



### Template for participation answer

Name	
Surname	
Institution/organization	
Legal entity format <sup>1</sup>	
Country	
Email	
Phone	

		Yes	No
Area of interest for project development (one choice)	Maritime connectivity		
	Coastal and maritime tourism		

If you have declared an interest in coastal and maritime tourism, please choose only two themes of interest

	Yes	No
Fostering the development of sustainable products and services with low ecosystem impact		
Scaling-up local practices in emerging “niches” to the national and regional levels		
Supporting the uptake of new technologies (Tourism 4.0) to improve the image of the sea-basin		
Fostering greater support for cooperation amongst practitioners in the region		

If you have declared an interest in maritime connectivity, please choose only two themes of interest

	Yes	No
Boosting cooperation across the Black Sea to ensure greater interconnectivity between ports and inter-modality		
Better development of RoRo shipping and fostering more efficient Europe-Asia connections		
Support innovation of the logistics chains and related infrastructures		
Ensure greater respect of international safety and environmental standard (green ports)		

		Yes	No
Funding opportunity interest	COS-ENTRECOMP-2018-3-01		
	ERAMUS+ /Capacity building in the field of youth		
	ERAMUS+ Sector Skills Alliances for design and delivery of VET		

	Yes	No
Have you already been involved in COSME or ERASMUS+ project?		
Would you be interested to be involved in a project development within this workshop in the selected themes?		
Would you be interested to be a leader in a project development within this workshop in the selected themes?		

<sup>1</sup> Public authorities and public administrations (at the national, regional or local level); Chamber of commerce and industry or similar bodies; Business associations and business support collaborative communities; Training and educational institutions; NGOs, non-profit organisations, associations and foundations; and Other public and private entities specialised in education, training or employment.

## **Annex : identified EU funding opportunities and cooperation themes for the workshop**

### **EU funding opportunities**

#### **1. Short-term possibilities**

In accordance with the funding opportunities calendar and the expected date for the workshop, it could make sense to take in account the COSME funding program in particular [COS-ENTRECOMP-2018-3-01](#) which aims at supporting the **Implementation of the Entrepreneurship Competence Framework**. The deadline for electronic submission is **22 August 2019, 17:00** Brussels time.

The overall goal of this call for proposal is to turn EntreComp as an idea into action to bring value to communities of users at local, regional national level. This initiative aims to get together relevant players in a number of countries to create a collaborative community that will explore how the framework can function as a catalyst and a tool, to foster the entrepreneurial skills of young people and citizens in general.

Regarding the objectives of the call and the topics of the workshop, project activities could be focused on (i) setting the foundations for the actions and establishing *cross-sectoral collaborative communities* to support the development and the assessment of entrepreneurial skills in maritime and coastal tourism or maritime connectivity in the Black Sea or (ii) designing a strategy with a concrete actions plan, concerning for instance the design of new education and training curricula, the provision of support services for competence development for coastal and maritime tourism or maritime connectivity in the Black Sea.

For the call, all least six partners (legal entities<sup>2</sup>) must be involved. Only applications from legal entities established in EU Member States or in countries participating in the COSME programme pursuant to Article 6 of the COSME Regulation, are eligible. So, legal entities could be from Bulgaria, Romania, Moldova, Turkey, Ukraine, Georgia.

#### **2. Long-term possibilities**

Another funding opportunity could be the **Erasmus Plus** financing. The actual deadline for these submission goes beyond the Facility mandate (Call in October and Submission in February/May 2020), but it may be a time-frame which allows for more effective and successful initiatives for BS partners. **The Facility can certainly discuss these options in July and support interested stakeholders in September towards the October tenders' publication.**

There are various actions amongst which **Action 2 (cooperation for innovation and good practices)** is interesting for addressing some of the challenges highlighted in Istanbul<sup>3</sup>. The financing options may also include Black Sea Partners (as indicated "Partner Countries Neighbouring the EU" under the link below) - this means **we can work at least with Romania, Bulgaria, Ukraine and Georgia**<sup>4</sup>.

**A) An interesting opportunity under this action is the support to "Capacity building in the field of youth"**<sup>5</sup>, which includes 3 organisations from 3 countries including EU and at last one non-EU partner (see under the tab "Who Can Apply"). Yearly deadline for project's submission is usually in February.

**B) Another opportunity is that for Sector Skills Alliance**<sup>6</sup> (e.g. tourism or maritime connectivity). Different "Lots" are available for the Alliances (see tab "What Does It Support")

<sup>2</sup> Public authorities and public administrations (at the national, regional or local level); Chamber of commerce and industry or similar bodies; Business associations and business support collaborative communities; Training and educational institutions; NGOs, non-profit organisations, associations and foundations; and Other public and private entities specialised in education, training or employment.

<sup>3</sup> [https://eacea.ec.europa.eu/erasmus-plus/actions\\_e](https://eacea.ec.europa.eu/erasmus-plus/actions_e)

<sup>4</sup> <http://erasmuspluskosovo.org/en/erasmus/programme-and-partner-countries/>

<sup>5</sup> [https://eacea.ec.europa.eu/erasmus-plus/actions/key-action-2-cooperation-for-innovation-and-exchange-good-practices/erasmus-plus-key-action-2-capacity-building-in-field-youth\\_en](https://eacea.ec.europa.eu/erasmus-plus/actions/key-action-2-cooperation-for-innovation-and-exchange-good-practices/erasmus-plus-key-action-2-capacity-building-in-field-youth_en)

<sup>6</sup> [https://eacea.ec.europa.eu/erasmus-plus/actions/key-action-2-cooperation-for-innovation-and-exchange-good-practices/sector-skills-alliances\\_en](https://eacea.ec.europa.eu/erasmus-plus/actions/key-action-2-cooperation-for-innovation-and-exchange-good-practices/sector-skills-alliances_en)

including "Lot 2 - Sector Skills Alliances for design and delivery of VET<sup>7</sup>, covering 4 Programme Countries (i.e. Romania, Bulgaria and Turkey + 1 EU), as indicated under the tab "Who Can Apply". Yearly deadline for project's submission is usually in May.

### *Cooperation themes for project development*

The workshop is structured on the selection of themes per topic proposed by a cross analysis of the funding opportunities and of the outcomes of the Istanbul regional seminar.

For coastal and maritime tourism around the potential four themes.

1. ***Foster the development of sustainable products and services with low ecosystem impact***

In view of maximizing the potential offered by the cultural and environmental resources with sustainable means, the participants in Istanbul referred to the '**Black Sea Branding**' with collaborations with international and national institutions and the diving tourism and sea bed mapping to name a few.

2. ***Scale-up local practices in emerging "niches" to the national and regional levels***

Black Sea region is full of 'niches' related to tourism, from cultural and wine roads to rural and pescaturism; **water conservation** could be promoted along with various kinds of tourism, such as **sustainable agrotourism**.

3. ***Support the uptake of new technologies (Tourism 4.0) to improve the image of the sea-basin***

The use of new technologies is deemed to be crucial for the region's touristic development. To this end the use of technological innovation to the actions aiming to **promote the image of the Black Sea basin and the integration to respective marketing and product** development actions of Tourism 4.0 concept is more than necessary. The use of data produced, and development of e-platforms could be an area for projects to develop entrepreneurship

4. ***Foster greater support for cooperation amongst practitioners in the region***

The development of sustainable coastal and maritime tourism comes as result of a multitude of factors, such as the regional cooperation of practitioners. The **constructive and fast exchange of good practices, trainings and cross-regional twinning** are crucial; actions suggested related to this purpose included the development of infrastructure linking routes and points of growth as well promoting eco-tourism through a network of protected areas.

For maritime connectivity around the following four themes:

1. ***Boost cooperation across the Black Sea to ensure greater interconnectivity between ports and inter-modality***

For the achievement of the better integration of maritime and inland transport, the creation of a **platform for dialogue** between the Black Sea countries in order to openly share issues and solutions, and raising awareness of civil society on challenges and opportunities of the river-sea- and the sea basins- connections could be developed

2. ***Better develop RoRo shipping and foster more efficient Europe-Asia connections***

RoRo shipping development and the improvement in the efficiency of Europe-Asia connections face low level of market analysis and of understanding of current and future market potential as a basis to define effective long-term strategies for reliable inter-regional transport means. Prior to the definition of any pilot for RoRo lines, the work on **common standards and constructive**

<sup>7</sup> The Sector Skill Alliances work to design and deliver common training content for vocational programmes for one or several related profession/s in a sector, as well as teaching and training methodologies. A particular focus is to be put on work-based learning, providing learners with the skills required by the labour market."

**dialogue between stakeholders** and identification of regulatory bottlenecks could be an axis for project development.

3. ***Support innovation of the logistics chains and related infrastructures***

Digitalization is crucial for the **upgrade, innovation and better functionality in the logistics chains**. It requests a stronger cooperation at regional level and in various fields to develop common standards and coordination tools, a **regional platform** could be set up to enable the sharing of data, good practices and updates on logistics chains organisations, management, etc. and on the digitalisation of the sector.

4. ***Ensure greater respect of international safety and environmental standard (green ports)***

The compliance of marine and maritime services and ports of the Black Sea region to international safety and environmental standards is *per se* a challenge for the regional cooperation; skills and capacity on this area are limited in the Black Sea. In addition, there are difficulties in establishing a regionally approved “**Green Port**” definition and consequently “green ports” certification. The regular assessment of the state of the Black Sea basin, the **improvement of the related skills**, the set-up of monitoring management system in each port or the transition to the use of modern fuels, e.g. LNG with a formation of a bunkering system that meets **common standards**, could be some ideas of projects to discuss in accordance with the funding opportunities.