



# Cluster Marítimo de Canarias

***Canary Islands, Innovate and Maritime Region***

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# I. Canarian Maritime Sector

## EUROPEAN APPROACH

According to the European Commission, maritime is any economic, industrial or service activity linked to the sea.

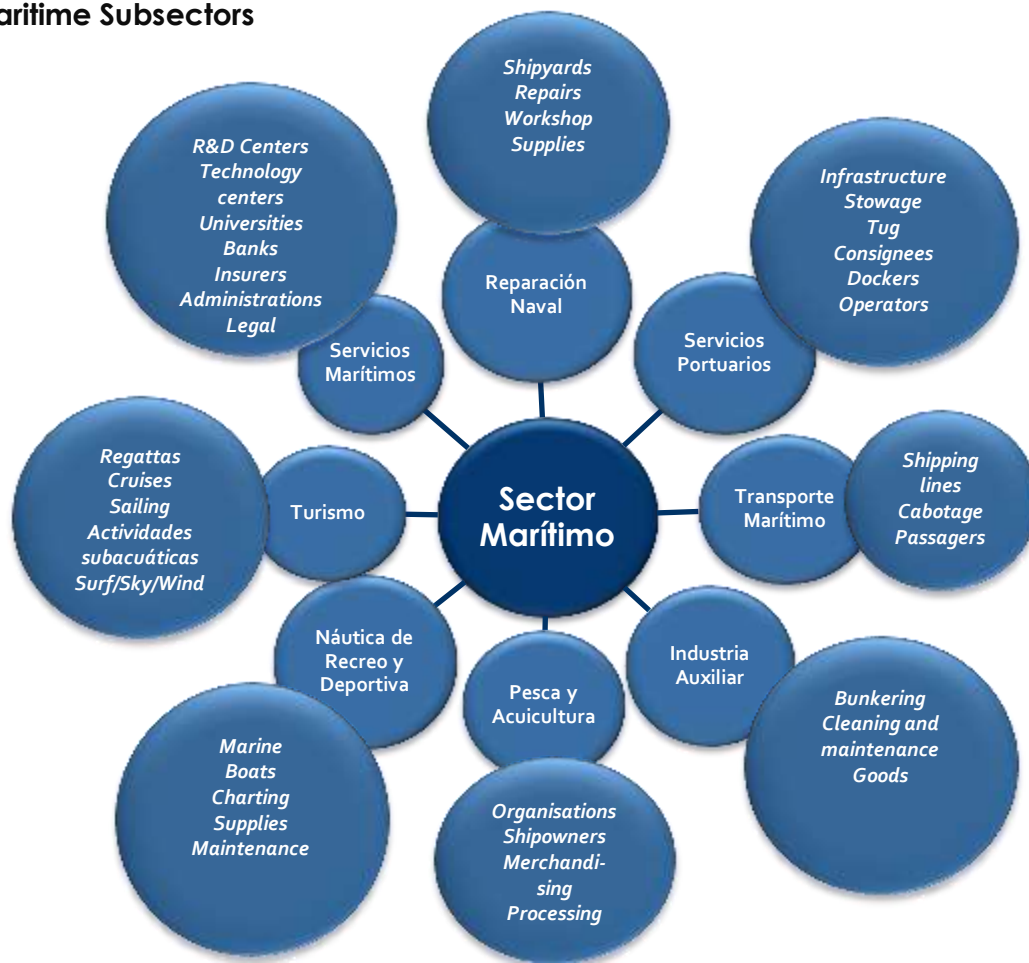
## SPANISH APPROACH

The Maritime Sector consists of shipping companies, construction yards, processing, ship repairs and offshore platforms; port services; overfishing and aquaculture; and auxiliary industries dedicated to manufacturing equipment, components, set and services.

## CANARIAN APPROACH

The Maritime Sector is the maritime economic activities have no official definition and consists of the set of economic activities, directly or indirectly related do the sea.

## Maritime Subsectors



## Producción Fuente: ISTAC 2008

Subsectores	Producción	
	Total	%
Náutica deportiva y de recreo	769.754	2,6
Reparación naval	83.837	0,3
Industrias auxiliares	69.463	0,2
Transporte marítimo	270.876	0,9
Infraestructuras y servicios portuarios	644.537	2,1
Pesca y acuicultura	65.711	0,2
Industrias extractivas	36.818	0,1
Servicios marítimos	305.232	1,0
<b>Total</b>	<b>2.273.228</b>	<b>7,4</b>

## Empleo

Sectores	Puestos de trabajo	
	Total	%
Náutica deportiva y de recreo	14.798	1,9
Reparación naval	2.232	0,3
Industrias auxiliares	1.732	0,2
Transporte marítimo	2.150	0,3
Infraestructuras y servicios portuarios	11.347	1,4
Pesca y acuicultura	2.361	0,3
Industrias extractivas	508	0,1
Servicios marítimos	12.549	1,6
<b>Total</b>	<b>47.456</b>	<b>5,9</b>

## II. Canarian Maritime Cluster



- Innovative Business Association formed in 2008.
- Nonprofit Association
- Members: 40 Partners y 10 Associates
- Value Chain Cluster of Marine/Maritime environment and regional.



### Mission

“Promote the competitiveness and development of the business, economic and social of Canary through the integration, creation, strengthening and sustainability of enterprises and institutions that are within the value chain of the maritime sector, promoting international presence and raising the technological level off all stakeholders in alignment with development policies and social demands.”



### Objetives

- Promote internacional presence of Canary Maritime Sector.
- Promote the good image, international visibility and the importance of the sector.
- Be a meeting and discussion place for all industry sectors.
- Promote cooperation, innovation and entrepreneurship to enhance, stimulate and boots business and knowledge transfer.
- Identify, emerge and create interest groups which respond to the strategic competitive challenges of the whole sector.
- Propitiate, facilitate and enhance communication between members of the association and different segments of activity which constitute the Maritime Canary Sector.

### Values

- Compromise
- Coordination
- Communication
- Cooperation



- Founding Partner on the Spanish Maritime Cluster
- Partner of the ICHCA International Ltd
- Activity Lines:
  1. Internationalization
  2. Promoting innovation
  3. Growth and sustainability

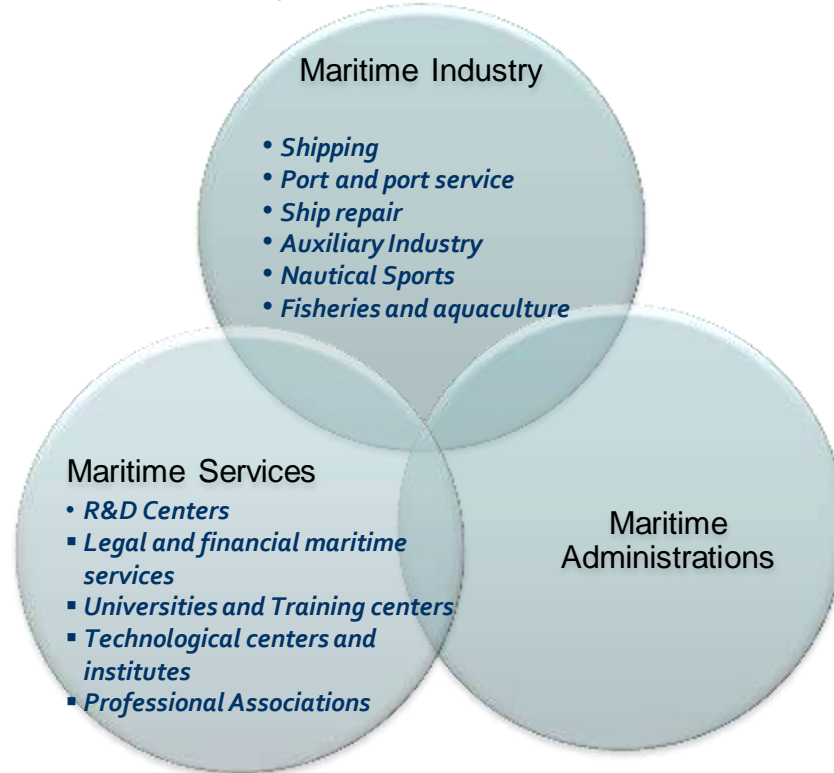
### III. Share

Open and inclusive to all activities related to the canary maritime sector with interests in the development of their goals.

#### 3 Participation levels:

1. Partners
2. Entities Collaborating
3. Collaborators

Triple helix model of collaboration



## Partners:



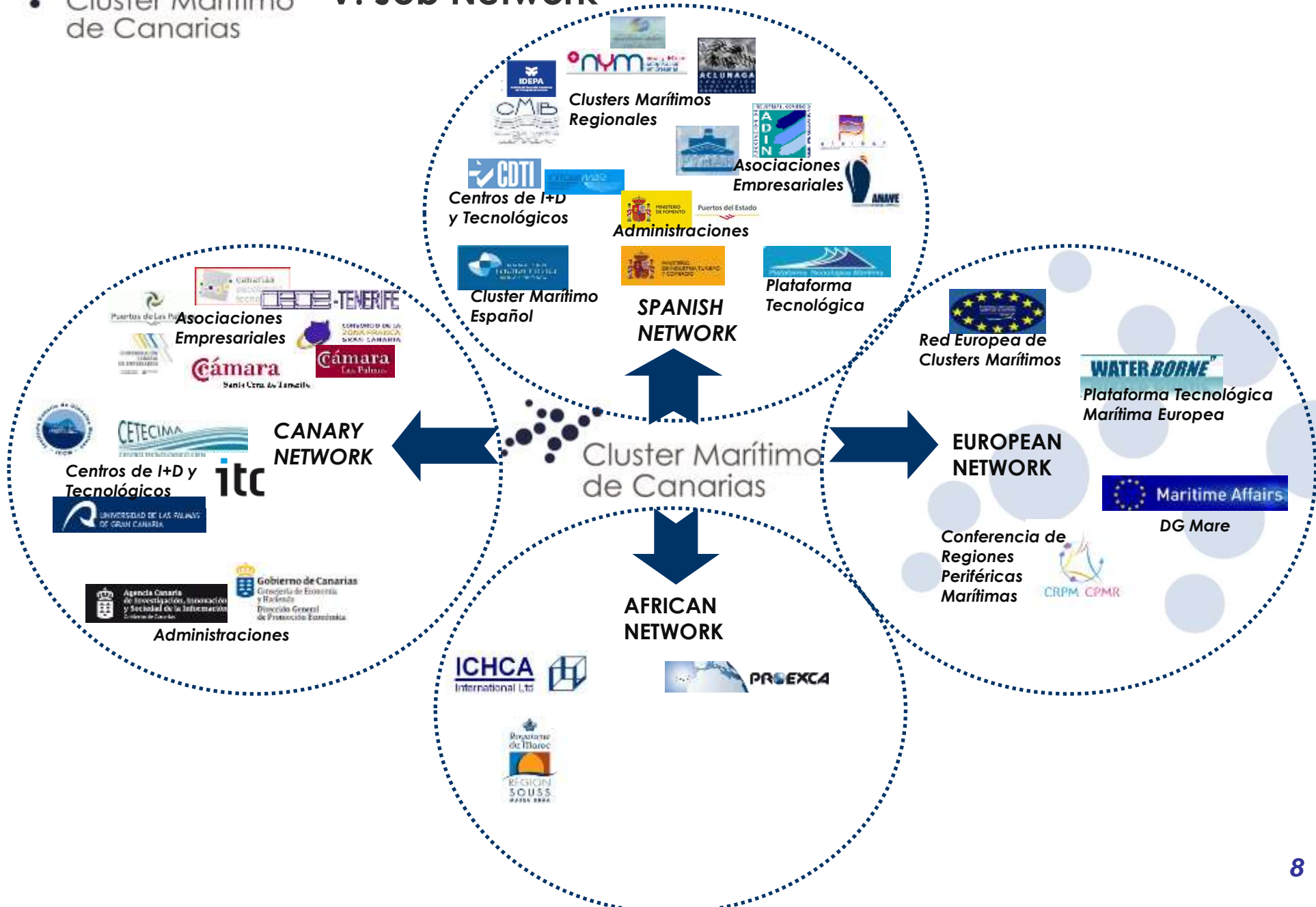
## Partners :



## IV. Organizational model



# V. Job Network





## VI. Activities 2007-2011

### 2007

Feasibility Study and characterization sectoral  
Formalizing the Management Committee: 7 Entities  
Canary Maritime Procluster Convention (CETECIMA/ITC)  
Regionalization: Incorporation of 4 entities to the Management Committee(11)  
Incorporation of the Promoter Group to Spanish Maritime Cluster  
Addition of 5 new entities to the Management Committee(16)  
CMC Response to Green Paper European Maritime Policy

### 2008

CMC Strategic Plan  
Corporate Image  
Constitution: 7 founding partners- Operating Model and Statutes  
Adding two more partners (9)  
Founding member of the Spanish Maritime Cluster (CME) and participation in its  
General Assemblies and Working Groups.  
Paperwork and administrative records.  
Development of the organizational and operational (technical management)

### 2009

Promotion Project (4)  
Formalizing organizational structure – Management  
Surface Treatment System for the hulls of large ships  
•Membership and participation at CME  
•Global Certification (Fedeport and the Port Authority)  
•Participation in trade fairs and forums:  
•Annual Meeting (2009), Canary-Africa Regional Section of the ICHCA, Dakar (Senegal)  
•European Maritime Day, organized by the ICCM  
•International Fair of Cabo Verde, Mindelo (Cabo Verde)  
•SINAVAL Fair 2009, Bilbao  
•Support for the Campus of International Excellence Marine Technologies of ULPGC / ULL Canary Marine Development  
•Incorporation PLOCAN Socioeconomic Committee  
Creation and development of the web [www.clustermc.es](http://www.clustermc.es)

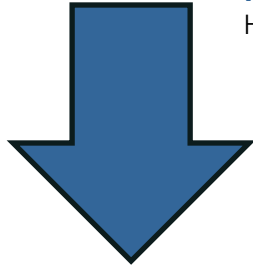
### 2010

Incorporation of 8 partners more.  
**Development of 4 projects promoted**  
Incorporation of the manager  
Participation:  
Biannual World Assembly ICHCA held in Casablanca (Morocco)  
Canary InterCluster Matchday and Canarias/Baleares/Tenerife InterCluster Matchday  
•Congress about Green Ports of Macaronesia, Funchal  
•Canary Hall of the Logistics and Transport, SALT 2010, S/c de Tenerife  
•Novaday, Las Palmas de Gran Canaria  
•Matchday "Maritime sector. Importance and strategies", Madrid  
Development of promotional material  
Organization:  
1ª Matchday "Canary Maritime Day", S/c de Tenerife  
•Meeting CMC/Ocean Advance (St. Johns and Terranova Maritime Cluster, Canada), Las Palmas de Gran Canaria

### 2011

Monitoring: Integrated Maritime Policy and Strategy for the Atlantic  
Participation:  
•Foro Do Mar, Oporto (Portugal)  
•Canary Hall of the Logistics and Transport, SALT 2011, Las Palmas de Gran Canaria  
Promotion Project(4)  
•Formalizing organizational structure of CMC(continuation) – ACIISI  
•Promotion Unit of the Maritime Innovation Projects– ACIISI  
•NETPORT – POCTEFEX  
•QANTARA - POCTEFEX  
Organization:  
•2ª Matchday "Canary Maritime Day", Las Palmas de Gran Canaria  
•International Festival of the Sea FIMAR 2011 and conferences (City of las Palmas de G.C., Port Authority of Las Palmas, FEMEPA y AENAUTICA)  
Technology eNewsletter

## VI. Activities 2012



### Presentation of the act

Hall of the Port Authority of Las Palmas de GC, April 10, 2012



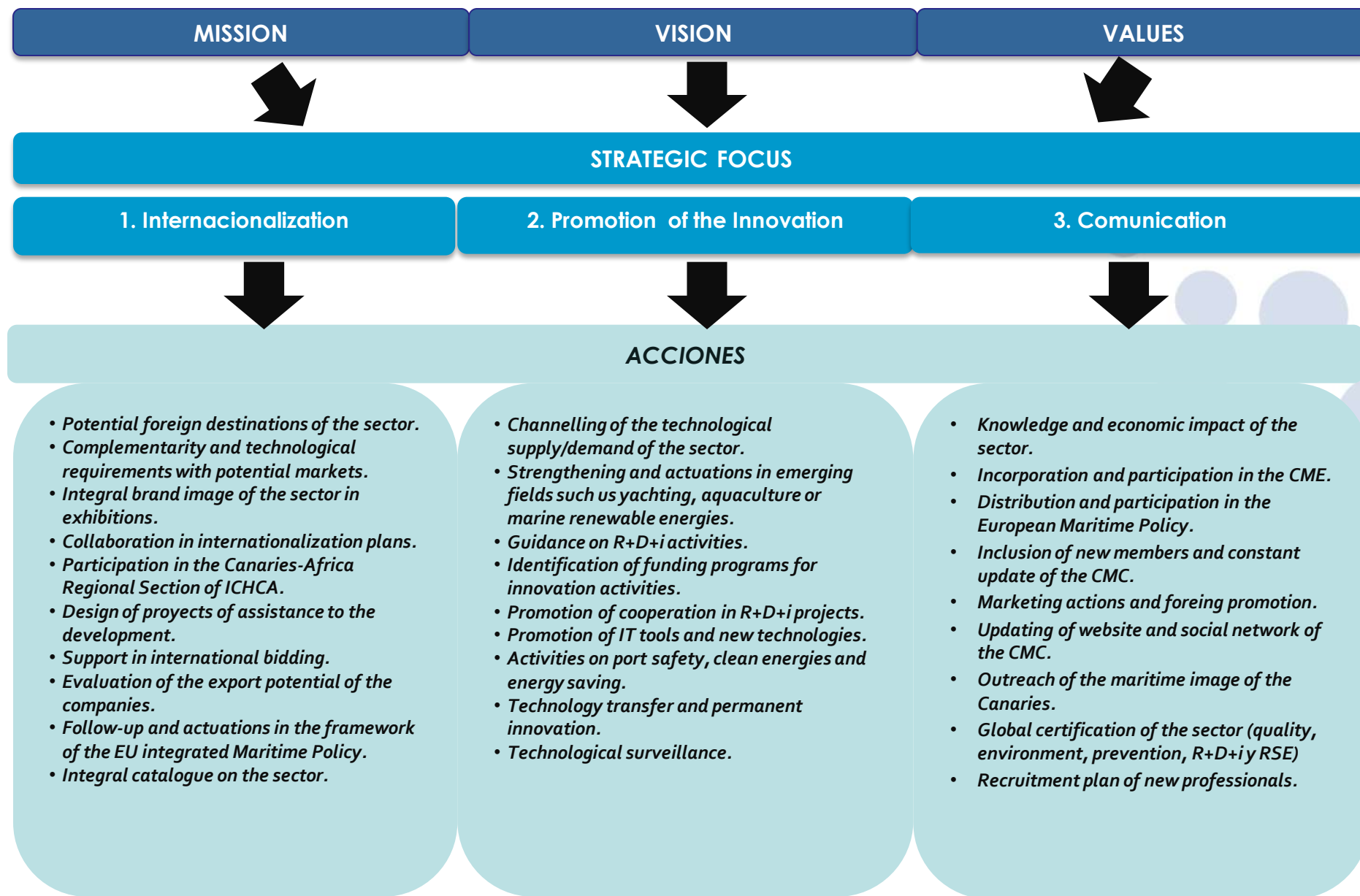
### OBJECTIVE

Identify, present and discuss several initiatives at a meeting that takes place in Gran Canaria (26-27 April). The meeting was the starting

point of a process que tiene como objetivo facilitar el debate, consenso y convergencia de iniciativas y asociaciones. Producirá productos especializados, resultados finales, beneficios y enfoques prácticos para lograr de manera eficiente y construir alianzas apropiadas dentro de la región y con otros actores de la UE e internacionales .



## VII. Plan Estratégico 2012-2016



## VIII. Action Plan 2013

Line	Aim	Specific aims	Actions
Comunicación	<i>Give visibility and show the importance of the regional maritime sector and the CMC as driving role of their innovative activity.</i>	<i>Promote the maritime sector as vehicle of progress for the Canaries.</i>	Press release campaigns. Insular promotion campaign. Canarian Maritime Day 2013.
		<i>Show the importance and economic impact of the regional maritime sector.</i>	Report on socio-economic quantification of the regional maritime sector.
		<i>Be a channel for the information and capabilities of the sector, meeting point for the maritime.</i>	Content of the website. Annual update of the CMC Strategic Plan. Informative and thematic dossiers.
Innovation	<i>Promote innovation and excellence culture in the regional maritime sector.</i>	<i>Guide the efforts on R+D+i of the Canarian universities and transfer their technology to the sector.</i>	Presentations of the CMC with research agents on topics of interest.
		<i>Promote innovative tractor projects which increase the competitive advantage of the sector.</i>	Identification of the technological needs of the sector that might be supplementary to the offers of R+D centers. Spread of promotion tools of existing R+D+I projects beneficial for the sector. Follow-up of current technological projects. Monthly technological electronic newsletter.
Internacional	<i>Exploit opportunities and synergies arising from the different areas of activity due to their geographical position and political-social context.</i>	<i>Create opportunities in the new context of the European Integrated Maritime Policy.</i>	Follow-up of the Atlantic Maritime Strategy. Participation on the Working Group of Contribution to the Atlantic Forum of the Government of the Canaries.
		<i>Promote the Knowledge of foreign markets such as the African, and the own Canarian singularities amongst the companies of the sector.</i>	Participation on the ICHCA Participation on the UE Outermost Regions forums.
		<i>Cooperation with other clusters.</i>	CME/European and Regional Maritime Clusters
Emerging	<i>Exploit business opportunities in the new maritime emerging sectors in the Canaries- Recreational and sport sailing.</i>	<i>Identify and attract other companies, agents and investors both Canarian and foreign so strengthen these niches.</i>	Identification of emerging subsectors as yachting. Sectoral characterization and identification of tractor companies of these sectors. Introduction meetings
		<i>Identify common opportunities of sector developing.</i>	Identification of structural bottlenecks of the nautic sector. Incorporation of these agents to the CMC. Promotion of structural projects which minimize bottlenecks and help to the development of these sectors in the islands.