Street, House number, Postal code, City	Via Savelli 128 35129 Padova
Homepage	www.veneto.confcooperative.it
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Business support organisation
Subtype of partner	
Legal status	Private non-profit
Sector of activity at NACE group level	S.94.11
VAT number (if applicable)	-
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	No
Tax number	80019480286

Legal and financial information	
PEC address	veneto@pec.confcooperative.it
PIC (from EC Participant Register)	889055538
Contact	
Legal representative	Mr Paolo Tiozzo Brasiola
Contact person	Ms Daniela Galante
Email	galante.d@confcooperative.it
Telephone no.	00390498076052
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>Confcooperative Veneto is a representative body that gather cooperatives in several economic sectors, including agro-food, fisheries and aquaculture. According to its statutes, Confcooperative represents, supports and revises the cooperative movement. In the Veneto Region, it is expression of the Italian Cooperative Confederation, which is a legally recognised organization, and acts through Regional Head Office in Padua and the support of provincial Offices, among which the ones of Venice and Rovigo. This last two Offices will be directly involved for the implementation of BLUES project. At regional level, Confcooperative gather 903 cooperative enterprises with 123.450 members, 24.950 employed people. The Confcooperative Veneto is divided into Federation that associates the different co-operatives members. The most important are: "FEDAGRI" with the n. 184 associated Agricultural Cooperatives, producing different agriculture products and n. 40 fishing cooperatives, associating 1632 fishermen and 441 employees. By its technical competences and role, Confcooperative/FEDAGRI promotes among its associated the protection of the peculiarities of the regional fisheries and aquaculture sector and the introduction of specific rules and behaviours set out at EU and Mediterranean level, designed to ensure sustainable fisheries from an economic, social and environmental point of view. Alongside the promotion of cooperation among its associates, Confcooperative/FEDAGRI performs technical assistance and professional development and coaching of its members, services which actively contribute to the economic development of all its companies.</p> <p>Also, through the national section FEDAGRI, Confcooperative participates in: a. COGECA - General Committee of Agricultural Cooperation and Fisheries of the European Union; b. Europe#che- Association of national organizations of fishing enterprises in the European Union; c. Medisamak - trans-Mediterranean association of fisheries organizations, d. the Mediterranean Advisory Council -MEDAC; e. the work of the Advisory Committee of Fisheries and Aquaculture and the "Sea Fishing " Social Dialogue Committee.</p>	
What is the role (contribution and main activities) of your organisation in the project?	
<p>Confcooperative Veneto will actively participate in all the project activities, by a tight interaction with the whole partnership and the LP. In particular, Confcooperative will involve at least n. 10 local enterprises operating in the small scale fisheries and aquaculture, within the project implementation, as a pilot group of SMEs that will be testing the project approaches and benefit from the training and support provided by the project. Confcooperative will be in charge of the collection of information and best</p>	

Motivation

practices for the preliminary stages of the project (Act. 1.1 and act. 1.2) and will active focus groups to activate local stakeholders and establish the cross-border Innovation Hub Network. Moreover, Confcooperative will participate to the info-days and exchanges under WP2, also supporting the match with academia and relevant stakeholders. Lastly, Confcooperative will be responsible for the organisation and coaching of the hackathons experience in WP3 as well as of the participation in the open job fairs.

If applicable, describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects.

Confcooperative Veneto participated as partner in the ITACA PROJECT - Innovative Tools to increase Competitiveness and sustainability of small pelagic fisheries”, financed by the INTERREG Italy-Croatia 2014-2020 and oriented to promote the competitiveness of Italian and Croatian fisheries enterprises in the Adriatic Sea. In that project, Confcooperative was responsible for the involvement of SMEs operating in the small pelagic fisheries and for the establishment of a cross-border cluster among them. Moreover, it has previous experience (since the programming period 2000- 2006) in managing and implementing projects within the EU and regional funds (EFF and EMFF) dedicated to the fisheries and aquaculture sector and participates at the Fishery Local Action Groups (FLAG) constituted for the period 2007-2013.

Co-financing

Source	Amount	Percentage
ERDF	164.317,20	80,00 %
FdR	41.079,30	20,00 %
Partner contribution	0,00	0,00 %
Partner total eligible budget	205.396,50	100,00 %

Origin of partner contribution

Source of contribution	Legal status of contribution	Amount	% of total partner budget
Confcoop Veneto	Private	0,00	0,00 %

Total

Sub-total public contribution	0,00	0,00 %
Sub-total automatic public contribution	0,00	0,00 %
Sub-total private contribution	0,00	0,00 %
Total	0,00	0,00 %

State Aid

State aid criteria self-check	
Criterion I: Is the partner involved in economic activities through the project?	
1. Will the project applicant implement activities and/or offer goods/services for which a market exists?	Yes Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?	Yes Some of the service provided by partner expert during WP2 activities could be undertaken by an operator with the view to making profit, even if this is not the applicant intention.
Criterion II: Does the partner receive an undue advantage in the framework of the project?	
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs.
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes Many of the SMEs of the Blue Economy sector could receive benefit from their participation to the info-days and exchanges within the implementation of the A.2.2, A.2.3 and A.2.4.
Result of State aid criteria self-check:	There is a risk of indirect aid
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2
GBER scheme / de minimis	GBER Article 20a

B.1 Project Partner 4	
Partner number	4
Partner role	PP
Name of the organisation in original language	Fisheries Local Action Group Costa dei Trabocchi Societa' Consortile A Responsabilita' Limitata
Name of the organisation in english	Fisheries Local Action Group Costa dei Trabocchi
Organisation abbreviation	FLAG CT
Department / unit / division	
Partner main address	
Country	Italia (IT)
NUTS 2	Abruzzo (ITF1)
NUTS 3	Chieti (ITF14)
Street, House number, Postal code, City	PIAZZA G.B. VICO 3 66100 Chieti
Homepage	https://www.flagcostadeitrabocchi.it/
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Sectoral agency
Subtype of partner	
Legal status	Body Governed by Public Law
Sector of activity at NACE group level	N.82.99
VAT number (if applicable)	02380540696
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	Yes

Legal and financial information	
Tax number	02380540696
PEC address	GAC.COSTADEITRABOCCHI@LEGALMAIL.IT
PIC (from EC Participant Register)	
Contact	
Legal representative	Mr Franco Ricci
Contact person	Mr Franco Ricci
Email	RICCIFRANCO56@GMAIL.COM
Telephone no.	00393357513033
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>The partner has a consolidated experience in the fisheries field. Being the core field of all its activities. FLAG is a local development agency, in form of consortium among public and private partners, characterized by the significant presence of the fisheries sector, aquaculture and / or the processing and marketing of fish products, located in the Abruzzo region. The activities are mainly funded by public funds (FEP 2007-2013, FEAMP 2014-2020, Adriatic Plus, Chamber of Commerce) to:</p> <ul style="list-style-type: none"> • support fishermen in the transition to sustainable fisheries; • help coastal communities to diversify their economies; • fund projects that create new jobs and improve the quality of life in European coastal regions: <p>The strategy refers to the territory included in the municipalities of Casalbordino, Fossacesia, Francavilla al Mare, Ortona, Rocca San Giovanni, San Salvo, San Vito Chietino, Torino di Sangro and Vasto.</p>	
What is the role (contribution and main activities) of your organisation in the project?	
<p>PP4 FLAG CT will collaborate for the implementation of WP1, performing the survey and the analysis of SMEs and seajobs of Blue Economy sectors implementation, collaborate in the drafting of an Innovation catalogue of advisory and supporting services. In addition, it will collaborate for the Activation of the Innovation Hub Network and the catalogue of services definition, leading to the definition of a Memorandum of Understanding. Within the WP2 the partner will collaborate in the Catalogue of services clustered according to the blue economy sectors identified by the partners in the preparation phase: A. aquaculture and small-scale fishing; B. fisheries tourism; C. nautical and linked services. It will contribute to the Blue Economy SMEs and sea jobs innovation action plans. Within the activity 2.2 the info-days of innovative services will be set up with the PPs contribution and the Provision of services for aquaculture and small scale fishing sea jobs and SMEs. In the WP3, FLAG CT will create the Local Contact Point, for the matching between supply and demand of the BLUES and the online sea jobs platform under the coordination of the University of Salento and will provide the Organisation of BLUES Hackathons for SMEs and graduates/start-ups in its territory. The partners will actively collaborate for the communication activities involving the schools and in the blue innovation open days and ensuring the impact towards the target groups.</p>	
If applicable, describe the organisation's experience in participating in and/or managing EU co-	

Motivation			
financed projects or other international projects.			
Below the main EU co-financed projects managed by Costa dei Trabocchi FLAG:			
- implementation of the Local Action Plan under the Operational Program FEP 2007/2013 Abruzzo Region;			
- implementation of the Local Action Plan under the FEAMP Operational Program 2014/2020 Abruzzo Region;			
- Interreg 2014/2020 Italia - Croatia: Partner of the Sushi Drop project.			
Co-financing			
Source		Amount	Percentage
ERDF		160.249,60	80,00 %
FdR		40.062,40	20,00 %
Partner contribution		0,00	0,00 %
Partner total eligible budget		200.312,00	100,00 %
Origin of partner contribution			
Source of contribution	Legal status of contribution	Amount	% of total partner budget
FLAG CT	Public	0,00	0,00 %
Total			
Sub-total public contribution		0,00	0,00 %
Sub-total automatic public contribution		0,00	0,00 %
Sub-total private contribution		0,00	0,00 %
Total		0,00	0,00 %
State Aid			
State aid criteria self-check			
Criterium I: Is the partner involved in economic activities through the project?			
1. Will the project applicant implement activities and/or offer goods/services for which a market exists?		Yes	Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?		Yes	Some of the service provided by partner expert during WP2 activities could be

State aid criteria self-check	
Criterium I: Is the partner involved in economic activities through the project?	
	undertaken by an operator with the view to making profit, even if this is not the applicant intention.
Criterium II: Does the partner receive an undue advantage in the framework of the project?	
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs.
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes 4. Many of the SMEs of the Blue Economy sector could receive benefit from their participation to the info-days and exchanges within the implementation of the A.2.2, A.2.3 and A.2.4.
Result of State aid criteria self-check:	There is a risk of indirect aid
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2
GBER scheme / de minimis	GBER Article 20a

B.1 Project Partner 5	
Partner number	5
Partner role	PP
Name of the organisation in original language	Università del Salento
Name of the organisation in english	University of Salento
Organisation abbreviation	UniSalento
Department / unit / division	Dept. of Biological and Environmental Sciences and Technologies
Partner main address	
Country	Italia (IT)
NUTS 2	Puglia (ITF4)
NUTS 3	Lecce (ITF45)
Street, House number, Postal code, City	Piazza Tancredi 7 73100 Lecce
Homepage	www.unisalento.it
Address of department / unit / division (if applicable)	
Country	Italia (IT)
NUTS 2	Puglia (ITF4)
NUTS 3	Lecce (ITF45)
Street, House number, Postal code, City	Strada provinciale Lecce-Monteroni S.N. 73100 Lecce
Legal and financial information	
Type of partner	Higher education and research organisations
Subtype of partner	
Legal status	Public
Sector of activity at NACE group level	P.85.42
VAT number (if applicable)	00646640755
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	No

Legal and financial information	
Tax number	80008870752
PEC address	amministrazione.centrale@cert-unile.it
PIC (from EC Participant Register)	999863585
Contact	
Legal representative	Mr Fabio Pollice
Contact person	Mr Alberto Basset
Email	alberto.basset@unisalento.it
Telephone no.	+393881687222
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>The University of Salento Department of Biological and Environmental Sciences and Technologies (DiSTeBA) has strong and thematic competencies on conservation of biodiversity and ecosystem services supporting the European Green Deal and Blue Economy, particularly referring to transitional water ecosystems, which represent with the other wetlands less than 0,6% of the Earth surface while contributing for more that 20% to the economic value of ecosystem services. The Ecology-Unit of the DiSTeBA, which is the Operative Unit of UniSalento contributing to BLUES, has also strong competences and thematic experience on open science, open data, science communication and training. On these topics, the Ecology-Unit of UniSalento has a coordination role in LifeWatch-Italy, the Italian Node of the European Research Infrastructure LifeWatch ERIC, has been partner of different H2020 projects and is currently partner in running HE projects (e.g. Restore4Cs) and just submitted ones (e.g., EVERSE). The Ecology-Unit is responsible of the communication and training activities in LifeWatch Italy, through its Multimedia Production Centre, which is also managing the WebTV (www.lifewatching.eu) of both LifeWatch ERIC and all National Nodes of the European Infrastructure.</p>	
What is the role (contribution and main activities) of your organisation in the project?	
<p>University of Salento DiSTeBA contribute to BLUESLINKS with activities on two project Workpackages: WP1 (Innovation Hub Network in Blue Economy sectors and seajobs) and will coordinate the WP3 (Match-making mechanisms between SMEs and graduates/start-ups). As regards the WP1 the Ecology-Unit of DisteBa contributes with the development of a Community platform supporting the Innovation Hub Network for the storage/ organization/semantic search of both data and other information collected/required by the Innovation Network, with contribution to the development of the Community of Practice and with the participation of the Multimedia Production Centre contributing to the project communication, dissemination and stakeholder engagement. As regards the WP2, the Ecology-Unit of DisteBa will coordinate the activity of Clustering of innovation catalogue services for targeted seajobs and SMEs and the development of the action plans and it will coordinate the activities related to the 3 clusters of innovative services offered from the partners to the target groups. The partners will actively collaborate for the communication activities involving the schools and in the blue innovation open days and ensuring the impact towards the target groups.</p>	
If applicable, describe the organisation's experience in participating in and/or managing EU co-	

Motivation			
financed projects or other international projects.			
The Ecology-Unit of DiSTeBA has strong international collaborations and contribute to different science networks. It contribute to two ESFRI project, LifeWatch ERIC and eLTER-RI, it has been partner in both European and National large projects, as EcoPotential, ENVRIplus and ENVRI FAIR, Restore4Cs for the European level, BIOforIU and LifeWatch PLUS and LifeWatch PLUS Human Capital, at the national one.			
Co-financing			
Source		Amount	Percentage
ERDF		177.640,00	80,00 %
FdR		44.410,00	20,00 %
Partner contribution		0,00	0,00 %
Partner total eligible budget		222.050,00	100,00 %
Origin of partner contribution			
Source of contribution	Legal status of contribution	Amount	% of total partner budget
UniSalento	Public	0,00	0,00 %
Total			
Sub-total public contribution		0,00	0,00 %
Sub-total automatic public contribution		0,00	0,00 %
Sub-total private contribution		0,00	0,00 %
Total		0,00	0,00 %
State Aid			
State aid criteria self-check			
Criterium I: Is the partner involved in economic activities through the project?			
1. Will the project applicant implement activities and/or offer goods/services for which a market exists?		Yes	Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?		Yes	Some of the service provided by partner expert during WP2 activities could be undertaken by an operator with the view to making profit, even if this is not the applicant intention.

Criterion II: Does the partner receive an undue advantage in the framework of the project?	
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes Many of the SMEs of the Blue Economy sector could receive benefit from their participation to the info-days and exchanges within the implementation of the A.2.2, A.2.3 and A.2.4.
Result of State aid criteria self-check:	There is a risk of indirect aid
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2
GBER scheme / de minimis	GBER Article 20a

B.1 Project Partner 6	
Partner number	6
Partner role	PP
Name of the organisation in original language	Agencija za razvoj Zadarske županije ZADRA NOVA
Name of the organisation in english	Zadar County Development Agency ZADRA NOVA
Organisation abbreviation	ZADRA NOVA
Department / unit / division	
Partner main address	
Country	Hrvatska (HR)
NUTS 2	Jadranska Hrvatska (HR03)
NUTS 3	Zadarska županija (HR033)
Street, House number, Postal code, City	Put Murvice 14 23000 Zadar
Homepage	www.zadranova.hr
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Sectoral agency
Subtype of partner	
Legal status	Public
Sector of activity at NACE group level	M.70.22
VAT number (if applicable)	95315590590
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	No
Tax number	95315590590

Legal and financial information	
PEC address	Martina.vukasina@zadra.hr
PIC (from EC Participant Register)	
Contact	
Legal representative	Ms Marina Dujmović Vuković
Contact person	Ms Martina Vukašina
Email	martina.vukasina@zadra.hr
Telephone no.	+38523233165
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>Zadar County Development Agency as a regional coordinator manages assignments and activities according to Act on regional development of Republic of Croatia. The act defines regional coordinators as public agencies with the role of conducting tasks of public interests and are established with the objective of successfully coordinating and fostering regional development. The staff owns excellent business knowledge and skills, extensive experience in designing key regional and local development strategic documents, preparing and implementing national and EU projects, supporting the development of SMEs and potential investors in Zadar County. ZADRA NOVA consists of five departments: Department for EU projects implementation, Department for EU projects preparation, Department for Regional Development, Department for SMEs and Director's Office. Agency has a well-trained team working on cross-border/international projects, providing innovative solutions and engaging in public awareness-raising campaigns. ZADRA NOVA was established to support local capacities in the implementation of EU Structural Funds and regional development policy in Zadar County. The thematic scope of the agency includes strategic planning, SME development, promotion of EE & RES and creation and implementation of development programs according to the objectives of the Zadar County development strategy. Thematic competencies of the Agency have been gathered through the implementation of various projects, ZADRA NOVA creates a network of reliable partners from local governments, institutions, universities, SME's, associates and EU experts, and strengthens the interregional and cross-border cooperation. Acting as a regional development agency and by cooperation with regional public bodies and local authorities, the Agency has the capacity to influence policies on local and regional level.</p>	
What is the role (contribution and main activities) of your organisation in the project?	
<p>Within participation in this project as a project partner ZADRA NOVA will acquire experience, knowledge and managing skills in developing blue economy growth. Blue economy growth is necessary to develop in today's time against droughts caused by climate change and fishing, aquaculture, coastal tourism, and the sub-sectors of marine renewable energies, port activities, shipbuilding, maritime transport have always been a crucial part of it. ZADRA NOVA will help in the implementation activities referring to the mapping sea jobs in all sectors of the Blue Economy in Zadar County. Also, the agency will take part in the activities related to identifying emerging training needs in Blue Economy sectors and providing common best practices to improve professional skills that are of key essence for further development</p>	

Motivation

and promotion of traditional sectors of Blue Economy. Acquisition of new reliable and responsible partners through this project will strengthen local and international partners network of ZADRA NOVA and we will gain potential partners for future cooperation. In accordance with public authorities, the cooperation of the Zadar County Development Agency with other project partners will enable quality participation in activities as well as their implementation. Within the WP2 the partner will collaborate in the Catalogue of services clustered according to the blue economy sectors identified by the partners in the preparation phase: A. aquaculture and small-scale fishing; B. fisheries tourism; C. nautical and linked services. It will contribute to the Blue Economy SMEs and sea jobs innovation action plans. Within the activity 2.2 the cluster of innovative services will be set up with the PPs contribution and the Provision of services for aquaculture and small scale fishing sea jobs and SMEs. In the WP3, Zadra Nova will create the Local Contact Point, for the matching between supply and demand of the BLUES and the online sea jobs platform under the coordination of the University of Salento and will provide the Organisation of BLUES Hackathons for SMEs and graduates/start-ups in its territory.

If applicable, describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects.

The Agency participates in preparation/implementation of EU projects at local and regional level. Participating in different EU programs as lead partner or project partner such as: Interreg Croatia – Italy, Interreg MED, Interreg DANUBE and many more provided agency a lot of experience and knowledge. As the lead partner the agency took part in projects PEPSEA–Protecting the Enclosed Parts of the Sea in Adriatic from Pollution which main objective was to increase safety of the Programme area from natural and man-made disaster, and in project STREAM (Strategic theme-Flood risk). Both were financed from the Programme Interreg Italy-Croatia 2014-2020. Other relevant projects of thematic scope: : IPA Adriatic: EcoSea (protection, promotion and integrated management of the marine environment and transboundary natural resources); Roof of Rock (limestone as the common denominator of natural and cultural heritage along the karstified part of the Adriatic coast; HAZADR (strengthening common reaction capacity to fight sea pollution of oil, toxic and hazardous substances in Adriatic Sea; REtrotfitting PUBLIC spaces in Intelligent MEDiterranean Cities–REPUBLIC MED; HIVES (High-Level Innovation for a Value-Driven Exploitation of a Joint S3 in The Adriatic Area; HOLISTIC (Holistic Seismic and Wildfire Risks Adriatic), PEPSEA–Protecting the Enclosed Parts of the Sea in Adriatic from Pollution; ADRIREEF–Innovative exploitation of Adriatic Reefs in order to strengthen blue economy; PESCAR–Pesticide Control and Reduction.

Co-financing

Source	Amount	Percentage
ERDF	158.320,00	80,00 %
Partner contribution	39.580,00	20,00 %
Partner total eligible budget	197.900,00	100,00 %

Origin of partner contribution

Source of contribution	Legal status of contribution	Amount	% of total partner budget
ZADRA NOVA	Public	39.580,00	20,00 %

Total		
Sub-total public contribution	39.580,00	20,00 %
Sub-total automatic public contribution	0,00	0,00 %
Sub-total private contribution	0,00	0,00 %
Total	39.580,00	20,00 %
State Aid		
State aid criteria self-check		
Criterium I: Is the partner involved in economic activities through the project?		
1. Will the project applicant implement activities and/or offer goods/services for which a market exists?	Yes	Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?	Yes	Some of the service provided by partner expert during WP2 activities could be undertaken by an operator with the view to making profit, even if this is not the applicant intention.
Criterium II: Does the partner receive an undue advantage in the framework of the project?		
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No	External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes	Many of the SMEs of the Blue Economy sector could receive benefit from their participation to the info-days and exchanges within the implementation of the A.2.2, A.2.3 and A.2.4.
Result of State aid criteria self-check:	There is a risk of indirect aid	
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2	
GBER scheme / de minimis	GBER Article 20a	

B.1 Project Partner 7	
Partner number	7
Partner role	PP
Name of the organisation in original language	Udruga za zaštitu prirode i okoliša te promicanje održivog razvoja Argonauta
Name of the organisation in english	Association for nature and environment conservation and sustainable development Argonauta
Organisation abbreviation	ARGONAUTA
Department / unit / division	
Partner main address	
Country	Hrvatska (HR)
NUTS 2	Jadranska Hrvatska (HR03)
NUTS 3	Šibensko-kninska županija (HR034)
Street, House number, Postal code, City	Pijaca Društva seoske izobrazbenosti 2 22243 Murter
Homepage	www.argonauta.hr
Address of department / unit / division (if applicable)	
Country	
NUTS 2	
NUTS 3	
Street, House number, Postal code, City	
Legal and financial information	
Type of partner	Interest groups including NGOs
Subtype of partner	
Legal status	Private non-profit
Sector of activity at NACE group level	Q.88
VAT number (if applicable)	76837967141
Is your organisation entitled to recover VAT based on national legislation for the activities	No

Legal and financial information	
implemented in the project?	
Tax number	76837967141
PEC address	mail@argonauta.hr
PIC (from EC Participant Register)	
Contact	
Legal representative	Mrs Ivona Jadric
Contact person	Ms Ivona Jadric
Email	ivona@argonauta.hr
Telephone no.	00385 91 206 6657
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>Argonauta is a non-governmental, non-partisan and nonprofit organization for nature, environment, and sustainable development, based in Murter, Croatia with members, volunteers and employees made up of teams of experts from different fields. Argonauta operates at local, national and international levels. Our vision is an active community where conscious individuals create a world based on solidarity and sustainable development. The Argonauta Association contributes to the protection of nature and the environment, the revitalization and valorization of cultural and historical heritage, and encourages the development of active citizenship in a way that informs, inspires and educates citizens; creates, brings and promotes innovative solutions in the community, and provides opportunities for volunteering, mobility and social entrepreneurship. Argonauta has nearly 20 years organizational experience in sustainable development programs and environmental projects development and implementation more than 150 projects behind us</p> <p>committed full time staff made of exceptional, passionate, courageous, and hard working individuals who have dedicated their carriers to the promotion of sustainable development postulatesorganizational systems (accounting, monitoring, management, etc.) and personnel that can communicate effectively and provide required project results and all necessary documentation a network of local, regional and national experts in different fields organization with great local visibility and reputation excellent communication with the targeted local and regional communities, defined target groups and beneficiaries.</p> <p>Most relevant experience to this project is extended experience in creating and implementing the extracurricular environmental education programs of non-formal education of children and youth, developing and implementing service learning programs for university students in marine topics (protection of sea mammals) and taking active part in cross-sectoral local networks – we are one of the founders of Fishery Local Action Group “Galeb”. We have experience in promotion of maritime heritage – traditional seafood nutrition through project “Tastes form Amphore”, where we have created innovative approach to creating synergies among fisherman, seafood producers, hospitality and tourist sector to offer new product and new content in tourism offer based on archeological heritage and local resources. Our organization has produced among other publications for raising environmental</p>	

Motivation

awareness, Manual for teaching sustainable development topics in primary schools in Šibenik- knin County, which was broadly disseminated and was a great success among teachers.

What is the role (contribution and main activities) of your organisation in the project?

ARGONAUTA will collaborate for the implementation of WP1, performing the survey and the analysis of SMEs and seajobs of Blue Economy sectors implementation, collaborate in the drafting of an Innovation catalogue of advisory and supporting services. In addition, it will collaborate for the Activation of the Innovation Hub Network and the catalogue of services definition, leading to the definition of a Memorandum of Understanding. Within the WP2 the partner will collaborate in the Catalogue of services clustered according to the blue economy sectors identified by the partners in the preparation phase: A. aquaculture and small-scale fishing; B. fisheries tourism; C. nautical and linked services. It will contribute to the Blue Economy SMEs and sea jobs innovation action plans. Within the activity 2.2 the cluster of innovative services will be set up with the PPs contribution and the Provision of services for aquaculture and small scale fishing sea jobs and SMEs. In the WP3, ARGONAUTA will create the Local Contact Point, for the matching between supply and demand of the BLUES and the online sea jobs platform under the coordination of the University of Salento and will provide the Organisation of Hackathons for SMEs and graduates/start-ups in its territory. The partner will take over the parts of project communication activities –through a combination of offline and online marketing and especially in the combination of different digital channels that together lead to excellent visibility, prior appointing an experienced communication manager and preparing the project communication strategy and dissemination plan. In this way they will create a network of beneficiaries and stakeholders around this project. The Partner can contribute at different levels of capacity buildings; Organizational—improving organizational performance through strategies, plans, rules and regulations, partnerships, leadership, organizational politics and power structures, and strengthening organizational systems, processes, and roles and responsibilities; Enabling environment—contribute to improving policy framework to address economic, political, environmental and social factors including economic growth, financing, labour markets, political context, policy and legislative environment, class structures, and cultural aspects in a coherent and mutually reinforcing fashion. All these elements will be addressed to the high quality of the communication activities implementation, in particular the Creation of a cross-border BLUES Innovation Hub Network, involving all PPs and their stakeholders, the coordination of the Dissemination days for schools on Blue Economy in each area, and will coordinate the study visits and the workshops organisation. Three rounds of Hackathons for each BE sectors targeted by this project will be organized, and it will be coordinate by Argonauta in collaboration with the University of Salento.

If applicable, describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects.

During the years, Argonauta implemented many projects in order to discover, protect and promote local marine values, but above all, Argonauta has a goal to valorise all possible values of area in which operates, speaking about natural or cultural heritage. Its employees are educated in marine topics and capacitated work in project implementation (logistic, finance, project management), as seen from the list of part of the projects implemented during the years.

- Contribution to sustainable development of the coast and islands of Šibenik-Knin County, Dutch Governments MATRA programme
- Initiator of Festival of Sustainable Development of the Coast and Islands of Šibenik-Knin County
- Promotion of active protection of biodiversity of the Kornati Islands and Contribution to the conservation of biodiversity of the Kornati Islands
- Reviving local traditional practices of sustainable use of the resources of the island of Murter and its

Motivation			
<p>natural region– IPA</p> <ul style="list-style-type: none"> - Blue eco patrol- extracurricular educational program for sustainable development in coastal and island local communities of Šibenik-Knin County intended for elementary schools“;- Swiss- Croatian programme of cooperation, Department for NGOs - Blue project- contribution to the development of socially useful learning programs at the Faculty of Veterinary Medicine in Zagreb, National Agency for development of NGO, ESF - HCKZ- Croatian Corals Center of Zlarin, partner, Croatian Ministry of Regional development and EU funds - Taste from amphora- contribution to the valuation of maritime heritage in the territory of the FLAG Galeb -TANGRAM- “Transnational pArks aNd Gardens Resources in Adriatic and Ionian tourist Marketplace, Interreg Adrion <p>Most of the projects above mentioned include education and rising the awareness about the problem of the sea pollution- with the special accent on plastic pollution, and especially micro plastic which is still a poorly known problem but with a strong presence and destructive for the marine environment.</p>			
Co-financing			
Source		Amount	Percentage
ERDF		151.440,00	80,00 %
Partner contribution		37.860,00	20,00 %
Partner total eligible budget		189.300,00	100,00 %
Origin of partner contribution			
Source of contribution	Legal status of contribution	Amount	% of total partner budget
ARGONAUTA	Private	37.860,00	20,00 %
Total			
Sub-total public contribution		0,00	0,00 %
Sub-total automatic public contribution		0,00	0,00 %
Sub-total private contribution		37.860,00	20,00 %
Total		37.860,00	20,00 %
State Aid			
State aid criteria self-check			
Criterium I: Is the partner involved in economic activities through the project?			
1. Will the project applicant implement activities and/or offer goods/services for which a market exists?		Yes	Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists

State aid criteria self-check	
Criterion I: Is the partner involved in economic activities through the project?	
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?	Yes Some of the service provided by partner expert during WP2 activities could be undertaken by an operator with the view to making profit, even if this is not the applicant intention.
Criterion II: Does the partner receive an undue advantage in the framework of the project?	
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs.
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs.
Result of State aid criteria self-check:	There is a risk of indirect aid
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2
GBER scheme / de minimis	GBER Article 20a

B.1 Project Partner 8	
Partner number	8
Partner role	PP
Name of the organisation in original language	Sveučilište u Dubrovniku
Name of the organisation in english	University of Dubrovnik
Organisation abbreviation	UNIDU
Department / unit / division	Department of applied ecology
Partner main address	
Country	Hrvatska (HR)
NUTS 2	Jadranska Hrvatska (HR03)
NUTS 3	Dubrovačko-neretvanska županija (HR037)
Street, House number, Postal code, City	Branitelja Dubrovnika 41 20000 Dubrovnik
Homepage	https://www.unidu.hr
Address of department / unit / division (if applicable)	
Country	Hrvatska (HR)
NUTS 2	Jadranska Hrvatska (HR03)
NUTS 3	Dubrovačko-neretvanska županija (HR037)
Street, House number, Postal code, City	Ćira Carića 4 20000 Dubrovnik
Legal and financial information	
Type of partner	Higher education and research organisations
Subtype of partner	
Legal status	Public
Sector of activity at NACE group level	P.85.42
VAT number (if applicable)	01338491514
Is your organisation entitled to recover VAT based on national legislation for the activities implemented in the project?	No

Legal and financial information	
Tax number	01338491514
PEC address	sanja.tomsic@unidu.hr
PIC (from EC Participant Register)	998812396
Contact	
Legal representative	Mr Niksa Burum
Contact person	Ms Sanja Tomsic
Email	sanja.tomsic@unidu.hr
Telephone no.	+385 (0) 20 446 767
Motivation	
Which of the organisation's thematic competences and experiences are relevant for the project?	
<p>The University of Dubrovnik is a young, twenty-year-old public university with about 260 employees and 1600 students. It is fully integrated organizationally and financially, with departments and institutes as organisational units. It encompasses six departments teaching and research activities in different scientific fields (Department of Economics and Business, Maritime Department, Department of Electrical Engineering and Computing, Department of Applied Ecology, Mass Communication Department and Art and Restoration Department), and two institutes (Institute of Marine and Coastal Research and Institute of Mediterranean Plants). All decisions are made at the central level - by the Senate and the Rector of the University. The university owns its facilities and equipment for research and teaching, but also works with other stakeholders to strengthen them. Currently, the University has more than 30 projects underway, financed by Horizon, Erasmus, Interreg, Croatian Science Foundation and the European Structural and Investment (ESI) Funds, as well as other funds. UNIDU has 259 permanent staff members, 145 of whom are in academic positions (105 have a doctorate). The main goal of the University of Dubrovnik is to further the development of international cooperation programmes, which include exchange and mobility projects for students and professors, the development of joint study programmes in foreign languages with international partners, harmonization of the teaching program with the real needs of the job market through capacity building and continuous work on the formation of a small but high-quality university with its own identity. Main fields of research and</p>	

Motivation

teaching of associates on the project are in the areas of fisheries, aquaculture, marine ecology and protection, ship building and nautical sectors.

What is the role (contribution and main activities) of your organisation in the project?

The Department of Applied Ecology offers two degree programmes: Bachelor in Applied Marine Ecology and Master

in Mariculture, and a joint PhD programme in Applied Marine Sciences with Split University. The scientific staff is

a multidisciplinary group of specialists working in areas important to ecology, marine environment management, and aquaculture. It also has all the necessary resources to carry out the project, including all the required knowledge and resources. For the sustainable use of marine resources, it is necessary to educate young experts ready for the challenges of the labor market and the UNIDU should contribute to this aim. By cross-border collaboration with the blue economy market employees, relevant agencies and higher education the quality of study programs will achieve harmonization with the real job needs and qualifications, as well as provisions and strategies of the EU. According to citation data, scientific productiveness and project activity, they are among the top experts in Croatia in the fields of industrial economics, innovation, autonomous intelligent systems research and marine ecosystems research and they will actively contribute to the project implementation.

UNIDU will contribute to the project by providing its expertise and know-how in the field of aquaculture, environmental protection, maritime and nautical expertise.

In the WP1 will collaborate for the performing the survey and the analysis of SMEs and seajobs of Blue Economy sectors implementation, collaborate in the drafting of an Innovation catalogue of advisory and supporting services. In addition, it will collaborate for the Activation of the Innovation Hub Network and the catalogue of services definition, leading to the definition of a Memorandum of Understanding.

Within the WP2 the partner will collaborate in the Catalogue of services clustered according to the blue economy sectors identified by the partners in the preparation phase: A. aquaculture and small-scale fishing; B. fisheries tourism; C. nautical and linked services. It will contribute to the Blue Economy SMEs and sea jobs innovation action plans. Within the activity 2.3 the cluster of innovative services will be set up with the PPs contribution and the Provision of services for aquaculture and small scale fishing sea jobs and SMEs. In the WP3 will create the Local Contact Point and will provide the Organisation of BLUES Hackathons for SMEs and graduates/start-ups in its territory. The partners will actively collaborate for the communication activities involving the schools and in the blue innovation open days and ensuring the impact towards the target groups.

If applicable, describe the organisation's experience in participating in and/or managing EU co-financed projects or other international projects.

The project within which the partner has been involved are the following:

H2020 2020-2023 SeaClear Delft University of Technology

Horizon Europe 2023-2026 SeaClear 2.0 Delft University of Technology

Horizon Europe MSCA

2022-2023 Blue-connect University of Split

Erasmus + capacity building

2022-2025 AFISHE Armenian National Agrarian University

Erasmus + capacity building

2019-2023 FishAqu Universidade de Aveiro

Erasmus + KA203 2020-2023 E+SLEM University of Liechtenstein

Erasmus + KA226 2021-2023 VIBES University of Dubrovnik

Motivation			
Erasmus + KA226 2021-2023 ESERALD Uniwersytet Ekonomiczny w Krakowie			
Erasmus + KA220 VET			
2021-2023 GENIE d-ialogo, Wuppertal			
Erasmus + KA220 VET			
2021-2023 ESSEFT Akademija strukovnih studija Južna Srbija			
Erasmus + KA220 VET			
2022-2024 MARIPET Ege Üniversitesi			
Erasmus + KA220 VET			
2022-2024 BOOMER University of Dubrovnik			
Erasmus + KA220 VET			
2022-2025 PLAY2GREEN University of Zagreb			
Interreg Europe 2020-2023 MARLESS ARPAV – Regional agency for environmental protection and prevention of Veneto			
Interreg Europe 2020-2023 INNOVAMARE Croatian Chamber of Commerce			
Co-financing			
Source		Amount	Percentage
ERDF		159.722,97	80,00 %
Partner contribution		39.930,75	20,00 %
Partner total eligible budget		199.653,72	100,00 %
Origin of partner contribution			
Source of contribution	Legal status of contribution	Amount	% of total partner budget
UNIDU	Public	39.930,75	20,00 %
Total			
Sub-total public contribution		39.930,75	20,00 %
Sub-total automatic public contribution		0,00	0,00 %
Sub-total private contribution		0,00	0,00 %
Total		39.930,75	20,00 %
State Aid			
State aid criteria self-check			
Criterion I: Is the partner involved in economic activities through the project?			
1. Will the project applicant implement activities and/or offer goods/services for which a market exists?		Yes	Even not directly, the partner will provide to SMEs of Blue Economy sector services for which a market already exists

State aid criteria self-check	
Criterion I: Is the partner involved in economic activities through the project?	
2. Are there activities/goods/services that could have been undertaken by an operator with the view to making profit (even if this is not the applicant's intention)?	Yes Some of the service provided by partner expert during WP2 activities could be undertaken by an operator with the view to making profit, even if this is not the applicant intention.
Criterion II: Does the partner receive an undue advantage in the framework of the project?	
1. Does the project applicant plan to carry out the economic activities on its own i.e. not to select an external service provider via public procurement procedures for example?	No External service provider will be selected to lead WP2 activities encompassing services and information to be provided to SMEs.
2. Will the project applicant, any other operator not included in the project as a project partner or the target audience gain any benefits from its project economic activities, not received in the normal course of business (i.e. not received in the absence of funding granted through the project)?	Yes Many of the SMEs of the Blue Economy sector could receive benefit from their participation to the info-days and exchanges within the implementation of the A.2.2, A.2.3 and A.2.4.
Result of State aid criteria self-check:	There is a risk of indirect aid
State aid relevant activities	Activity2.4 , Activity2.3 , Activity2.2
GBER scheme / de minimis	GBER Article 20a

Associated organisations

No associated organisations

C - Project description

C.1 Project overall objective

Below, you can see the Programme priority specific objective your project will contribute to (chosen in section A.1.).

1.2: Developing skills for smart specialisation, industrial transition and entrepreneurship

Project overall objective

Now think about your main objective – what do you aim to achieve by the end of your project? Remember your project needs to contribute to the programme’s objective.

Your objective should:

- be realistic and achievable by the end of the project, or shortly after;
- specify who needs project results and in which territory;
- be measurable – indicate the change you are aiming for.

To promote a process of innovation and smart specialization of SMEs of the traditional sectors of the Blue Economy and seajobs, improving their capacity to attract a new skilled workforce

C.2 Project relevance and context

C.2.1 What are the common territorial challenge(s) that will be tackled by the project?

Please describe why your project is needed in the programme area and the relevance of your project for the programme area, in terms of common challenges and opportunities addressed.

The so-called "traditional sectors" of the BE (fishing, aquaculture, coastal tourism, but also nautical, encompassing a wide range of business, such as marinas, boat rental and charter services, boat maintenance and repair, as well as water sports) have always constituted the backbone of the European BE, and they are confirmed as such by the BE Report 2022, published by the EU Commission. These sectors are naturally the most driving ones in the Italy-Croatia cooperation area and - at the same time - those who are facing several challenges, due to lack of new and innovative paths aimed at increasing both the capacity of SMEs and the workforce in the BE domains. The need for innovation and specialization is also the pivotal point of the S3 Specialization Strategies, which help EU regions to strengthen their economic competitiveness through inclusive participatory processes leading to discover and promoting the untapped innovation potential and facilitate its market potentials.

However, encouraging the adoption of innovative and smart solutions by the SMEs in the traditional sectors of the BE - thus improving their adherence to the S3 regional Smart Specialization Strategies - is a complex process that requires continuous support in terms of better governance of smart specialisation processes, focused on improving human resources skills and developing business initiatives. The same Italy-Croatia Programme states that, although both Italy and Croatia have already designed regional and national Smart specialisation strategies, the Programme area is still lagging behind with regard to specific skills of the existing human capital and is lacking technological cooperation among SMEs, which would greatly benefit from networking processes among local businesses and research centres able to foster joint innovation.

This is particular true for those maritime areas and related SMEs of Blue Economy traditional sectors and sea jobs as those covered by this project, far from the innovation centres, where the lack of innovative paths for businesses and workers prevent the development of new sustainable and smart business solutions and where the unemployment rate still remains very high. Not only. High unemployment rates in the traditional Blue Economy sectors in the areas covered by this project indicate also a difficulty for SMEs to place themselves on the market as attractive centres of new specialised workforce. A decisive change is therefore necessary in terms of innovation, smart solutions and the capacity of the SMEs to attract skilled workers, in line with the regional Smart Specialization Strategies. This is the main objective of the project, which intends to promote a process of innovation and smart specialization of SMEs of the traditional sectors of the Blue Economy and sea jobs, improving their capacity to attract a new skilled workforce", in coherence with the second challenge of the SO1.2 of the Italy – Croatia Programme.

In terms of opportunities and benefits from the project implementation, the maritime areas covered by this project, local stakeholders and businesses will finally have the chance to join a permanent network made up of innovation centres, institutional actors and civil society organizations who cooperate to exchange and promote the adoption of innovative and smart solutions applied to the traditional sectors of the Blue Economy and the sea jobs, in line with their Smart Specialization Strategies. This through the establishment of common Innovation Hub Network, at cross-border level, equipping the targeted areas with the needed scientific and technical competences, coming from experienced project partners in Blue Economy, and decisive match-making mechanisms to connect SMEs with innovative services and technologies. The opportunity to set up this network and keep it operational, even at the end of the project, will therefore allow the partners to produce new knowledge in terms of innovative services at a territorial level, enriched by the exchange of mutual experiences, with a multiplier effect on the territories, businesses involved and communities. The

SMEs at cross-border level will therefore be able to improve their business with wide margins for improvement in environmental, social and employment terms, and will be able to count on a Network for innovative services and match-making mechanism to connect demand with job supply. This in turn will reawaken the interest of skilled workers in sea jobs and the traditional sectors of the Blue Economy, which for the coastal areas covered by the project represent a pushing factor of economic and social development that is not yet sufficiently exploited. The project will create coordination mechanisms capable of facilitating the meeting between supply and demand in the Blue Economy sectors, improving the ability of SMEs to attract specialized workforces and increase the opportunities for business for young workers and founders of Start-ups.

C.2.2 How does the project tackle identified common challenges and/or opportunities and what is new about the approach the project takes?

Please describe new solutions that will be developed during the project and/or existing solutions that will be adopted and implemented during the project lifetime. Describe also in what way the approach goes beyond existing practice in the sector/programme area/participating countries.

The maritime areas and SMEs of Blue Economy traditional sectors and sea jobs covered by this project are very far from the innovation centers, lacking of innovative paths for both business and workers, preventing them from the development of new sustainable and smart business solutions, consistent with the regional S3 Smart Specialization Strategies. A common high unemployment rate in the aforementioned sectors of maritime areas covered by this project should be also added, due to the inability of the SMEs to produce innovation in targeted Blue Economy Sectors and sea jobs, as well as to attract skilled workforce, in turn able to introduce innovative and smart solutions. The Project aims to tackle the identified common challenges, promoting a process of innovation and smart specialization of SMEs of the traditional sectors of the Blue Economy and sea jobs, improving their capacity to attract a new skilled workforce. The achievement of this purpose will be possible, through the creation of an Innovation Hub Network supporting SMEs at cross-border level, even at the project conclusion, favoring the adoption of the key principles of S3 specialization strategies in the Blue Economy traditional sectors and sea jobs. The Network will organize info days targeting the SMEs of traditional Blue Economy Sectors and sea jobs about the possibility to adopt innovative and smart solutions, to foster transformative paths in their activities and it will create a permanent link with innovation centres actually missing in the targeted areas, with multiplier effects in terms of widespread knowledge at territories, business and communities involved. Moreover, the Network will activate three continuous match-making mechanisms aimed at enhancing the employment capacity in BE traditional sectors and sea jobs at cross-border level. Three are the project phases: first phase: the partners will assess the SMEs in Blue Economy traditional sectors and sea jobs, to identify their S3 innovation and demand/supply needs, in order to create an Innovation Catalogue of Advisory and Supporting services that will be tested during the project implementation. The partnership will activate the Local Focus Groups and the Innovation Hub Network, encompassing the representatives of all key stakeholders, whose action will be crucial for both project implementation and beyond. The Network indeed will be structured as a continuous cross-border provider of innovative services, and an activator of match-making mechanisms favoring the meeting between SMEs and skilled works, at maritime areas level.

Through the second phase, info days and exchanges targeting identified SMEs operative in aquaculture and small-scale fishing, fisheries tourism, and nautical sectors as well, will be organised. The partnerships, structured as the Innovation Hub Network will follow info days, focused for instance on how to optimize both the production and process, aquaponics solutions, sea-foods certifications, digital platforms connected with tourism business, Customer Relation Management software's (CRM), and many other innovative and smart solutions. Furthermore, at the end of these meetings, interested SMEs could deepen their knowledge on innovative services contacting partner

experts on a One-Stop-Shop digital platform. Last but not least, the Innovation Hub will test mechanisms in the third phase, to favor the match-making between demand/supply of the SMEs and skilled workforce, such as Online Platform, Open Days and Hackathon Competitions. The latter mechanism represent a strong element of innovation, which goes beyond the existing practices in the targeted areas, favoring the meeting between demand/supply. In fact, the Hackathon Competitions will allow graduates and start-ups founders operating in the traditional sectors of the Blue Economy to connect directly with SMEs in the area, to develop projects and ideas which, if successful, can be completed within the SMEs themselves, improving their employment chances and fostering the development of innovation in the area. Each of these mechanisms will be available to partners in the relevant areas, which can be activated through a concerted action of the Innovation Hub Network. Lastly, the great attention of the project regarding the employment opportunities within sea jobs and the attractiveness of the SMEs, as drivers of innovation, does not only translate into support for graduates and professionals, but begins with the younger generations , through dissemination of the principles of the Blue Economy in schools and guided visits by students to maritime SMEs that historically represent the engine of social and economic development in the areas covered by this project. This is to develop a new generational interest in sectors that still have a lot to offer in terms of development and contribution to the well-being of the citizens and regions of the Italy - Croatia Programme.

C.2.3 Why is cross-border/transnational/inter-regional cooperation needed to achieve the project's objectives and result?

Please explain why the project objectives cannot be efficiently reached acting only on a national/regional /local level and/or describe what benefits the project partners/target groups/ project area/programme area gain in taking a cross-border/transnational/inter-regional approach.

Cross-border cooperation between project partners with different backgrounds, technical capacities and core business is essential to promote the process of innovation and smart specialization of SMEs of the traditional sectors of the Blue Economy and sea jobs, and improving their capacity to attract a new skilled workforce. One of the most important reasons is certainly linked to the capacity to create those essential links between innovation centers and small businesses in the area. The lack of this connection, as highlighted above, is one of the main causes of the inability of SMEs to adopt innovative and smart solutions, consistent with the regional S3 Smart Specialization Strategies. Bringing the territorial economic actors out of isolation is therefore the first task of each partner. However, this cannot be enough, because innovation is produced by the continuous exchange of methodologies, intuitions and tools. For this reason, cross-border cooperation between innovation and technological centers, development agencies and universities will allow for a rapid exchange of innovative solutions and technologies to support all SMEs of the Blue Economy in the maritime areas covered by this project. This cooperation is also essential for the creation of a cross-border network which, as mentioned, stands as a permanent assistance center for maritime areas, in terms of advisory and support services, as well as a promoter of match-making mechanisms to improve the meeting between supply and demand between jobseekers and SMEs, which can be activated at the request of each partners.

Furthermore, without cross-border cooperation, the partners could not create a Catalogue of advisory and support services that is truly inclusive of innovative and smart solutions deriving from different experiences and that can be adapted to the complex needs of SMEs operating in maritime areas. The exchange of methodologies and technologies can be considered in this case as a positive sum exchange, where the total is greater than the individual parts. Lastly, without the creation of cross-border match-making mechanisms, such as the Online Platform and Hackathon competitions, the labor market of the maritime areas concerned would continue to remain a closed market, aimed essentially at specific territorial areas, with limited exchanges between SMEs and workers, thus as a limited circulation of ideas, techniques and intuitions which, as mentioned, constitute the most important elements for the development of innovative paths.

The benefits in terms of partnership are therefore evident: each partner will have the opportunity to share and acquire innovative methodologies and tools in the traditional sectors of the Blue Economy and sea jobs, such as ideas for the development of new prototypes, environmental monitoring tools, digital platforms, online applications, etc., significantly improving its know-how, through a continuous exchange. In terms of target groups, the provision of information on smart and innovative solutions for SMEs is naturally for the benefit of the S3 Smart Specialization Strategies of the regional and local authorities, which will be involved in the project through the creation of the Local Focus Groups. There are also many significant benefits for the SMEs involved in this project. Each of them will receive ad-hoc support in the development of innovative and smart solutions that will significantly improve their business, environmental sustainability and the capacity to attract skilled workforce. Graduates and founders of local and regional start-ups will be supported thanks to the creation of three match-making mechanisms that will facilitate the matching between job demand and supply and will increase their employment chances in the traditional sectors of the Blue Economy. Lastly, secondary school students will have the opportunity to acquire information on the main sectors of the Blue Economy in their areas and to understand what training courses may be necessary to enter this business.

C.2.4 Who will benefit from your project outputs?

In the first column of each row, please select one of the pre-defined target groups from the drop-down list. In the second column explain in more detail exactly who will benefit from your project. For example, if you choose the category education, you need to explain which specific schools or groups of schools and in which territory.

Target Group	Specification
Local public authority	Local Public Authorities will benefit from the positive effects in terms of employment, business development and improvement of local Strategies in terms of Smart Specialization. They will be involved in the project through the creation of Local Focus Groups in WP1 and called to share local requests for the development of the traditional Blue Economy sectors and sea jobs, as well as to provide support for the creation of the Local Contact Points under WP3, necessary to collect job applications. In total 16 local public authorities will be involved by partners.
Regional public authority	Similarly to what has been observed for local public authority, regional public authority will benefits from the positive effects in terms of business development and major adherence to the S3 Smart Specialization Strategies. They will be involved in the preparatory works for the establishment of the local focus groups under A1.3.and the final conference of the BLUESLINKS project, in the A3.5. In total 16 regional public authority will be involved by partners.
Sectoral agency	Some of the project partners are sectoral agencies that have been operating for years in the sectors and areas covered by this project. These partners are in contact with other sectoral agencies in the area which will be included in the preparatory works for the establishment of the Local Focus Groups, under A.1.3. These additional entities will benefit from the sharing and development of new cross-border strategies to improve the innovation and the attractiveness of Blue Economy SMEs and sea jobs. In A3.4, 16 agencies will be involved in three in-person events, coordinated by the project partners, aimed at putting job seekers in contact with SMEs active in the Blue Economy sectors.
Higher education and research organisations	The development and the sharing of innovative methodologies and tools between technological poles, universities and innovation centres, in the context of this project, as mentioned, is a positive sum game, where the total is greater than the individual parts. Therefore, the know-how developed through the Catalogue, and all the ad-hoc innovative solutions for SMEs in the traditional sectors of the Blue Economy and sea jobs will be available to other centres at a local and regional level, contributing to a greater diffusion of the innovation and specialization of Blue Economy players. Furthermore, in A1.3 higher education and research organisation will be involved in two rounds of local focus groups. 8 other interested research organisation will be involved.

Target Group	Specification
Education/training center and school	<p>Each partner will involve two secondary schools in the development of relevant communication activities within this project. Students will therefore have the opportunity to deepen their knowledge of the main themes of the Blue Economy, get to know the SMEs at a local level, and the activities carried out through study visits and understand the importance of the traditional sectors of the Blue Economy at a local level, through small activities practices carried out directly in the companies. These activities will have a positive impact on their perception of the Blue Economy, directing their future choices towards training courses oriented towards sea trades in traditional sectors. . In A1.3, 2 schools per partner will be involved in two rounds of participatory events. In A1.5, 16 secondary local schools at cross-border level will be involved for communication activities aimed at spreading the principles of the Blue Economy among the younger generations. Under the A2.5, each partner at the local level will involve two identifies schools, and at least two classes per schools, to organize 1 Study Visits in SMEs operating in the targeted sectors. At the conclusion of this experience, 4 students per partner (2 students per schools) will be selected by the schools to present a final report of the experience.</p>
SME	<p>The SMEs of the traditional sectors of the Blue Economy will also benefit from their participation in the project. As previously stated, SMEs will be supported by advisory and supporting services aimed at reinforcing their business and innovation capacity. This through info days, focused for instance, on how to optimize both the production and process, aquaponics solutions, sea-foods certifications, digital platforms connected with tourism business, Customer Relation Management software's (CRM), and many other innovative and smart solutions. 80 SMEs from participating areas will benefit from the participation to this project. . Specifically, in A1.3 SMEs will be involved in two rounds of local focus groups. In A2.2, SMEs active in the aquaculture and small-scale fishing sector will be involved in 2 mixed modality info days event, while in A2.3 SMEs active in fisheries tourism will join the info days on fisheries tourism sea jobs and SMEs. Lastly, SMEs active in the nautical sector and linked services will participate to the info days for nautical sector and linked services SMEs. In D3.3.1, each of the three hackathon competitions round will involve SMEs representatives. In total 80 SMEs will be involved by partners in all of the mentioned activities.</p> <ul style="list-style-type: none"> - All the SMEs will be involved through a public call of interested to participate at the project activities.
General public	<p>The fostering of innovation for SMEs of the Blue Economy traditional sectors will contribute to improve the quality of certain products and foods available for citizens of targeted areas. Moreover, it will determine improvements from an environmental point of view of different maritime activities. Citizens will be invited to take part to the Open Job Fair three-day events during A3.4. It is expected for each event the presence of at least 500 people.</p>

C.2.5 How does the project contribute to wider strategies and policies?

Please indicate to which strategies and policies your project will contribute. Then describe in what way you will contribute.

Strategy	Contribution
EU Strategy for the Adriatic and Ionian Region	<p>The project is coherent with the Pillar 1 of EUSAIR Macro-regional strategy, in particular for targeting two specific objectives, namely: the promotion of research, innovation and business opportunities in blue economy sectors, by facilitating the brain circulation between research and business communities, and increasing their networking and clustering capacity, as well as the adaptation to sustainable seafood production and consumption. Under this aspect the project match with the topic 1: Blue Technologies and Topic 2: Fisheries and aquaculture. Through A1.1, the project collects data on SMEs in the fishing, aquaculture and nautical sectors, assessing their demand/supply and innovation needs. This provides a solid foundation for identifying business opportunities and developing tailored innovative solutions for SMEs, as highlighted in A1.2. The organization of participatory workshops (A1.3) and communication activities (A1.5), actively involving local public authorities, training institutions, schools and SMEs, allows them to understand the principles of the blue economy and sustainability opportunities in fishing and aquaculture. Furthermore, the project aligns with Topics 1 and 2 by providing data, tools, and necessary collaborations to promote innovation and sustainability in these sectors. Additionally, in WP2 regarding the promotion of research, innovation and business opportunities in blue economy sectors and the adaptation to sustainable production and consumption of seafood, the project proposes info days for SMEs active in these sectors. In WP3, the creation of Local Contact Points, the integration of existing employment services (A3.1) and open days (A3.5) stimulate the circulation of know-how between research communities and businesses, while hackathons offer an opportunity to identify innovative solutions in aquaculture, fishing, fishing tourism and the nautical sector, thus promoting research and innovation.</p>

Strategy	Contribution
European Green Deal	<p>Some of the innovative and smart solutions supporting the SMEs during the implementation of project are in line with many Green Deal pillars, supporting the introduction of solutions for protecting the biodiversity, for instance improving the production and process in fisheries and aquaculture SMEs, and contributing to improve the management of fisheries tourisms. Innovative and smart solutions supporting the SMEs are also in line with sustainable industry pillar, influencing the exploration and creation of “climate neutral” circular economy friendly goods markets and services, for instance in the nautical and linked services and fisheries tourism. In terms of activities, the identification of SMEs in the fishing, aquaculture and nautical sectors (A1.1), along with the assessment of their needs and level of innovation, can contribute to promoting more sustainable practices and integrating solutions for marine protection and resource management. Similarly, activities aimed at disseminating the principles of the Blue Economy among younger generations (A1.5) can raise awareness about environmental and social challenges related to the use of marine resources and promote conscious behaviors, aligning with the goals of the European Green Deal. Within WP2, the project focuses on providing information on innovative services to SMEs operating in aquaculture, small-scale fisheries, fishing tourism and nautical services sectors. These services include information on sustainable business practices, such as reducing environmental impact, waste management, and optimizing production processes. In the info days planned in A2.2, 2.3 and 2.4, innovative solutions are presented, such as digital traceability platforms, remote monitoring systems, and the development of digital platforms connected with the tourism sector, which can contribute to improving the operational efficiency of SMEs and reducing the environmental impact of their activities.</p>
Other	<p>The project is in line with the The EU Blue Growth Strategy, in particular with the innovation and investment pillar focused on the development of new technologies, research, and innovation to foster a competitive and sustainable Blue Economy, in particular for fisheries and aquaculture and maritime tourism. For instance, the creation of a cross- border network of innovative hubs (A1.4) can facilitate the development and sharing of knowledge and resources among different regions, thus supporting the objectives of cooperation and development outlined in the Blue Growth Strategy. Similarly, through study visits to SMEs (A2.5), the project offers students the opportunity to learn about blue economy-related opportunities, contributing to preparing a new generation of more aware workers for maritime sectors. In WP3, hackathon competitions promote the participation of various stakeholders, including graduates, start-ups and representatives of SMEs, to develop sustainable solutions in maritime sectors. This contributes to the Strategy by promoting research and innovation for a transition towards a greener and more sustainable economy.</p>

Strategy	Contribution
Other	<p>The project, developing an Innovation Catalogue of Advisory and Supporting services, and establishing an Innovation Hub Network supporting SMEs of Blue Economy in different Italian Regions, is in synergy with the following S3 Smart Specialisation Strategies on BE: S3 Emilia –Romagna Region, focused on maritime technologies, biotechnologies and eco-sustainable tourism; S3 Abruzzo Region, focused on aquaculture and fisheries for the development of high-quality fish products and new jobs in the sectors; Friuli-Venezia Giulia S3, supporting the marine technologies, especially in the field of shipbuilding and maritime industries and coastal tourism; Puglia Region S3, focused on sustainable aquaculture, marine biotechnologies and coastal and maritime tourism. In this sense, within the project framework, through cross- border cooperation, innovative hubs and match- making mechanisms will be activated to connect SMEs with a new qualified workforce. Hackathon competitions will stimulate the creation of innovative solutions, helping to address challenges and promote sustainable development in these sectors of the Blue Economy. Within WP2, the project encourages the adoption of innovative technological solutions, such as digital traceability platforms, remote monitoring systems and digital platforms connected with the tourism sector. These innovations contribute to improving sector efficiency, thereby supporting the objectives of smart specialization. Finally, in A3.5, open days provide an opportunity for participation from various stakeholders, including students, professors, public authorities and SME representatives, contributing to the dissemination of knowledge and opportunities in the sectors of aquaculture, marine biotechnology and coastal tourism.</p>
Other	<p>The project is in line also with different S3 of the following Croatian counties: Zadar County S3, focused on sustainable fisheries especially for the preservation of marine ecosystems and biodiversity, marine tourism and marine biotechnology, including the use of marine-derived compounds; Dubrovnik-Neretva S3, focused on sustainable fisheries, maritime tourism and marine biotechnologies; and lastly the Central Dalmatia development strategy on Blue Economy. In this regard, the creation of a network of innovative hubs and the organization of communication days in schools contribute to promoting the adoption of sustainable practices and the responsible use of marine resources, thereby supporting smart specialization strategies in specific sectors such as fishing, marine tourism and marine biotechnology. Within WP2, information on innovative services provided to SMEs through info days include business practices that promote sustainability, such as reducing environmental impact, enhancing social responsibility and obtaining certifications for product sustainability.</p>

C.2.6 Which synergies with past or current EU and other projects or initiatives will the project make use of?

Project or Initiative	Synergy

Project or Initiative	Synergy
Interreg ITALY – CROATIA 2014 – 2020: ITACA Project.	BLUESLINKS is in synergy with this project, including the participation of ConfCooperative Veneto, and involving SMEs operating in the small pelagic fisheries for the establishment of a cross-border cluster among them. Part of that experience of SMEs' involvement will be used during the project implementation. In addition, the project can integrate the data and knowledge generated by ITACA into its research and analysis processes, within A1.1. This integration can enrich the understanding of the blue economy sectors, particularly concerning the economic dynamics of the fishing and aquaculture industries.
Interreg ITALY – CROATIA 2014 – 2020: SUHI DROP.	This project, involving the FLAG Costa of Trabocchi, aimed at improving sustainable fisheries with drones' data processing in targeted areas. Part of the technological knowledge acquired through the implementation of this project will be available by fisheries and aquaculture SMEs' once they will be involved in the provision of innovative services for monitoring the sea and the improvement of their production processes. For example, the remote monitoring technologies acquired from SUSHIDROP could be integrated into the info days of A2.2., aimed at illustrating potential services offered to SMEs to enhance marine resource management and optimize their fishing operations.
Interreg ITALY – CROATIA 2014 – 2020: ADRIREEF	The project is in synergy with this project aimed to combine innovative actions related to natural and artificial Adriatic reefs, with possible socio- economic impacts originated from activities such as aquaculture and tourism, two sectors of Blue Economy. The information of the White paper on the exploitation of Adriatic reefs in different areas, also related to Blue Economy sectors such as fisheries and aquaculture will be available for the assessment phase of the project. From ADRIREEF, it can inherit the methodology consisting of transferring knowledge from the field of research to the business sector, and it will be taken into consideration at the moment of structuring the info days under A2.2. A.2.3 and A.2.4.
IPA Adriatic Cross- Border Cooperation 2007 – 2013: HAZADR	The Project is in line with HAZADR – Strengthening common reaction capacity to fight sea pollution of oil, toxic and Hazardous substances in Adriatic Sea, as project aimed at strengthening a common reaction capacity of the communities belonging to the Adriatic Region against environmental and technological hazards due to collisions, shipwrecking and spillage of oil and toxic material into the sea that could seriously pollute the marine environment and damage. In particular PP6 will illustrate during A. 2.2, A.2.3. A.2.4 some of the dispatching systems developed for identify the diffusion of toxic material in the water.
Interreg MED 2014 – 2020 : MISTRAL	The project is in line with MISTRAL, Mediterranean Innovation STRAtegy for transnational activity of clusters and networks of the Blue Growth, aimed at make marine knowledge and sustainable innovation the key drivers for Blue Growth. Many of the contents of the trainings developed by PP2 for startups and spin-offs valorization, will be adopted to formulate in A2.2. A .2.3 and A2.4 the modules targeted SMEs of Blue Economy.

Project or Initiative	Synergy
Interreg France-Wallonie-Vlaanderen 2014 – 2020: TRANSUNIV	The project is in synergy with TRANSUNIV, for what concern the organization of the Hackathons competition, as second match-making mechanism to facilitate the meeting between demand/supply of jobs in BE sectors of targeted regions. Indeed, the mentioned project aimed to organize Hackathons competitions where master students from 6 universities worked on new smart technologies and business concepts for some leading Belgian and French SMEs.
EASME - Executive Agency for Small and Medium-sized Enterprises: ENTREFISH	BLUESLINKS is in synergy with this EU initiative financed by EASME to promote employment and the development of the Blue Economy. UniSalento was partner, supporting SMEs in defining a concrete development project in collaboration with graduates, a specialist course on environmental legislation, safety, controls, business management, marketing and communication, a business game to measure professional skills and the opportunity to host an intern majoring in Biology or Economics. Many of the project and solutions developed will be presented by partners during the info days under A.2.2, A.2.3 and A.2.3.
Interreg Mediterranean 2014 – 2020: BLUEfasma	BLUESLINKS is in synergy with BLUEfasma project. This MED project aimed to trigger change in the fishing aquaculture sectors of Mediterranean island and coastal areas by reinforcing the adaptation of Circular Economy Practices. This has been done by empowering the innovation capacity of SMEs, maritime clusters/networks and Public Authorities to boost blue growth. Many of the solutions developed in the reinforcement of the aquaculture solutions will be outlined by partners during the info days under A.2.2, A.2.3 and A.2.4.

C.2.7 How does the project build on available knowledge?

Please describe the experiences/lessons learned that the project draws on, and other available knowledge the project capitalises on.

As for the Italian side Delta 2000, as a LAG, enhances the economic resources present in the area in an integrated and organic way, in order to trigger a local development process based on the self-representation of the communities, by acting on the relationship between SMEs and the environment, to promote sustainable development. Delta 2000 will capitalize its experience of working with fisheries SMEs and associations, since it is a leader of FLAG CER, consisting in adopting measures to increase the opportunities of products marketing and knowledge of fishing Communities, other than in the qualification of all stages of the supply chain to increase competitiveness and improve the quality and sustainability of fish production. This past experience will be crucial to identify and engage SMEs of BE in A1.1. A.1.3. Its experts will support at Cross-Border level SMEs during A.2.2. and A.2.3. FLAG of Abruzzo Region has a consolidate experience in the fisheries field, in particular supporting fisherman in the transition to the sustainable fisheries, helping local communities to diversify their economies, funding projects to create new jobs and improve the quality of life in European coastal regions.

The Conf-Cooperative Veneto associate different co-operatives members. One of the most relevant concerning the project implementation is FEDEAGRI which aims to promote the peculiarities of regional fisheries and aquaculture sectors. Conf-Cooperative / FEDEAGRI performs technical assistance and professional development and coaching of its members. Many of the professional advisory services of FEDEAGRI will support partners during the organisation and implementation of A.2.2 and A.2.3 concerning info days for aquaculture and fisheries. As for the Croatian side, Zadra Nova Development Agency has an extensive experience in supporting local associations and SMEs

to achieve Zadar County development strategies. The thematic competencies of the agency have been gathered through implementation of various projects, through which a network of reliable partners from local government, institutions, universities, SME's, and EU experts has been created and whose know-how is available for this project. During info days under A.2.2., A.2.3 and in particular A.2.4, some of the dispatching systems delivered during the implementation of the HAZADR project will be illustrated to the participants, with the inclusion of their updates. As for ADRIREEF, experts of ZADRA NOVA can illustrate to SMEs during the workshops innovative ways to exploit Adriatic reefs for Blue Economy, illustrating also the White Paper of innovative exploitation. Moreover, lessons learned by technical and scientific partners can be also capitalized during the implementation of this project. The Technological Pole of the Alto Adriatico is indeed a research center, a business support organization and an incubator hosting around 100 companies. Its knowledge, experience and lessons learned especially in projects targeting Blue Economy sectors, can be surely capitalized in the context of the project, in terms of workshops for SMEs, development of sustainable business and activities of certification of sustainability, and acceleration of ideas/start-ups for the tourist enhancement of the coast. Many of the contents of the trainings developed by PP2 for start-ups and spin-offs valorization during the implementation of the MISTRAL Project, will be adopted to formulate in A2.2. A .2.3 and A2.4 the modules targeting SMEs of Blue Economy, in particular those dedicated on how to improve SMEs business. Moreover, they will put at partnership disposal the editorial format of the "THE BLUE WAY" for the organisation of events and info days during project implementation. On the Croatian side, the project can count of the scientific knowledge of the University of Dubrovnik and its two key-departments highly-relevant for project implementation: the department of Applied Ecology, focused on marine environment management and aquaculture; and the Maritime department of Nautical Studies. In addition, the significant experience acquired by UNISALENTO in the ENTREFISH project should not be forgotten, in particular for what concerns the support offered to SMEs of the fishing and aquaculture sector, and students including graduates and undergraduates of the courses of the UniSalento Departments concerned. Lastly, Argonauta has a consolidated experience in extracurricular environmental education programmes for children and youth in marine topics. Argonauta one of the founders of FLAG Galeb through which they have acquired experience in promotion of maritime heritage, also creating innovative approaches to creating synergies among fisherman, seafood producers and tourism sector. This organization also produced different publications for raising environmental awareness. Manual for teaching in primary schools sustainable development topics was created by this organization.

C.3 Project partnership

Describe the structure of your partnership and explain why these partners are needed to implement the project and to achieve project objectives. What is the contribution of each partner to the project?

The project partnership is made-up of different development agencies, innovation centers, FLAG and business supporting organisation from different eligible regions of the Italy – Croatia Programme areas. The LP is Delta 2000 in charge of the administrative and financial management of this project, as well as the coordination of the entire partnership, and overall communication with the MA and the JS.

The WP1 Coordinator is the PP2 This partner will draft and share with the rest of the partnership the needed questionnaires for data collection and to assess the best solutions to foster innovation in BE sectors and sea jobs. The WP1 Coordinator is also entrusted to finalize the Survey Analysis Report, benchmark the assessed innovation solutions and drafting the Innovation Catalogue. Moreover, the WP1 coordinator has the responsibility to coordinate the partnership during the 3day of cross-border meeting to establishing the Innovation Network Governance and common rules. Each partners is responsible during the WP1 implementation to collect and provide to the WP1 coordinator the necessary and available data and information as well.

The WP2 Coordinator is the PP5 UniSAL. It is responsible for coordinating the clustering of the innovative services in the following BE traditional sectors: A. aquaculture and small-scale fishing; B. fisheries tourism; C. nautical and linked services. Furthermore, on the basis provided by the entire partnership, it will draft the three documents, outlining the Action Plans to be adopted by the Innovation Hub Network and the final reports describing the innovative services provided to the targeted SMEs. Each partner during the WP2 implementation is responsible to organize and carry out the info days with SMEs as follows: 1. aquaculture and small-scale fishing sea jobs and SMEs, LP, P2, PP3 and PP8; 2. Fisheries tourism: LP, PP4, PP5, PP6, PP7 and PP8; 3. Nautical and linked services: all partners. The WP3 Coordinator is the LP, supporting the partnership in the structuring of the Innovation Local Contact Points. In the WP3, the PP8 is responsible for the creation of the Online Digital Platform on Innovation Services on BE, as well as its designing and testing in the course of the project implementation. In the WP3, the LP will be also responsible for structuring the three calls that will be launched by each partner to engage SMEs and graduates in Hackathons competition and the overall coordination of these events. The PPs during the WP3 are responsible to activate their Local Contact Point, provide information for the test of the Online Platform, launching the calls and jointly organize with the other partner the Hackathon competition. Lastly, each partner is responsible for the organisation of the 3 Innovation Hub Open days, this time under the responsibility of the Communication Coordinator.

Lastly, the PP7 is the responsible of the communication. This partner is responsible of the internal and external communication of the project. Moreover, it will responsible for coordinating each partner in the organisation of the two dissemination days on the Blue Economy key principles, targeting secondary schools, and the study visits in SMEs, where secondary school students will have the opportunity to come into contact with sectors and professionalism of fundamental importance for the socio-economic balance of the target territories and they will have a first impact with the sea jobs aimed at the Blue Economy. The Communication Coordinator is also responsible for the organisation of the 3 events which will be held 1 day, as an open job fairs, aimed at matching jobseekers with SMEs of the BE sectors.

C.4 Project work plan

Number	Work package name
1	S3 Innovation Hub Network in Blue Economy sectors and seajobs
2	Innovative and transformative changes in SMEs and Blue Economy seajobs
3	Match-making mechanisms between SMEs and graduates/start-ups

Work package 1

Work package title

S3 Innovation Hub Network in Blue Economy sectors and seajobs

Objectives

Your objectives should be:

- realistic and achievable by the end of the project;
- specific (who needs project outputs delivered in this work package, and in which territory);
- measurable – indicate the change you are aiming for.

Define one project specific objective that will be achieved when all activities in this work package are implemented and outputs delivered.

To create a cross-border network favoring the adoption of the key principles of S3 specialization strategies in the Blue Economy traditional sectors and seajobs.

Think about the communication objective that will contribute to the achievement of the specific objective. Communication objectives aim at changes in a target audience's behaviour, knowledge or belief.

To disseminate and promote the principles of innovation in Blue Economy sectors and seajobs among businesses and the younger generations. This communication objective targets SMEs, enterprises and schools at partner level, in order to change their approach and understanding related to the innovation needs and the environmental, social and economic importance of Blue Economy in targeted areas.

Activities

Activity 1.1	
Title	Survey and analysis of SMEs and seajobs of Blue Economy (BE) sectors
Start period	Period 1, 1 - 6
End period	Period 2, 7 - 12
Description	Activity aimed at investigating the BE context in each targeted area and more specifically at: 1. identifying the most relevant SMEs in the fisheries, aquaculture, and nautical sectors and linked services; 2. assessing their actual needs in terms of demand/supply for sea jobs in targeted BE sectors; 3. assessing their actual level of innovation and adherence to the S3 regional smart specialization

Activity 1.1	
	<p>strategies. To achieve this purpose, the PP2 will draft and share with the rest of the partnership a questionnaire template for data collection, based on different sections and commonly agreed indicators. At the end of the activity, the PP2 will collect 8 questionnaire template from the PPs to be systematized in a single Survey Analysis Report. This report is a project milestone providing the needed information for PPs to better structuring the activities under the WP2 and WP3.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 1.1			
Running number	Deliverable title	Description	Delivery period
D.1.1.1	Survey analysis report of SMEs and sea jobs in different BE sectors.	1 pdf report including all the data collected by 8 questionnaire templates from PPs and providing a list of relevant SMEs of different BE sectors, as well as their demand/supply and innovation's needs at partnership level.	Period 1 , 1 - 6

Activity 1.2	
Title	Exchange of innovative good practices and experiences
Start period	Period 1, 1 - 6
End period	Period 2, 7 - 12
Description	<p>The drafting of an Innovation catalogue of advisory and supporting services for SMEs of BE sectors is the final aim of this activity. On the basis of the Survey Analysis, each partner has identified the BE's SMEs innovation needs. The next step is to understand how to address the needs, through the provision of ad-hoc innovative solutions. This will be done through benchmarking and the exchange of experience between PPs. To get this purpose the PP2 will share with the partnership a questionnaire where they can provide their best solutions to foster innovation in BE sectors and sea jobs, in coherence with the S3 smart specialization strategies in the</p>

Activity 1.2	
	targeted regions. The PP2 will benchmark these innovation solutions composed by advisory and supporting services, to create an “Innovation Catalogue” to be jointly agreed by the partners. The catalogue will be discussed with SMEs and other interested innovation centres in A1.3 and agreed with the final aim to be integrated in an online digital platform under A3.1.
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 1.2			
Running number	Deliverable title	Description	Delivery period
D.1.2.1	Innovation catalogue of advisory and supporting services for enterprises /SMEs of BE	1 Catalogue on PDF and open format (HTML, CSV, etc.) drafted by PP2 on the advisory and supporting solutions at PPs level, to foster the innovation of SMEs and sea jobs of BE sectors. Contents will be available for SMEs on the project website/local employees centres, and Online Digital Platform.	Period 1 , 1 - 6

Activity 1.3	
Title	Organisation of local focus groups.
Start period	Period 1, 1 - 6
End period	Period 2, 7 - 12
Description	First communication activity aimed at involving at partner level other local public authorities (2 representatives per partners), higher education and research organisation (1 representative per partner), schools (2 schools per partner) and SMEs (10 SMEs per partner), through the organisation of two rounds of participatory workshops where: Round1: A. introduce the principles of the BE applied to the BE sectors, in each area; B. outline the results of the analysis under A1.1. and the Innovation Catalogue of A1.2; Round2: C. collect the adhesion of the listed key stakeholders for their engagement in the Innovation Hub Network; D. collect the adhesion of SMEs and schools for their participation to the

Activity 1.3	
	<p>project activities under WP2 and WP3. At this purpose, before to start with the second round a public call of interested for SMEs to participate at the project activities will be launched by each partner. At the end of the workshops, each partner for its competence area will be able to provide a formally agreed list of key stakeholders to be included in the activation of a cross-border Innovation Hub Network. The local focus group will remain operational until the end of the project and beyond, as main source for the activation of the Local Contact Points under WP3 implementation.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 1.3			
Running number	Deliverable title	Description	Delivery period
D.1.3.1	Local focus groups	Two rounds of local focus groups at partner level with the participation of: local public authorities (2 representatives per partners), higher education and research organisation (1 representative per partner), schools (2 schools per partner) and SMEs (10 SMEs per partner).	Period 1, 1 - 6
D.1.3.2	Local focus groups key stakeholders list.	Document listing the adhesion of local public authorities, higher education and research organisation, schools and SMEs, to the local focus group in each targeted area, produced by each partner.	Period 1, 1 - 6

Activity 1.4	
Title	Activation of an Innovation Hub Network
Start period	Period 1, 1 - 6
End period	Period 2, 7 - 12
Description	Creation of a cross-border Innovation Hub Network, involving all PPs after the conclusion of the Local Focus Groups. The meeting will be organised in Italy at ECOMONDO in Rimini and it will last 3 days, envisaging the participation of 3 representatives from each PPs. During the first day, the PPs will

Activity 1.4	<p>discuss about the matching between the Innovation Catalogue and the SMEs' needs in terms of demand /supply of sea jobs and innovation needs. This first day will also give the opportunity to partners to exchange best practices on Blue Economy. with other participating organisations to the event. The discussion will produce guidelines and a project overall strategy for WP2 and WP3 implementation which will be systematized at the end of the meeting by PP2 with the inputs of all partners. During the second day, the PPs will define methodology to set data center, which will be configured as a One-Stop Shop for innovative services for SMEs of Blue Economy, gathering information from local focus groups and contact points on the supply/demand of sea jobs and innovation needs from SMEs. Through the 3day of cross-border meeting, the rules and the composition of the network will be jointly established. In particular, the PPs will define a methodology to continue to provide advisory services to SMEs, even at the end of the project and how to set an activator of match-making mechanisms available to partners that will be tested in WP3. The third day will be concluded with the signing of a Memorandum of Understanding. (MoU) where will be summarized: 1. Actions of the Network during project implementation; 2. Roles and responsibilities of partners in providing information on innovative services to SMEs, also through the use of the One-Stop-Shop, even at the end of the project; 3. How to set an activator of match-making mechanisms available, even at the end of the project, and in particular how to activate the last round of hackathons competition, under the WP3.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 1.4			
Running number	Deliverable title	Description	Delivery period
D.1.4.1	SMEs matching study.	Document drafted by the PP2 outlining the relevant information concerning the SMEs needs for both innovation and demand /supply in targeted areas. This document is preparatory for the Cross-Border Strategy.	Period 2 , 7 - 12
D.1.4.2	Cross-	Document in PDF format drafted by PP2 outlining the overall	Period 2

Deliverables 1.4			
Running number	Deliverable title	Description	Delivery period
	Border Strategy	partnership strategy, concerning A. the implementation of information activities on innovative services to be provided to the SMEs in the WP2 and B. the match-making mechanisms for the Sea jobs demand/supply under the WP3.	, 7 - 12
D.1.4.3	Memorandum of Understanding (MoU)	Document signed by all PPs and concerning the network rules to be followed during and beyond the project implementation. This entails rules for data gathering and periodical provision to the SME of services as well as the activation of match-making mechanisms for sea jobs.	Period 2, 7 - 12

Activity 1.5	
Title	Blue Economy for the younger generations
Start period	Period 1, 1 - 6
End period	Period 3, 13 - 18
Description	<p>Communication activity aimed at spreading the principles of the Blue Economy among the younger generations and schools in the targeted areas. On the basis of the local focus groups, each partner will have identified two secondary schools, at local level, where to organize two dissemination days on the Blue Economy key principles. In total 16 secondary local schools at cross-border level will be involved. During these days, through the involvement of local experts and under the guidance of the teachers, the students will acquire the main information on the BE, its importance in terms of environmental, social and economic sustainability, as well as the main innovations and professional opportunities in the different BE sectors. At the end of these days, it will be possible to collect the adhesions of interested classes and students in participating in study visits in targeted SMEs under the WP2 implementation.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 1.5			
Running number	Deliverable title	Description	Delivery period
D.1.5.1	Dissemination days for schools on Blue Economy	Organisation of two dissemination days per each PPs within schools addressed and involved in the organisation of the local focus groups.	Period 2 , 7 - 12

Outputs

Output 1.1	
Output Title	Cross-Border Innovation Hub
Programme Output Indicator	RC087_1.2: Organisations cooperating across borders
Measurement Unit	organisations
Target Value	8,00
Delivery period	Period 2, 7 - 12
Output Description	The Partnership of this project is composed by 8 partners from different IT-HR Regions which under WP1 cooperate establishing a Innovation Hub Network supporting SMEs of Blue Economy with advisory services, validated by the signing of a MoU. (D1.4.3).

Investments

Work package 2

Work package title

Innovative and transformative changes in SMEs and Blue Economy seajobs

Objectives

Your objectives should be:

- realistic and achievable by the end of the project;
- specific (who needs project outputs delivered in this work package, and in which territory);
- measurable – indicate the change you are aiming for.

Define one project specific objective that will be achieved when all activities in this work package are implemented and outputs delivered.

To provide innovative and smart services to SMEs of traditional Blue Economy Sectors and seajobs to foster transformative paths

Think about the communication objective that will contribute to the achievement of the specific objective. Communication objectives aim at changes in a target audience's behaviour, knowledge or belief.

To foster the interest of the younger generations in Blue Economy sectors and related sea jobs for the creation of future professional paths. This second communication objective mainly targets secondary school students through the organisation of Study Visits in targeted SMEs.

Activities

Activity 2.1	
Title	Clustering of innovation catalogue services for targeted sea jobs and SMEs.
Start period	Period 3, 13 - 18
End period	Period 4, 19 - 24
Description	Under the supervision of the WP Leader, and on the basis of the Part A of the Cross-Border Strategy, focused on SMEs and advisory services of the Catalogue will be further clustered according to the following BE sectors, namely: A. aquaculture and small-scale fishing; B. fisheries tourism; C. nautical and linked services. Per each of the listed BE sectors, the Innovation Hub Network, under the supervision of the PP5 in this WP2 will prepare an Action Plan through which will be established the

Activity 2.1	
	methodology of the intervention, the list of the involved SMEs, and innovative services outlined during the Info Days on innovative services under A2. 2, as well as and the main responsibilities among the project partners.
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 2.1			
Running number	Deliverable title	Description	Delivery period
D.2.1.1	Blue Economy SMEs and sea jobs innovation action plans	Three documents in pdf format, produced by the PP5, describing the Action Plans to be adopted by the Innovation Hub Network for the provision of information on innovative services to SMEs in BE in targeted areas.	Period 3 , 13 - 18

Activity 2.2	
Title	Info days and exchanges on innovative services for aquaculture and small-scale fishing sea jobs and SMEs
Start period	Period 3, 13 - 18
End period	Period 4, 19 - 24
Description	First activity on innovative services on a specific sector of Blue Economy. Two info days will be organised in Croatia with the participation of Croatian SMEs in presence, and Italian SMEs online. The PP8 is the coordinator of both info-days, supported by the LP, PP2, PP3 and PP4 from a methodological point of view. The PP8 is responsible to identify locations and experts. 20 SMEs active in the aquaculture and small-scale fishing sector will be involved from both countries. Each of the two info days and their related modules will be conducted by experts nominated by the partners before to start with the implementation of the activities. As stated, cost of experts will be covered by PP8, together with LP and PP2 (First Info-Day) and PP3 and PP4 (Second Info-Day). In general terms, SMEs will receive information on how to optimize both their production and process, as well

Activity 2.2	
	<p>as to assess their pollution's adaptation strategies. Info days modules will also provide information on how to develop digital traceability platforms, remote monitoring systems, aquaponics solutions (namely, sustainable farming method that combines aquaculture and hydroponics, allowing SMEs to grow fish and vegetables in an integrated system that recycles water and nutrients) and waste management solutions as well. This information will be useful to the SMEs in reducing waste, recycle materials and dispose waste safely and responsibly. A final report will list the innovation services outlined during this activity with the inclusion of info modules, presentation, videos, and all related material, in an open format, to be published on the following project online media instruments:</p> <ul style="list-style-type: none"> • the Italy – Croatia Programme, Project's Website; • Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP; • Official Project YouTube Channel; • Online Platform of Innovative Services for BE, developed under WP3; <p>in order to be freely accessible to all BE SMEs at local, regional and cross-border levels. Lastly, the Info Days and the final report will allow the test and the development, with the concrete participation of SMEs, of the material that will be uploaded to the Online Platform on BE's innovative services, under WP3. Thus, a specific section of the Platform developed under WP3 and configured as a One-Stop-Shop will make available to the 20 involved SMEs and other interested ones in the Programme Area, not only further information on the innovative BLUESLINKS services, but also contacts of the partners' experts for information and advice on how to adopt the innovative services outlined and potential providers at regional or local level as well.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UNIDU

Deliverables 2.2			
Running number	Deliverable title	Description	Delivery period
D.2.2.1	Info days package for aquaculture and	Package of documents in PDF and open format, to be uploaded on the YouTube Channel, Italy – Croatia Project's Website, Online Platform for BE, and PPs channels by PP5	Period 4 , 19 - 24

Deliverables 2.2			
Running number	Deliverable title	Description	Delivery period
	small-scale fishing sea jobs and SMEs	with the inputs of LP, PP2, PP3, PP4 and PP8, providing all the event material, including agendas, topics, minutes, etc.	
D.2.2.2	Aquaculture and small-scale fishing sea jobs and SMEs videos.	Videos of the first info days package published on the Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP, with the support of PP2.	Period 4 , 19 - 24
D.2.2.3	Aquaculture and small-scale fishing sea jobs exchanges between SMEs and experts.	Report drafted by LP, PP2, PP3, PP4 and PP8 experts listing the exchanges with interested SMEs occurred through the One-Stop-Shop, settle into the Online Platform Section.	Period 4 , 19 - 24

Activity 2.3	
Title	Info days and exchanges on innovative services for fisheries tourism sea jobs and SMEs.
Start period	Period 3, 13 - 18
End period	Period 4, 19 - 24
Description	Two info days will be organised in Italy with the participation of Italian SMEs in presence, and Croatian SMEs online. The LP is the coordinator of both info-days, supported by PP5, PP6 and PP8 from a methodological point of view. The LP is responsible to identify location and experts for the first info-day. The PP5 is responsible to identify location and experts for the second info-day. 27 SMEs active in fisheries tourism will be involved, from both countries. Each of the two info days and their related modules will be conducted by experts nominated by the partners before to start with the implementation of the activities. As stated, cost of experts for the first info days will be covered by the LP, while cost of experts for the second info days will be covered by PP5, together with PP8 (First Info-Day) and PP6 (Second Info-Day). In general terms, SMEs will receive information on business practices helping the SMEs to reduce their environmental

Activity 2.3	
<p>Partner(s) involved</p>	<p>impact, improve social responsibility, and enhance their reputation with customers and stakeholders. Information will be also provided on how to develop destination management plans and community-based tourism initiatives. This will also include information on how to acquire sustainable sea-foods certifications to differentiate their products and result more appealing to consumers, and developing digital platforms connected with tourism business, as well. Lastly, information on crowdfunding platforms helping SMEs to access capital they need will be also provided. A final report will list the innovation services outlined during this activity with the inclusion of info modules, presentation, videos, and all related material, in an open format, to be published on the following project online media instruments:</p> <ul style="list-style-type: none"> • the Italy – Croatia Programme, Project’s Website; • Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP; • Official Project YouTube Channel; • Online Platform of Innovative Services for BE, developed under WP3; <p>in order to be freely accessible to all BE SMEs at local, regional and cross-border levels. Lastly, the Info Days and the final report will allow the test and the development, with the concrete participation of SMEs, of the material that will be uploaded to the Online Platform on BE's innovative services, under WP3. Also in this case, a specific section of the Platform, configured as a One-Stop-Shop will make available to the 27 involved SMEs and other interested ones in the Programme Area, not only further information on the innovative BLUESLINKS services, but also contacts of the partners’ experts for information and advice on how to adopt the innovative services outlined and potential providers at regional or local level as well.</p> <p>Delta2000, UniSalento, ZADRA NOVA, UNIDU</p>

Deliverables 2.3			
Running number	Deliverable title	Description	Delivery period
D.2.3.1	Info days package for fisheries	Package of documents in PDF and open format, to be uploaded on the YouTube Channels, Italy – Croatia Project’s Website, the Online Platform for BE and online channels, by PP5 with the	Period 4 , 19 - 24

Deliverables 2.3			
Running number	Deliverable title	Description	Delivery period
	tourism sea jobs and SMEs.	inputs of LP, PP5, PP6, PP7 and PP8, providing all the event material, including agendas, topics, minutes etc.	
D.2.3.2	Fisheries tourism sea jobs and SMEs videos.	Videos of the second info days package published on the Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP, with the support of PP2.	Period 4 , 19 - 24
D.2.3.3	Fisheries tourism sea jobs exchanges between SMEs and experts	Report drafted by LP, PP5, PP6 and PP8 experts listing the exchanges with interested SMEs occurred through the One-Stop-Shop, settle into the Online Platform Section.	Period 4 , 19 - 24

Activity 2.4	
Title	Info days and exchanges on innovative services for nautical sector and linked services SMEs.
Start period	Period 3, 13 - 18
End period	Period 4, 19 - 24
Description	Two info-days will be organised in Croatia with the participation of Croatian SMEs in presence, and Italian SMEs online. The PP5 is the coordinator of both info-days, supported by all partners from a methodological point of view. The PP6 is responsible to identify location and experts for the first info-day. The PP7 is responsible to identify location and experts for the second info-day. 33 SMEs active in nautical sector and related services will be involved. Each of the two info days and related modules will be conducted by experts nominated by the partners before to start with the implementation of the activities. As stated, cost of experts for the first info days will be covered by the PP6, while cost of experts for the second info days will be covered by PP7, together with LP, PP2 and PP4 (First Info-Day) and PP3, PP5 and PP8 (Second Info-Day). In general terms, SMEs will receive information on how to develop innovative business

Activity 2.4	
	<p>and financial plans to access the capital they need to grow their business, as well as information on how introducing online booking and reservation systems, introducing and managing Customer Relation Management software's (CRM), for both tracking bookings and transactions and marketing campaigns to customers. Social media marketing and advertising information will be also provided to improve business capacity to reach new customers and engage the existing ones.</p> <p>A final report will list the innovation services outlined during this activity with the inclusion of info modules, presentation, videos, and all related material, in an open format, to be published on the following project online media instruments:</p> <ul style="list-style-type: none"> • the Italy – Croatia Programme, Project's Website; • Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP; • Official Project YouTube Channel; • Online Platform of Innovative Services for BE, developed under WP3; <p>in order to be freely accessible to all BE SMEs at local, regional and cross-border levels. Lastly, the Info Days and the final report will allow the test and the development, with the concrete participation of SMEs, of the material that will be uploaded to the Online Platform on BE's innovative services, under WP3. Again, a specific section of the Platform, configured as a One-Stop-Shop will make available to the 33 involved SMEs and other interested ones in the Programme Area, not only further information on the innovative BLUESLINKS services, but also contacts of the partners' experts for information and advice on how to adopt the innovative services outlined and potential providers at regional or local level as well.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 2.4			
Running number	Deliverable title	Description	Delivery period
D.2.4.1	Info days package for nautical sector and	"Package of documents in PDF and open format, to be uploaded on the YouTube Channel, Italy – Croatia Project's	Period 4 , 19 - 24

Deliverables 2.4			
Running number	Deliverable title	Description	Delivery period
	linked services SMES.	Website, the Online Platform for BE and online channels, by PP5, with the inputs of all PPs, providing the all event material, including agendas, topics, minutes etc.”	
D.2.4.2	Nautical sector and linked services SMES videos.	Videos of the third info days package published on the Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP, with the support of PP2	Period 4 , 19 - 24
D.2.4.3	Nautical and linked services exchanges between SMEs and experts.	Report drafted by partner experts listing the exchanges with interested SMEs occurred through the One-Stop-Shop, settle into the Online Platform Section.	Period 4 , 19 - 24

Activity 2.5	
Title	Creation of Blue Economy knowledge and paths for younger generations.
Start period	Period 3, 13 - 18
End period	Period 4, 19 - 24
Description	On the basis of the subscription collected through the organisation of the Dissemination Days on the Blue Economy, under the A1.5, each partner at the local level will involve the two identifies schools, and at least two classes per schools, to organize 1 Study Visits in SMEs operating in the targeted sectors, namely aquaculture and small-scale fishing, fisheries tourism and nautical. In total 16 schools will be involved, Here, the secondary school students will have the opportunity to come into contact with sectors and professionalism of fundamental importance for the socio-economic balance of the target territories and they will have a first impact with the sea jobs aimed at the Blue Economy. The study visits will also offer students the opportunity to learn about the qualifications required to enter the SMEs and operate in the Blue Economy sectors, but also to have some practical

Activity 2.5	
	little experience in different sector (e.g. aquaculture). This also to better orientate their training path, once the compulsory studies have been completed. At the conclusion of this local experience 4 students per partner (namely, 2 students per schools) will be selected by the schools to present a final report of the experience in the SMEs of the Blue Economy and invited to take part in the Young Area of the Innovation Hub Open Days of A.3.4. The PP7 will be responsible for the reporting on the basis of data provided by partners.
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 2.5			
Running number	Deliverable title	Description	Delivery period
D.2.5.1	Study visits for secondary schools in SMEs of Blue Economy sectors.	Organisation of 1 Study Visits, by each partner in SMEs operating in the targeted sectors for secondary schools.	Period 4 , 19 - 24

Outputs

Output 2.1	
Output Title	Info days and partners exchanges with SMEs of Blue Economy Sector on Innovative Services.
Programme Output Indicator	RC004_1.2: Enterprises with non-financial support
Measurement Unit	enterprises
Target Value	80,00
Delivery period	Period 4, 19 - 24
Output Description	SMEs will be involved in cross-border info days (D. 2.2.1, 2.3.1, and 2.4.1) and supporting exchanges with partner's experts through the One-Stop-Shop of the Online Platform (D.2.2.2, 2.3.3 and 2.4.3) in structured manner, for aquaculture and small-scale fishing (20SMEs), Fisheries Tourism (27SMEs) and nautical sector (33SMEs) innovative services.
Output 2.2	
Output Title	SMEs of Blue Economy Sector involved.

Output 2.2	
Programme Output Indicator	RC001_1.2: Enterprises supported (of which: micro, small, medium, large)
Measurement Unit	enterprises
Target Value	80,00
Delivery period	Period 4, 19 - 24
Output Description	The indicator counts the number of SMEs operating in the aquaculture and small-scale fishing sea, fisheries tourism as well as nautical sector and linked services, selected by partners and involved through the organisation of local focus groups D. 1.3.1 and participating to the info days in A.2.2, 2.3 and 2.4

Investments

Work package 3

Work package title

Match-making mechanisms between SMEs and graduates/start-ups

Objectives

Your objectives should be:

- realistic and achievable by the end of the project;
- specific (who needs project outputs delivered in this work package, and in which territory);
- measurable – indicate the change you are aiming for.

Define one project specific objective that will be achieved when all activities in this work package are implemented and outputs delivered.

To activate three continuous match-making mechanisms aimed at enhancing the employment capacity in BE traditional sectors and seajobs at cross-border level.

Think about the communication objective that will contribute to the achievement of the specific objective. Communication objectives aim at changes in a target audience's behaviour, knowledge or belief.

To improve the knowledge of the existing seajobs opportunities at local and cross-border level. This communication objective directly targets jobseekers, SMEs, students and young start-up founders. The communication objective will be achieved through the organization of local Open Days which will have the task of presenting the BLUES match-making mechanisms

Activities

Activity 3.1	
Title	Creation of Innovation Network Contact Point.
Start period	Period 3, 13 - 18
End period	Period 4, 19 - 24
Description	To activate this first match-making mechanism, each partner, in collaboration with the stakeholders of the Local Focus Groups and under the supervision of the LP will create a Local Contact Point, for the matching between supply and demand of the sea jobs, integrating it with existing employment services and in close collaboration with regional and local offices. In total 8 Local Innovation Contact point will be created by partners linked with the board of the Innovation Hub Network, which will

Activity 3.1	
	provide information, to be published by each Contact Point even at the end of the project, related to the demand/supply of labor in the three sectors of the BE added by this project. As stated the Local Contact Points will remain operational even at the end of the project.
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 3.1			
Running number	Deliverable title	Description	Delivery period
D.3.1.1	Local Contact Point	Activation of 8 of Local Contact Points at partner level by each partner integrated with the regional and local job employment offices, and aimed at gathering information on the sea jobs demand/supply, under the overall supervision of the LP.	Period 4 , 19 - 24

Activity 3.2	
Title	Development of a Online Platform of Innovative Services for BE.
Start period	Period 3, 13 - 18
End period	Period 5, 25 - 30
Description	The contents of the Innovation catalogue of advisory and supporting services for SMEs of BE sectors designed under A1.2 and the report and material of the info days, namely D.2.2.1, D2.3.1 and D2.4.1 will be systematized by PP8 in order to create a digital online platform that will contain the innovative sectors of BE, the skills needed, and a proposal of modules/contents that could be further developed in schools and training centres, developing skills that have a positive impact on the cross-border area in terms of innovation. In addition to this, the platform will contain a section configured as a One – Stop- Shop of Innovative service that will tested during the implementation of WP2, providing information on BLUESLINKS services outlined during the Info days and the contacts of partners' experts for exchanges with interested SMEs. The PP08 will design an user-centric online platform, accessible

Activity 3.2	
	<p>also for user with disabilities with non-commercial access in IT-HR Programme Area languages (IT, HR and EN). A first practical test of the online platform and its sections will be performed by PP8 during the project implementation in order to observe the users' interactions, recruited among the already involved stakeholders. Once received the feedbacks and recommendations, the PP8 will implement the final version. The online platform will remain operative for a minimum of five year at the end of the project conclusions. The partnerships will equally divided fees for the renewal of web domains and the constant update of contents and key elements on Blue Economy. As stated, the online platform will naturally include of demonstrations and informative modules tested with the participation of SMEs under WP2, totally free of charge and available for consultation for any other interested training centers, administration and innovation centres.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 3.2			
Running number	Deliverable title	Description	Delivery period
D.3.2.1	Innovative BE services online digital platform.	Online digital platform designed and tested by PP8 digitalizing all the contents of the Innovation Catalogue under A.1.2, available for schools and training centers institutionally and financially supported by the project partners up to five years after the end of project conclusion.	Period 5 , 25 - 30

Activity 3.3	
Title	Calls for hackathons targeting SMEs, graduates and start-up.
Start period	Period 4, 19 - 24
End period	Period 5, 25 - 30
Description	Second match-making mechanism that will be tested during project implementation and it will

Activity 3.3	
	<p>remain available for interested SMEs and the Innovation Network, even at the end of the project is the Hackathon. Through this activity, the Innovation Network, under the supervision of the LP for what concern this activity will identify the innovative solutions for sea jobs most requested by the involved SMEs (such as, prototypes of new tools, platforms, or applications) to launch calls open to the participation of graduates and start-ups in hackathon competitions, aimed at facilitating the matching between the demand/supply. Three calls will be launched, covering the three BE sectors addressed by this project, with a fixed deadline. The contents of the calls will be defined by the LP with the inputs and suggestions of the rest of the partnership. Each call will clearly establish for the Hackathons: 1. Objectives and Target Audience; 2. Format and Duration; 3. Support and Resources; 4. Judging Criteria; 5. Participating SMEs; 6. Registration Process. 7. Evaluation Procedures for candidates; 8. Letter of commitment of candidates. Once agreed all these elements by using their Innovation Contact Point relevant partners will launch the following calls: A. Aquaculture and small-scale fishing Hackathon Call; B. Fisheries Tourism Hackathon Call; C. Nautical Sector Hackathon Call. Each of the three Hackathon competition will involve:</p> <ul style="list-style-type: none"> • SMEs of relevant sector already involved in info days under WP2 (80 in total); • Graduates/start-up selected (34 in total); • Representatives of partner (34 in total). <p>In total 148 people will take part in hackathon competitions, from both countries Italy and Croatia. The model/template for this call will be also adopted for the launching of the last hackathon call at the project conclusion.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 3.3			
Running number	Deliverable title	Description	Delivery period
D.3.3.1	Calls for graduates and start-up in action in hackathon	Documents drafted by the LP with the collaboration of PPs and listing the profiles sought, the details of the selection and competition, and the possibilities offered by	Period 4 , 19 - 24

Deliverables 3.3			
Running number	Deliverable title	Description	Delivery period
	competitions	the SMEs in the BE sectors.	

Activity 3.4	
Title	Organisation of Hackathons for SMEs and graduates/start-ups.
Start period	Period 4, 19 - 24
End period	Period 5, 25 - 30
Description	<p>The implementation of Hackathons competitions to be organised in presence, during the organisation of the 3 Innovation Open Days is the core of this activity. The LP, as the WP leader is in charge to coordinate the partner efforts in the organisation of these events, which will be structured as follows: A: Hackathon Competition in aquaculture and small-scale fishing sector jointly implemented by LP, PP2, PP3, PP4 and PP8 during the first Innovation Open Day held in Italy, with the total participation of 45 people from Italy and Croatia; B. Hackathon Competition in Fisheries Tourism, jointly implemented by LP, PP3, , PP5, PP6, PP7 and PP8 during the second Innovation Open Day Held in Croatia, with the total participation of 42 people from Italy and Croatia; C. Hackathon Competition in Nautical sector, jointly implemented by all partners during the last innovation day to be held again in Italy, with the participation of 61 people, from Italy and Croatia. In total 148 people will participate from both countries in hackathon competitions. Each Hackathon will be organized as follows: 1. welcome; 2. creation of working groups, consisting of 2 up to 5 people; 3. presentation of the project (objectives and challenges) to the participants; 4. operational development of the project by the participants; 5. final award ceremony for the most interesting projects. The hackathons will foresee the presence of representatives of SMEs which can reward the winner with Open Innovation Plan Offer or job offers to the most talented people to be hired in the SMEs' staff. At the end of each Hackathon rounds 10 winners will be proclaimed for a total number of 30</p>

Activity 3.4	
	young graduates / start-up, that could continue their work to develop their project within the SMEs, even at the project conclusion. Videos of these events will be also published on the Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP.
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 3.4			
Running number	Deliverable title	Description	Delivery period
D.3.4.1	Hackathons for innovative solutions in aquaculture and small-scale fishing	Organisation of a round of Hackathons competitions by the LP, PP2, PP3, PP4 and PP8. Hackathon competition will involve 25 SMEs representatives, 10 graduates/start-up founders and 10 representatives of partners' organization, for a total amount of 45 people.	Period 5 , 25 - 30
D.3.4.2	Hackathons for innovative solutions in fisheries tourism	Organisation of a round of online Hackathon competitions by the LP, PP5, PP6, PP7 and PP8. The hackathon competitions round will involve 22 SMEs representatives, 10 graduates /start-up founders and 10 representatives of partners' organization, for a total amount of 42 people.	Period 5 , 25 - 30
D.3.4.3	Hackathons for innovative solutions in nautical sector and linked services.	Organisation of a round of online Hackathons competitions. The Hackathon competitions round will involve 33 representatives, of SMEs, 14 graduates/startup founders and 14 representatives of partners' organization, for a total amount of 61 people, from both countries.	Period 5 , 25 - 30

Activity 3.5	
Title	Organisation of Innovation Open days
Start period	Period 4, 19 - 24
End period	Period 5, 25 - 30
Description	The third match-making mechanism is a traditional one. The LP as WP Leader will coordinate the partners for the organisation of 3 in presence events lasting 1 day each, as an open job fairs, aimed firstly

Activity 3.5	
	<p>to implement the Hackathon competitions and secondly at matching jobseekers with SMEs of the BE sectors. The first open day will be held in Italy and coordinated by the LP, the second one in Croatia and coordinated by PP6, while the third one by PP3 again in Italy. PPs' representatives will take part in all Open Days. Moreover, each of the Open Days will encompass the participation of the representatives of the already engaged stakeholders such as public authority, sectoral agencies, research organisation, representatives of SMEs and professor and students from schools. Lastly event will be open to participation of general public. Approximately between 500 people will be involved in total for each event. During this events, the jobseekers will have the opportunity to meet local SMEs, to apply for jobs and book job interviews with recruiters. Employers will also be able to present their businesses and the job vacancies during a ten minute pitch and hold live chats with potential candidates from abroad. The events will also have a "Young Area" where students selected under A2.5 will present , under the supervision of their professor, their experience in the SMEs of the Blue Economy. This will implies participation of students from both side of the Adriatic in each Innovation Days organised. More important, the events will have a multiplier effect outlining the BLUE Match-making mechanisms and providing information to SMEs and jobseekers for their activation.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 3.5			
Running number	Deliverable title	Description	Delivery period
D.3.5.1	Innovation Open Days	Organisation of 3 cross- border open days aimed at the participation of job seekers and key project stakeholders, with different section, included a Young Area. 500 people will be involved.	Period 5 , 25 - 30

Activity 3.6	
Title	Organisation of the final conference

Activity 3.6	
Start period	Period 5, 25 - 30
End period	Period 5, 25 - 30
Description	<p>A final conference will be organised in Croatia by PP8 with the participation of all project partners, local and regional public authorities (at least 1 or 2 representative per partner) and aimed at illustrating the main achievement of the project and to inform wider audience about the Innovation Hub Network and its services at disposal of SMEs at cross-border level, operating in the three targeted Blue Economy sectors. The final conference will be also a crucial moment where to outline the three match-making mechanisms tested during the project implementation and projects and initiatives by graduates and start-up awarded at the conclusion of the three hackathon competition. Lastly, during the conference, the last call for hackathon competition will be launched. This last round of competition will be coordinated by the LP, with the participation of the project partners, to be held in Italy 8 months after the project conclusion. 30 young graduates /start-up founder from both countries, selected through the procedures already established by project partners will take part to this last round. The entire event will be streamlined on the YouTube channel to reach as many people possible.</p>
Partner(s) involved	Delta2000, POLOAA, Confcoop Veneto, FLAG CT, UniSalento, ZADRA NOVA, ARGONAUTA, UNIDU

Deliverables 3.6			
Running number	Deliverable title	Description	Delivery period
D.3.6.1	Final conferences video	1 Video recorded by PP7 and streamlined on YouTube channel with the registration of the entire final conference organised in Croatia.	Period 5 , 25 - 30

Outputs

Output 3.1	
Output Title	Participations in cross-border hackathon mechanism for supply/demand in BE sectors
Programme Output Indicator	RC081_1.2: Participations in joint actions across

Output 3.1	
	borders
Measurement Unit	participations
Target Value	148,00
Delivery period	Period 5, 25 - 30
Output Description	<p>Organisation of hackathons competitions in presence, during the Innovation Open Days in IT and Croatia, in the following Blue Economy Sectors: A. aquaculture and small-scale fishing D 3.4.1; B. fisheries tourism D 3.4.2; C nautical sector and linked services. D 3.4.3. The Hackathons competitions will be organised by the relevant partners, according to their thematic choices, with the participation of 148 people in total, from both countries.</p>

Investments

C.5 Project Results

What do you expect to change because of the activities you plan to implement and the outputs you plan to deliver? Please take a look at the programme result indicators and select those that you will contribute to.

Result 1	
Programme result indicator	RCR84_1.2: Organisations cooperating across borders after project completion
Measurement unit	organisations
Baseline	0,00
Target value	8,00
Delivery period	Period 5, 25 - 30
Result description	A cross-border Innovation Hub Network OI1.1.in Blue Economy and sea jobs sector is created with the involvement of project partners and local key stakeholders. This first result concern the creation of a Network involving regional and local authorities, innovation and training centers, CSOs and SMEs in different areas of Italy – Croatia Programme with the aim of promoting innovation and smart specialization in key Blue Economy sectors and sea jobs. The Network will remain operative even at the end of the project thanks to the signing of a MoU D. 1.4.3 among the PPs which will define its tasks and functions. The network will first constantly provide innovative solutions to the SMEs through advisory and supporting services. Secondly, the network will favor the employability in BE and sea jobs sectors, through three match-making mechanisms that could be periodically activated by the partners to foster the meeting between jobseekers and SMEs.
Result 2	
Programme result indicator	RCR85_1.2: Participations in joint actions across borders after project completion
Measurement unit	participations
Baseline	0,00
Target value	30,00
Delivery period	Period After project implementation

Result 2

Result description

A match-making mechanism for SMEs of BE sectors and jobseekers is activated, encompassing the participation of a wide number of experts, start-up founder, enterprises and workers to cross-border Hackathons, with the achievement of OI 3.1 and the participation of 148 people. At the end of each Hackathon rounds 10 winners will be proclaimed for a total number of 30 young graduates / start-up that could continue their work to develop their project within the SMEs. Moreover, the Hackathon mechanisms will remain operational, even at the end of the project. During the final conference, the last call for hackathon competition will be launched. This last round of competition will be coordinated by the LP, with the participation of the project partners, to be held in Italy 8 months after the project conclusion. 30 young graduates /start-up founder from both countries, selected through the procedures already established by project partners will take part to this last round.

C.6 Project Time Plan

	Period 1	Period 2	Period 3	Period 4	Period 5	After End
WP1 S3 Innovation Hub Network in Blue Econom...	[Orange bar]					
A1.1 Survey and analysis of SMEs and sea...	D1.1.1	[Orange bar]				
A1.2 Exchange of innovative good practic...	D1.2.1	[Orange bar]				
A1.3 Organisation of local focus groups.	D1.3.1	[Orange bar]				
	D1.3.2	[Orange bar]				
A1.4 Activation of an Innovation Hub Net...	[Orange bar]	D1.4.1				
	[Orange bar]	D1.4.2				
	[Orange bar]	D1.4.3				
A1.5 Blue Economy for the younger genera...	[Orange bar]	D1.5.1	[Orange bar]			
RCO87_1.2		O1.1				
WP2 Innovative and transformative changes in...			[Dark blue bar]			
A2.1 Clustering of innovation catalogue ...			D2.1.1	[Dark blue bar]		
A2.2 Info days and exchanges on innovati...			[Dark blue bar]	D2.2.1		
			[Dark blue bar]	D2.2.2		
			[Dark blue bar]	D2.2.3		
A2.3 Info days and exchanges on innovati...			[Dark blue bar]	D2.3.1		
			[Dark blue bar]	D2.3.2		
			[Dark blue bar]	D2.3.3		
A2.4 Info days and exchanges on innovati...			[Dark blue bar]	D2.4.1		
			[Dark blue bar]	D2.4.2		
			[Dark blue bar]	D2.4.3		
A2.5 Creation of Blue Economy knowledge ...			[Dark blue bar]	D2.5.1		

RCO01_1.2				O2.2	
RCO04_1.2				O2.1	
WP3 Match-making mechanisms between SMEs and...					
A3.1 Creation of Innovation Network Cont...				D3.1.1	
A3.2 Development of a Online Platform of...					D3.2.1
A3.3 Calls for hackathons targeting SMEs...				D3.3.1	
A3.4 Organisation of Hackathons for SME...					D3.4.1 D3.4.2 D3.4.3
A3.5 Organisation of Innovation Open days					D3.5.1
A3.6 Organisation of the final conference					D3.6.1
RCO81_1.2					O3.1
Result indicator					
RCR84_1.2					R1
RCR85_1.2					R2

C.7 Project management

In addition to the thematic work you will do in your project, you will need time and resources for coordination and internal communication. Please describe below how you plan to organise yourself to ensure the project work runs smoothly.

C.7.1 How will you coordinate your project?

Who will be responsible for coordination? Will you have any other management structures (e.g., thematic groups, WP managers)? How will the internal communication work?

The administrative and financial management responsibility for the implementation of this project is entrusted by the LP. A Project Management Unit (PMU) composed by a Project Manager, Financial Manager and Communication Manager will be established for this purpose. It will coordinate the partnership during the implementation of all the planned activities aimed at producing foreseen deliverables and outputs. In order to ensuring the overall coordination among the project partners a Steering Committee (SC) will be appointed, entrusting the LP PMI, represented by the Project Manager (PM) and Financial Manager (FM) and the PMI Unit representatives of the other partners, competent for the specific topic.

There will be 5 SC meeting during the project implementation, programmed with an invitation agenda shared with the rest of the partnership by the LP, jointly with a list of the main relevant topics to be discussed. During the SC, the LP will audit the progress of the activities and problems and delay in outputs achievement will be highlighted. Then the SC will find a proper solutions to solve any disputes and guarantee the sound performance of the project. Each partner will appoint ad-hoc PMI composed by a Project Manager, a Financial Manager and a Communication Manager that will cooperate with the LP providing time to time the required information. As exposed in the partnership section, the PP2 will be the coordinator of WP1, the PP5 will coordinate the WP2, while the LP will coordinate the WP3.

The partnership will cooperate with the WP coordinators providing evidences for the implemented activities, financial data and the certification of the expenditures. In addition, the partnership will cooperate with the LP for the submission of the 6-months financial and the technical reports. A kick-off meeting will be launched immediately after the signing of the Subsidy Contract and the Partnership Agreement (PA). During this event, the contents of the PA will be outlined and definitely approved by all PPs before to be transmitted to the JS.

Every six-months, the Project and SC meetings will be organized in presence or through online platform to discuss of the project implementation, dealing with risk management and launching the next steps. A project Mid-term review meeting will be agreed with the JS in the project half-time, to review the first part of project implementation, discuss about achievement, issues, and way to proceed to solve any delay or disputes concerning the implementation of the activities and the production of outputs and deliverables.

Rules for internal communication among PPs will be provided by the PP7 responsible for the communication, through the drafting of the Communication Strategy. The rules will establish an efficient communication system based on an online platform (Zoom, Meet, etc.) tools for storage (Cloud or Drive Folders) and other online instrument for exchanging documents, templates, reports, etc.

C.7.2 Which measures will you take to ensure quality in your project?

Describe specific approaches and processes and responsible partners. If you plan to have any type of project evaluation, please describe its purpose and scope here.

Immediately after the beginning of this project, the LP will draft an Internal Quality Plan divided in the following chapters; A. Project Management Structure, Procedures and Roles. B. List of deliverable and outputs; C. Internal quality Evaluation(IQERs) reports and mid-term review. D. Risk Management Tools; E. Reporting Procedures, F. Financial Reporting Procedures, G.GANTT and Project Budget. This document will be shared with the project partners after the conclusion of the kick-off meeting. The Internal Quality Plan has to be intended as a quick reference-guide, listing deliverables to be produced and outputs to be achieved through activities implementation, as well as the reporting technical and financial procedures, also listing the Risk Management Tool. Section A and B will logically include detailed information on the responsibilities for deliverables and outputs production among PPs, the quality and the quantity, as well as the timing for delivery. The Plan will also contain in the section C information on how collect data from the PPs in order for the LP to draft the Internal Quality Evaluation (IQER) Reports. There will be three (IQER) each of which, on the basis of the established KPIs will allow the LP to highlight strengths and weaknesses related to the quality of the deliverables produced through activities' implementation, jointly with the LP recommendations to PPs for any possible improvement. The second Internal Quality Plan will be the basis to create the Mid-Term Review of to be discussed with the JS during ad-hoc meeting, listing all the improvements and achievement reached by the project during its half-time, including activities, deliverables and outputs, as well as corrections to the time-plan. the drafting of the IQER will be possible only through the collaboration of the other PPs, with the LP. The PP2 will have the responsibilities to collect data from WP1, the PP5 from WP2 and the LP from WP3, cooperating with the project partners also for the collection of data concerning services and solutions provided by to the SMEs. During this task the PP5 will be supported by the experts of the Technical Committee. It is important to remark how this type of final evaluation does not concern the overall evaluation of the project, but has the objective of determining the degree of success of the services and solutions made available for SMEs. The Section D will describe the Risk Management Tools which will be adopted during project implementation. Within this section an overall overview of the most common risks at project and partner level, for instance concerning the mayor or minor responsiveness of a partner in terms of participation to meetings, production of documents, materials and so on will be listed, with the inclusion of possible counter measures, according to the risk is minimum, medium or maximum, to be adopted in case of maximum risks by PPs. The Internal Quality Plan will also contain an updated GANTT and Key Performance Indicators (KPIs) to monitor the project performances. However, The recommendations of this evaluation will also be taken up by the Cross-Border Network of that will be created within the project.

C.7.3 What will be the general approach you will follow to communicate about your project?

Who will coordinate project communication and how will he/she ensure the involvement of all partners? How will the communication function contribute to transfer your project results? Please note that all communication activities should be included in the work packages, as an integral part of your project. There is no need to repeat this information here.

The project communication approach gradually orient target groups towards the most important concept of the BE, contributing to transferring them the most important project results. So, the first communication objective addresses secondary school students on the principle of the BE, to change their understanding of the innovation needs and the environmental, social and economic importance of BE in the targeted sectors. The second communication objective aims to

engage them, through visits to SMEs and practical little experiences. The third communication objective has a more strategic importance make aware e target groups of the existence of ad-hoc match-making mechanisms for B E SMEs and job seekers.

The PP7 is in charge to coordinate communication activities aimed at achieving communication objectives. PP7 at the beginning of the project will draft the Communication Internal and External Strategy Plans, defining a common branding image / template for communication, and project promotion tools (poster, project website on the Italy-Croatia web platform, social media pages) according to the Programme Guidelines. Therefore, each communication product will be designed respecting the overall communication rules of Italy – Croatia Programme, encompassing: the European Union emblem, the statement “Co-funded by the European Union, the Interreg logo, the Programme name and the project acronym. The Communication Strategy drafted by PP7, will also define instruments, activities and key messages to address target groups, as well as common rules through which each PPs will collaborate and report to the PP7 achievements concerning the communication The Communication Approach and the tools adopted will be established by the Communication Strategy, according to the different target groups:

- Local Focus Group: communication instrument crucial in project implementation to involve local public authorities outlining the principle of BE applied to BE sectors, analysis of A.1.1 and present the Innovation Catalogue for wider dissemination at institutional level. These meetings will be important for each partner to start to involve the 80 SMEs of BE sector at local level, and further to the info days under the WP2;
- Dissemination days and study visits: targeting schools and students. Dissemination days will be crucial to spread to students information on the BE, its importance in terms of environmental, social and economic sustainability, as well as innovations and professional opportunities in the BE sectors. Study Visits will offer students the opportunity to learn about the qualifications required to enter the SMEs and operate in the BE sectors, but also to have some practical little experience in different sector to orientate their training path;
- Fairs and conferences: such as 3 in presence open job fairs lasting 1 day each organised during WP3 and aimed at matching jobseekers with SMEs of the BE sectors, representatives of engaged stakeholders such as public authority, sectoral agencies, research organisation, representatives of SMEs and professor and students from schools with the provision of a young area;
- Websites and social media channels: the project website and social media will be used for internal and external communication between the partners and target groups. Social media will be crucial to transfer the information concerning the projects achievements and provide information about the ongoing activities. A Facebook page, LinkedIn and a YouTube channel linked with the project website will be constantly updated with posts related to the activities under development, the schedule of Local Focus Groups, the cross-border three days for defining the Innovation Hub Network governance and the activities with the SMEs and targeted schools. However, social media channels will be essential for communicating and posting the results of all activities under WP3, namely hackathons, and the three open job fairs, aimed at matching jobseekers with SMEs of the BE sectors.

In particular, Promotional videos with a story-telling approach will be created at this scope. The Communication Strategy Plan will also include annexes describing procedures to be followed by partners and the responsible of the communication to monitoring events, meeting and workshops as well as template to collect data from websites and social media channels for evaluation purposes. In addition to this, the responsible of the communication for each of the communication tools adopted, namely local focus groups, dissemination days, the study visits, fair, but also the hackathons will produce ad-hoc qualitative simple questionnaire where collect feedback from participants, for evaluation purposes.

Each partner, in coordination with the Communication Leader, will publish the information related to the project achievements on their own institutional channels, in order to guarantee an adequate dissemination of information at local and regional level.

C.7.4 How do you foresee the financial management of the project and reporting procedures for activities and budget (within the partnership and towards the programme)?

Define responsibilities, deadlines in financial flows, reporting flows, project related transfers, reclaims, etc.

The Internal Quality Plan will contain a section exclusively dedicated to the reporting procedures both technical and financial, and based on the implementation manual of the Italy-Croatia Programme. The PPs will provide information concerning activities' implementation encompassing also deliverables produced and outputs achieved according to the reporting period. All these information will be summarized by the PPs in their Partner Activity Report (AR) according to the rules established and the templates provided by the Italy – Croatia Programme. Each AR will also be accompanied by attachments of deliverables and outputs produced, whose consistency with the objectives of the project and the Italy – Croatia Programme will be preliminary verified through the Internal Quality Evaluation Reports, discussed and approved during the SC.

As for the financial management procedures, the LP will appoint a Financial Manager (FM) that will constantly monitoring the project expenditures, in order to avoid de-commitment. The FM will coordinate the ERDF transfer to the partners. According to the different system adopted by the partner countries (centralized or decentralized) a National Controller will be appointed by each PP. In addition, each partner will develop the audit trail and prepare the documentation for the financial report every six months, to be submitted and validated by their national controller in JEMS, before being sent it to the LP. Thus, the LP, through its FM, will check regularity of expenses, and FLC certificates. Lastly, the LP will develop via JEMS the Project Financial Report, including the certified expenditures of each PP and the Payment Claim to be submitted to the Managing Authority (MA) and the Joint Technical Secretariat S for the approval. Lastly, the LP having collected the materials and reports of each partner both technical and financial, will then prepare the Joint Progress Report to be submitted to the JS for the approval.

C.7.5 Cooperation criteria

Please select all cooperation criteria that apply to your project and describe how you will fulfil them.

Cooperation criteria	Description
Joint development	Yes LP coordinated the PPs in the preparation phase for the identification of needs, priorities and objectives to be achieved during the project implementation. In particular, preliminary analysis have been conducted on the most relevant Blue Economy sectors in the targeted territories/areas to better structuring the intervention foreseen. Technical and scientific partners jointly agree on the methodology to be adopted for the assessment phase under A1.1 and the development of the Innovation Catalogue under 1.2. , as well as the way to organize and conduct the local focus groups under A1.3. Joint Development concerned also the modality for the organization of the info days and exchanges through mixed modality under A2.2, A2.3 and A.2.4 and Hackathon Competitions and Open Job Fairs under WP3, leading to a massive engagement of SMEs, graduates, start-up and other interested organizations. Lastly, partners agreed in the preparation phase on many of the scientific and technical contents related to the info days under the WP2, according to their areas of interest and specific knowledge.

Cooperation criteria		Description
Joint implementation	Yes	The most important project activities are implemented at cross-border level, starting with the analysis phase under A1.1 and the production of the catalogue under A.1.2 where PPs will cooperate to provide a list of innovative services which will be presented and discussed with SMEs of Blue Economy Sector during the info-days and exchanges under the WP2 whose contents it will be integrated in an online digital platform under A3.2. Partners will jointly cooperate for the establishment of the Innovation Hub Network under the WP2, with the organization of a three-day of in presence meeting jointly defining rules and modality of intervention of the new networks. Joint implementation is again more evident in the WP2, during A.2.2, A.2.3. and 2.4 concerning the organization of info days led by groups of partners, according to their areas of interest with the involvement of representatives of SMEs of both side of the Adriatic Sea. Lastly, in WP3, all partners will participate in defining objectives, format and judging criteria for hackathons, implemented in A3.4.
Joint staffing	Yes	Successful implementation of WPs requires all PPs to participate actively in the various activities. The partnership is responsible for coordinating the management, the communication and the individual WPs of this project. They will launch shared activities for the entire partnership. Progress of shared activities will be coordinated and monitored in meetings of a Steering Committee, which will be held periodically, with one representative of each PP taking part. Steering-committee activities are listed and regulated by Project Management description. This collaboration facilitates the exchange of knowledge (A1.2), best practices and resources, promotes an integrated approach to challenges, enhances the capacities of participants, and fosters the development of lasting networks and partnerships. The project is committed to facilitating joint participation through regular meetings, ongoing communication and shared governance.
Joint financing	Yes	Each PP will manage its own budget under the monitoring of the LP, responsible of funds absorption status towards the MA. Each partner makes financial reports and the LP verifies outputs fulfilment. This monitoring and verification system ensures transparent and responsible financial management, enabling all partners to maintain effective financial governance and maximize the impact of resources invested in the project. Collaborating on a jointly funded project provides partners with the opportunity to establish closer and lasting collaborative relationships, not only among themselves but also with other stakeholders involved in the Blue Economy.

C.7.6 Horizontal principles

Please indicate which type of contribution to horizontal principles applies to the project, and justify your choice.

Horizontal principles	Type of contribution	Description of contribution
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Horizontal principles	Type of contribution	Description of contribution
Sustainable development	positive effects	<p>The Project results positively affect the economic sustainability in the involved regions through enhanced innovation capacities contributing to regional competitiveness in Blue Economy Sectors. Targeted actions to support bottom-up initiatives and bring grassroots innovation to workers and citizens also make a significant contribution to social sustainability. As, as for the environmental sustainability, most of the innovative and smart solutions will support SMEs of Blue Economy introducing systems contributing to the reduction of CO2 emissions. The solutions will contribute to reducing waste, pollution and decreasing impact on nature from the SMEs. As such, the innovative solutions proposed often present eco-friendly solutions. Involving local public authorities, higher education and research institutions, schools and SMEs through participatory workshops (A1.3), the project promotes collaboration and knowledge sharing. This inclusive approach fosters understanding of local needs and the creation of sustainable and targeted solutions. In WP2, innovative services provided to SMEs through info days of fishing tourism sector (A2.3) include advice on improving corporate social responsibility and enhancing corporate reputation with stakeholders. Within A2.2, the promotion of sustainable practices in aquaculture and small-scale fishing contributes to marine resource conservation by reducing overexploitation of fishery resources and promoting responsible management of marine ecosystems. From project perspective, the PPs will favor environment-friendly communication means (e-mail and online meeting tools) over travelling, and choose the organization of cross-border info days through the online modality. In addition, following the PIM Greening Principles: Electronic means will be used rather than printed materials for pre-meeting and follow-up communications, participants will encouraged to use sustainable ways of travelling and local transport will be preferred.</p>

Horizontal principles	Type of contribution	Description of contribution
Equal opportunities and non-discrimination	positive effects	<p>The project positively affects the issue of equal opportunities as all the project activities aim to widen the access / lower the entry barrier to innovation for all members of the society, and the application of innovative system of education also to unemployed will support also the job creations. To implement gender equality principles in a project, it is crucial to adopt a cross-cutting approach that permeates the entire project cycle. Policies and procedures will be adopted to prevent and counteract discrimination, actively involve a diversity of perspectives and voices in project planning and implementation, and create an inclusive environment that fosters mutual respect and collaboration. Specifically, materials produced during info days (D2.2.1, 2.3.1, 2.4.1), such as informative modules, documents and video, will be made publicly available on online platforms accessible to everyone. This ensures that resources are available to anyone interested. In A3.1, with the creation of local contact points, equitable access to job opportunities for all community members are promoted, regardless of gender, ethnicity, or other factors. Furthermore, in hackathon competitions, a fair and transparent evaluation procedure will be ensured to assess participants based on their actual contribution, regardless of gender or other factors.</p>
Equality between men and women	positive effects	<p>All the project implementation activities will take into consideration the gender mainstreaming, from the study about the SMEs to the testing of the plan and the development of strategies setting up. In addition, also the pilot actions implementation will ensure the equality principle application. Also during the involvement of the local stakeholders, the SMEs, the workers the gender mainstream will be considered. During the public events, a gender-balanced speaker panels will be set up. Specifically, in info –days and stakeholder meetings (A2.2, 2.3, 2.4), equal representation of men and women will be ensured, ensuring that both genders have a voice in discussions and decisions made. The identification of involved parties will be inclusive, promoting active participation of both men and women in project activities. During the dissemination days at schools (A1.5), active participation of both male and female students will be ensured, promoting inclusive and gender-sensitive education. The selection of classes interested in the study visits planned in WP2 will take into account gender diversity, ensuring that both genders have equal opportunities for participation and involvement in communication activities. In A3.4, during hackathon competitions, active promotion of balanced participation of men and women among participants will be encouraged, urging SMEs to send representatives of both genders and ensuring equal opportunities to present ideas and skills. As for the final conference (A3.6), it will be designed to ensure balanced representation of men and women among speakers and participants.</p>

C.8 Long-term plans

As a programme, we would like to support projects that have a long-lasting effect in the territory and those who will benefit from them. Please describe below what you will do to ensure this.

C.8.1 Ownership

Please describe who will ensure the financial and institutional support for the outputs/deliverables developed by the project (e.g., tools), and explain how these outputs/deliverables will be integrated in the work of the institutions.

Practically speaking, all project partners are equally responsible, both in terms of financial and institutional ownership, of all the deliverables and main outputs produced during the project implementation.. This is a peculiarity of the project, aimed at equally sharing the ownership of the outputs / deliverable production among all the project partners. Moreover, some of the most important deliverables and outputs, as it will be described later in the durability and transferability sections, will remain available for the partners and the target groups, even at the end of the project. For instance, the Innovation catalogue of advisory and supporting services for enterprises/SMEs of BE (D1.2.1) is a tool jointly designed by the partnership, providing information about all the innovative services available among the different partners, and supporting the SMEs. The technological and scientific information of the services provided are therefore at disposal of the interested partners, which can integrate them within their scientific knowledge. Moreover, each partner is equally responsible for the institutional support to Innovation Hub Network, structured as a hub composed by scientific, technical and institutional partners, supporting SMEs in targeted Italy – Croatia Areas. This network will also receive regional institutional support, due to the support provided to the main S3 Smart Specialization Strategies at local level.

Each partner has the ownership of the activation and maintenance of their local contact point groups (D3.1.1), encompassing public institutions, training centers, SMEs and schools at local level. The PP8 is responsible for the creation of the Online Digital Platform on Innovation Services on BE, as well as its designing and testing in the course of the project implementation. However, each partner will institutionally and financially responsible for its maintenance, updates of contents, web domains fees ensuring online platform functionality for a minimum of five year at the end of the project conclusions. Each partner can easily integrate in their scientific, technical and methodological assets, and informative material provided to the targeted SMEs during the implementation of WP2 and WP3, and support financially and institutionally – as tools to facilitate the match between supply and demand – the replication of the hackathons competition and providing information on SMEs of different BE sectors, and periodically uploading sea jobs demands and supplies, with the possibility for workers to apply for jobs, through the establishment of the local contact point. In addition, contents of all informative modules will be available to all interested SMEs in the targeted areas, due to the publication of the Programme Italy – Croatia, official website, partners website and official YouTube channel for what concerns video tutorials, with the inclusion of demonstrations and informative modules that will be published on the Online Platform of Innovative Services for BE, free of charge and available for consultation for other interested training centers, administration and innovation centres.

C.8.2 Durability

Some outputs/deliverables should be used by relevant groups (project partners or others) after the project's lifetime, in order to have a lasting effect on the territory and the population. For example, new practices in urban transport need to be used by local authorities to have cleaner air in the city, and the whole population will benefit from this. Please describe how your outputs/deliverables will be used after the project ends and by whom.

The project is conceived so that most of the most important outputs and deliverables created can be made available to the target groups, even at the end of the project, and having long lasting effects. This conceptual construction is consistent with the specific and general objectives of the project, which as highlighted intends to promote an innovative and smart specialization process for the SMEs of the so-called traditional sectors of the Blue economy, expanding their capacity to attract a new specialized workforce. In order for this to be possible, however, it is necessary to create the right conditions.

From an organizational and institutional point of view, the right conditions are those established by the creation of the Innovation Hub Network. As exposed, the Network will be a reference point both during project implementation – favoring the matching the Innovation Catalogue and the SMEs' needs in terms of demand/supply of sea jobs and innovation needs, and especially beyond. Through a signing of a MoU, defining the governance and partners' responsibilities, the Network will be structured as: 1. a data center, gathering information from local focus groups and contact points on the supply/demand of sea jobs and innovation needs from SMEs; 2. a continuous provider of innovative advisory and supporting services and an activator of match-making mechanisms available to all project partners and interested SMEs of Blue Economy so-called traditional sectors, even at the end of the project. Moreover, the Network is based on the creation of BLUE Local Focus Groups (D1.3.1) and Local Contact Points which will remain active at the end of the project and encompassing per each partner public institutions, training centers, SMEs, schools and employment centers.

From an operational point of view, all the scientific and technical knowledge produced by partners and provided to the SMEs of aquaculture and small-scale fishing, fisheries tourism and nautical sectors (D.2.2.1, D.2.3.1, D.2.4.1) through information materials will remain available for the project partners and other interested SMEs of targeted areas. The solutions provided will suggest to the involved SMEs how to significantly improve their process and product phases, in an innovative and smart way, with positive effects on the business of the targeted territories. In addition, contents of all informative modules will be available to all interested SMEs in the targeted areas, due to the publication of the Programme Italy – Croatia, official website, partners' website and official YouTube channel for what concerns video tutorials, with the inclusion of demonstrations and informative modules that will be published on the Online Platform of Innovative Services for BE, free of charge and available for consultation for other interested training centers, administration and innovation centres. The three match-making mechanisms, the innovative BE services online digital platform (D3.2.1.), the Hackathons (D.3.4.1, D.3.4.2. and D.3.4.3.) and the Open Days for Jobseekers (D.3.5.1) should not be considered as a stand-alone initiatives, but as real mechanisms for facilitating the meeting between supply and demand in the Blue Economy sectors, available to the Innovation Hub Network and therefore can be activated at any time at the end of the project, at the request of the partners and associated or other interested SMEs. Precisely, the activation of these mechanisms will have positive effects on the territory and above all on the so-called traditional sectors of the Blue Economy and sea jobs, highlighting professions that are too often forgotten, and facilitating both the demand and supply of work.

C.8.3 Transferability

Some outputs/deliverables that you will deliver could be adapted or further developed to be used by other target groups or in other territories. What will you do to make sure that relevant groups are aware of your outputs/deliverables and are able to use them?

For the same reasons exposed in the sections above, the transferability of many outputs and deliverables will be ensured at the conclusion of this project. Starting from the Innovation Catalogue of Advisory and Supporting services for enterprises/SMEs of BE (D1.2.1), the methodology adopted by the partnership to design it will be available to other interested innovation center or researching organisations, in Italy – Croatia areas and beyond. All the scientific, technical and IT knowledge adopted by the partners to design and carry on the info days on aquaculture and small-scale fishing, fisheries tourism and nautical sector and linked services sectors, (D2.2.1., D2.3.1., D2.4.1), as well as the innovative solutions provided to the targeted SMEs, are easily available and transferrable to other institutions and innovation hubs, under request to the BLUE S3 Innovation Hub Network.

Furthermore, since, as highlighted, the Network is configured as a provider of innovative services to Blue Economy SMEs, these services are available not only to the SMEs, but also to all those who request them from other territories. The same can be said of other SMEs interested in activating one of the three match-making mechanisms; for example companies interested in publishing job offers on the online platform (D3.2.1) or interested in activating a hackathon competitions (D3.4.1., D3.4.2., D3.4.3) to hire qualified workers, or promoting the search for qualified workers, through the activation of stands in new trade fair events (D3.5.1).

The relevant target groups, but also other interested organisation or SMEs will be always aware of the outputs / deliverable produced by this project, even at its conclusion. Firstly, taking into consideration the essential role of the Local Focus Groups, aimed at introducing the principles of the BE applied to the so-called traditional sea jobs, outline the results of the Innovation Catalogue and above all, engage local public institutions, training centers, SMEs, CSOs, schools and employment centers in each targeted area. More than the external communication strategy, their role will be to keep all the key stakeholder in the targeted areas active, to communicate outputs/deliverable achieved during the project implementation, and the way in which the instruments and tools are available by the relevant target groups and other interested stakeholders.