

GOPA-CARTERMILL



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04 October 2013

INVOICE Nr. 065/2013

**Reference: Specific contract n°12 – SI2.644126 implementing Framework contract
N° MARE/2008/08 –
“FEMIP conference in 2013 in Athens”**

In accordance with Article I.5, Payment Periods of the Framework Service Contract, we herewith request the final payment of € 116.839,44, calculated by subtracting the pre-financing amount of 59.529,03 of the total costs for the specific contract (€ 176.368,47).

Total this invoice: € 116.839,44

(exempted of VAT according to art 42 § 3.3, VAT Code, circulaire n° 2/1989)

Payment should be made into the following bank account:

Beneficiary: **GOPA-Cartermill SA**
Bank: **Commerzbank AG**
Bank address: **Boulevard Louis Schmidt 87 - 1040 Bruxelles - Belgium**
Bank account: **179-6103899-04**
IBAN: **BE10 1796 1038 9904**
BIC code: **COBABEBX**

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SPECIFIC CONTRACT No.12
Implementing Framework Contract No. MARE/2008/08
Ref.: Specific Contract No. SI2.644126
12th FEMIP CONFERENCE
Mediterranean blue economy: enhancing marine and
maritime cooperation
Athens, Greece – 18-19 April 2013

Final report

April 2013

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1. INTRODUCTION

This is the final report for the **12th FEMIP Conference - Mediterranean blue economy: enhancing marine and maritime cooperation**, which took place on 18-19 April 2013 in Athens, Greece. The event was organised jointly by Directorate-General for Maritime Affairs and Fisheries (DG MARE) of the European Commission, the European Investment Bank (EIB) and the International Maritime Organisation (IMO).

The conference gathered together 279 participants including 30 journalists and TV crew representatives. In order to fast the registration process, it was decided by the EIB and DG MARE that press and TV representatives did not need to register on site.

GOPA-Cartermill was in charge of the logistical aspects of the conference on behalf of DG MARE, in cooperation with EIB and IMO. The content of the conference (including speakers' identification) was prepared by DG MARE - Unit Maritime Policy Mediterranean and Black Sea (MARE/D/1), in cooperation with EIB and IMO.

2. EVENT PROGRAMME AND OBJECTIVES

The aim of the Conference was to bring together private and public actors and financing institutions, to enhance marine and maritime cooperation in the Mediterranean region and to identify the elements for the development of the maritime sector in Mediterranean partner countries.

380 participants were initially foreseen to attend the conference, with a maximum of 30 paid participants. According to the effective list of participants, 249 people attended the event, of which 35 were speakers and 13 were paid participants. This number does not include the 30 people from the press and Greek national TV crew who attend the conference. DG MARE and EIB decided that press representative did not have to register onsite to enter the conference venue.

The conference took place on 18 April and 19 April 2013. A high level dinner for selected guests was held on the evening of 18 April. In total 60 people were invited to the dinner.



The final programme of the conference (Annex I) and the effective list of participants (Annex II) are attached to this report.

3. LOGISTICS

GOPA-Cartermill (GC) provided a number of logistical and organisational support services before, during and following the event.

GC was in charge of

- Shortlisting venues
- Booking the conference venue with the appropriate facilities
- Renting the interpretation booths and the equipment needed for interpretation
- Proposing a list of experts and moderators
- Finding local providers such as AV companies, decoration and visual production companies, photographer, catering.
- Sending out the save the dates (by post and emails) and the invitations (also by post and emails)
- Setting of the online registration form and event website
- Handling registrations
- Website promotion
- Hotel group booking
- Organising the transfers for paid participants and speakers
- Preparation and printing of documents: participant list, register of attendance and speaker's guide
- Printing of documents prepared by the DG MARE and EIB: Working documents, press release
- Assembling of participant's pack
- Producing 6 Roll-ups and lectern banner (with the visuals provided by EIB)
- Welcoming and registering participants
- Follow-up tasks
 - Sending thank you emails
 - Uploading ppt presentations and Minister speeches in Conference website
 - Uploading link to selection of pictures of the Conference



- Sending to DG MARE the summary of workshops and conclusion and once approved upload the documents in the Conference website.

EIB took care of

- Visual Identity and lay-out of conference materials including save-the-dates and official invitations
- Hiring and paying the interpreters
- Ordering part of AV equipment: audio and video recording, rental of the 2 return TV-screens and 2 plasma monitors 50" for the foyer.
- Ordering the comfortable armchairs and tables for speakers and ordering sofas for VIP rooms and the speaker's room.
- Production of the banners for either sides of the screen
- Signposting

3.1. VENUE SELECTION

Several venues were shortlisted by GOPA-Cartermill, taking into account the selected dates, the capacity of the venue and its location. MEGARON Athens International Conference Centre (MAICC) was finally selected by DG MARE, EIB and IMO. MEGARON is indeed located in the centre of Athens, and within walking distance from the Hilton hotel where speakers and paid participants were accommodated.

According to the contract, the following rooms were booked at MEGARON:

- Skalkotas Hall (plenary room, in theatre style), with integrated interpretation booths
- 1 secretariat, equipped with a printer, a photocopy machine and a laptop. One technician was available in the secretariat for the duration of the conference.
- 2 VIPs room
- 1 speakers room
- 1 room for the press conference, with 1 interpretation booth

Please note that the press conference was cancelled on the eve of the event. Therefore, it was too late to cancel the booking for the conference room, the interpretation and audio-visual equipment and the permanent coffee station foreseen for this room.



3.1.1 Audio-Visual equipment and Interpretation

Basic audio-visual equipment (screen, beamer, sound system, lights, etc.) was provided by MEGARON, as well as the interpretation booths, and related equipment. Extra equipment was booked partly by GOPA-Cartermill and partly by EIB via an external audio-visual service provider, Papathanasiou Sound & Visual, chosen among a list of four AV companies proposed by MEGARON.

Apart from the extra equipment needed for the plenary room, (2 laptops, switcher, splitters and all necessary cables), GOPA-Cartermill was also in charge of renting the equipment needed for the secretariat room: 1 laptop, 1 photocopier and printer and a technician in this room for both days of the conference.

In addition the EIB took in charge the audio and video recording, the rental of the for 2 return TV-screens, one in front of the lectern, one in front of the speakers, and 2 plasma monitors 50" on floor stands that showed short movies from the EIB. EIB took also charge of hiring and paying the interpreters while GOPA-Cartermill paid for all the equipment needed for interpretation.

Extra furniture for the podium and the VIPs rooms was ordered by EIB via their selected venue decoration provider, named Pro Events.

3.1.2 Venue decoration

As per signed contract, GOPA-Cartermill produced 6 roll-ups to decorate the conference venue. The ready-to-print files for the roll ups were provided by EIB. It was also agreed with DG MARE to replace the production of a speakers' table banner with a lectern banner. The ready-to-print file was provided to GOPA-Cartermill by EIB.

In order to avoid shipping costs, all the visuals for the conference were directly produced by a company based in Greece, chosen by the EIB and named Pro Events.

Signage was not foreseen by MEGARON. Stand-alone signs were therefore ordered by EIB to the same provider and displayed in several areas of the venue to show delegates the way to the rooms.

3.2. ACCOMMODATION

Paid participants were accommodated at the Hilton Hotel.

GOPA-Cartermill booked a total of 56 room-nights for paid participants and the event team. Participants were entitled to a single room for maximum of 2 nights, breakfast



included. Special requests for extra nights were submitted to the EC before approval. Any supplements, such as double room supplement, mini-bar, Internet connection, etc. were directly charged to guests.

Although the hotel cancellation policy, mentioned that it was not possible to release rooms without penalty due to the very short notice, GC managed to have rooms released without penalty. In total, 37 nights were invoiced, 26 for paid participants and 11 for GC team and experts. Please see below corresponding rooming list for paid guests:

Title	First name	Last name	Please indicate your accommodation needs	Paid by
Mr	Abdelbaset	ACHIQ	Single room, 3 nights (17-18-19/04/2013)	2 nights paid by GOPA-cartermill, 1 night to be charged to guest
Mr	Zafer	ALFRAYHAT	Single room, 2 nights (17-18/04/2013)	GOPA-Cartermill
Mr	Ayman	GHONEIM	Single room, 2 nights (17-18/04/2013)	GOPA-Cartermill
Mr	Baris	KALKAVAN	Single room, 3 nights (17-18-19/04/2013)	2 nights paid by GOPA-cartermill, 1 night to be charged to guest
Mr	Mourad	KARBOUA	Single room, 2 nights (18-19/04/2013)	GOPA-Cartermill
Mr	Manal	NADER	Single room, 1 night (18/04/2013)	GOPA-Cartermill
Mr	Ivan	ORLIC	Single room, 2 nights (18-19/04/2013)	GOPA-Cartermill
Mr	Miron	RAPAPORT	Single room, 2 nights (18-19/04/2013)	GOPA-Cartermill
Mr	Admir	SOFTIC	Single room, 2 nights (17-18/04/2013)	GOPA-Cartermill
Mr	Seref	TABAK	Single room, 3 nights (17-18-19/04/2013)	3 nights paid by GOPA-cartermill
Mr	Gazmir	TAHIRI	Single room, 2 nights (17-18 April)	GOPA-Cartermill
Mr	Shelqim	XHAXHIU	Single room, 2 nights (17-18 April)	GOPA-Cartermill
Ms	Liora	ZUCHER LUTVAK	Single room, 4 nights (16-17-18-19/04/2013)	2 nights paid by GOPA-Cartermill, 2 nights to be directly charged to the guest

In addition, hotels located at walking distance from the conference venue were recommended to unpaid participants. A dedicated note was posted on the conference website, with information about group rates available and how to benefit from them.

Speakers' accommodation at Hilton Hotel was organised by the EIB. Speakers' accommodation needs were collected by GOPA-Cartermill via the online registration form and provided to EIB in due time.



3.3. TRAVEL

As per signed contract, paid participants were requested to make their own travel arrangements that would be reimbursed after the event, on the basis of the filled in and signed travel reimbursement form and original invoices and tickets.

EIB was in charge of speakers' travel arrangements.

First name	Last name	Country	Attend ance	Original Ticket Price	Orig. Currency	Exchange Rate (inforeuro)	Ticket price in €	Expenses claimed	Incl. Expenses	Info complete	To be paid	Comments
Mohammad Suleiman	El-Dalabieh	Jordan	YES	450	JD	0,91(April)	494,50 €	483,00 €	0,00 €	YES	483,00 €	discrepancy in exchange rate (has calculated by pax as if May Rate)
Llora	Zucker Lutvak	Israel	YES	277,66	EUR		277,66 €	277,66 €	0,00 €	YES	277,66 €	
Miron	Rapaport	Israel	YES	297,75	EUR		297,75 €	297,75 €	0,00 €	YES	297,75 €	
Ivan	Orlic	Bosnia and Herzegovina	YES	1100,50K.M	BAM	1,9558 (April)	561,80 €	562,70 €	0,00 €	YES	562,70 €	Small discrepancy in exchange rate
Zafer Mohammed	Al Frayhat	Jordan	YES	580	JD	0,91(April)	622,22 €	900,82 €	277,98 €	YES	602,34 €	Incl. Expenses: Asked for local transportation reimbursement, for food reimbursement, for health certificate and schengen Visa reimbursement
Seref	Tabak	Turkey	YES	998,04	TRY	2,3212 (April)	429,10 €	429,1	5,58 €	YES	429,10 €	
Manal	Nader	Lebanon	YES	594,37	USD	1,2805	464,17 €	583,24 €	119,07 €	YES	464,17 €	Incl. Expenses: Asked for local taxi reimbursement, for food reimbursement, for Internet connection
Gazmir	Tahiri	Albania	YES	236,65	EUR		236,65 €	236,65 €	236,65 €	YES	236,65 €	
Shkelqim	Xhaxhiu	Albania	YES	295	EUR		295,00 €	295,00 €	295,00 €	YES	295,00 €	
Baris	Kalkavan	Turkey	YES	800	TRY	0,4308	342,00 €	344,649	0,00 €	YES	344,649	Small discrepancy in exchange rate
Ayman	Ghoneim	Egypt	YES	5772	EGP	8,9	648,53 €	648,53 €	0,00 €	NO	648,53 €	Original of Boarding passes missing. Accompanying letter from participant declaration.
Abdelbaset	ACHIQ	Morocco	YES							NO		2 Reminders sent by email asking for the documents. On 27th May and 4th June 2013. Dead line of 12 June to receive the original documents. Asked also to send them by email.
Mourad	KARBOUA	Algeria	YES							NO		2 Reminders sent by email asking for the documents. On 27th May and 4th June 2013. Dead line of 12 June to receive the original documents. Asked also to send them by email.

3.4. MANAGEMENT OF INVITATION AND REGISTRATION PROCESSES

GOPA-Cartermill was in charge of the invitation of paid participants and attendees and of the registration process. Speakers were directly invited by EIB, EC and IMO.



A **"Save-the-date"** email campaign was carried out on 11 February 2013. Individual "Save-the-date" emails were sent during the rest of February 2013 to additional people. Over 4200 emails were sent out to announce the 12th FEMIP Conference. The text of email was provided to GOPA-Cartermill by the EIB. A draft version of the agenda was attached to the emails.

851 "Save-the-date" were sent by postal mailing to selected people. The postal mailing was achieved on 28 February 2013. The sending included the "Save-the-date" message and a draft agenda. The production of a draft agenda was not foreseen. A save the date message was printed together with a 2 pages A5 format draft agenda. GOPA-Cartermill agreed to produce the A5 draft agenda that accompanied the save the date message but didn't charge for the production of this extra item.

837 invitations were also sent via regular mail to selected people, upon the basis of the save the date list after 14 recipients had to be removed from the original list. The postal mailing of invitations was achieved on 31 March. 678 invitations and draft programmes were sent in English and 159 in French. Although it was not foreseen in the initial budget, it was decided shortly before sending the invitations that the invitations and programmes will be printed in two languages French and English and sent in English or French depending on the country of destination. To cover the extra cost of the two language print GOPA-Cartermill charged 0.5 additional days to the budget line for printing the invitations and programmes.

An **online registration page** was set-up by GOPA-Cartermill event team. The registrations fields were submitted to DG MARE, EIB and IMO for approval, before the registration page went live. Several registration tests were carried out by GOPA-Cartermill event team, DG MARE, EIB and IMO, before the website was activated.

Three registration codes were created, to give access to the registration page to invited people, according to their category (Invitees, Attendees and Speakers). The link towards the online registration page and the registration code were inserted into the official invitation text attached to the invitation email, according to the specific category to which the person belonged. The codes were submitted to DG MARE, EIB and IMO for approval. The registration web-page went live on 04 March 2013.

A dedicated email address (12thFEMIPconference@gopa-cartermill.com) was set-up, to deal with all communications with participants.



The **invitation process** was launched on 05 March 2013. A first reminder was sent on 19 March 2013, while the second one was sent on 02 April. The text of the invitation email was provided to GOPA-Cartermill by EIB. Draft programmes in English and French included were attached to the invitation email. The invitation for paid participants also included a logistical annex in English and French, with detailed practical information on travel and accommodation arrangements. EIB, DG MARE and IMO were in charge of managing speakers' invitation process.

Upon registration, each participant received an automatic **confirmation email**. Registration statuses were regularly sent to the client, in order to provide an updated overview of the number of registered people and take consequent actions.

In order to **promote the conference** amongst relevant audiences, a list of 82 relevant websites was set up and contacts by email were performed by GOPA-Cartermill, to promote the 12th FEMIP Conference. A contact list for the web announcements was submitted to GOPA-Cartermill by the EIB and a second one by DG MARE. The web sites selected targeted the FEMIP countries as well as European and conference topic related Medias. A first promotional email draft by GOPA-Cartermill and revised and approved by EIB was sent by GOPA-Cartermill on 25 February 2013. A reminder was sent out on 20 March 2013.

No official registration deadline was set. As mentioned in the invitation text, people were invited to register preferably before 05 April. The registration page was closed on 15 April 2013. In total, 248 people registered online. Some speakers and VIPs were manually added to the final list of participants, prior to the event.

72 people registered on-site, at least five of them had already registered on-line. Around 30 people from the press and Greek national TV crew also attend the conference. DG MARE, EIB and IMO decided that press representative did not have to register onsite to enter the conference venue.

Category	Quantity	Comments
Speakers	35	
Paid pax	13	
Participants	201	
Press	30	
Total effective participation	279	



3.5. CONFERENCE MATERIALS

The following materials were produced for the conference:

Item	Quantity ordered	Comments	Produced by
"Save the date" and programme leaflet	850 each	Ready to print file provided by EIB Save the date: A5 format; full colours; 250gr paper. Programme: A5 format; full colours; 250gr R/V	GC
A4 thick paper "invitation" A3 folded draft programme	700 each in English + 200 each in French	Ready to print file provided by EIB Invitation: A4 format: full colours; 150gr paper Programme: A3 folded into A4 landscape; full colours; 200 gr paper	GC
A4 folder - For conference packs	380	In French and English	EIB
Note Pad	380	In French and English	EIB
Badges	350	248 registered participants, 72 of on-site registrants and 30 blanks for press	GC
Name plates	37	In colour, personalised with visual of the conference.	GC
Programme	380	In French and English, Because of last minute changes it was produced by EIB and carried in EIB team's suitcases	EIB
List of Participants	350	Cover page in colours and rest in B/W, 1 staple, +/- 20 pages. Visual identity and layout provided by EIB	GC
List of Participants Addendum	350	Cover page in colours and rest in B/W, 1 staple, +/- 5 pages	GC
Register of attendance	1	For speakers, participants and on-site registrations	GC
Working document	250 English + 100 French	15 pages; R/V; cover in colours - provided ready to print by EIB and DG MARE	GC
Speakers' guide	350	Facebook of speakers and ministers: this document included for each speaker a colour picture, name, function and organisation. The pictures were displayed in chronological order (according to the programme) and by alphabetical order. Visual identity provided by EIB. CVs provided by DG MARE, EIB and IMO.	GC
Roll-ups	6	Visual identity and lay-out provided by EIB	GC
Lectern Banner	1	Visual identity and lay-out provided by EIB Produced in Athens by the company Pro-Event	GC
Banner for each side of the screen	2	Produced in Athens by the company Pro-Event	EIB
Phone lists	10	For internal use during the event	GC
Menu cards	20	Format A5 for dinner on 18.04.2013	GC
Cards with names	8	For ministers (same format as the badges)	GC

**The conference packs:**

The folders for the conference packs were provided by EIB. They included the following:

1. Programme
2. List of participants & addendum
3. Speakers' Guide
4. Joint working document
5. Fiche FEMIP Transport
6. FEMIP for the Mediterranean
7. Conference feedback form
8. Bloc note
9. Pen

The conference packs were available in both English and French.

The conference packs were compiled on the eve of the event by the two hostesses hired for this purpose, with the help of GOPA-Cartermill's event team.

Press releases:

Press releases were printed on site on the eve and the morning of the event. They were printed in Arabic, English, French and Greek.

Shipment of the materials to Athens

GOPA-Cartermill was in charge of shipping the conference materials to Athens. In order to reduce the costs, meet production deadlines and reduce CO₂ footprint, some conference items, such as the roll ups and the lectern banner, were directly produced in Greece. Lists of participants, addendum to the list of participants, badges, speakers' desk names speakers' guide and background documents were produced and printed in Brussels and then shipped to Athens.

3.6. NOTE TAKERS

Three CFP experts from COFAD were selected by the client. Their role was to attend the plenary sessions of the conference and to prepare the minutes, summarising presentations, debates and conclusions. The experts sent their reports to GOPA-Cartermill on 16th May and there were immediately transferred to DG MARE's Policy officer for the conference. The reports were forwarded by DG MARE to the IMO and the



EIB for comments and approval. After various sets of corrections the documents were all approved on the 21st June.

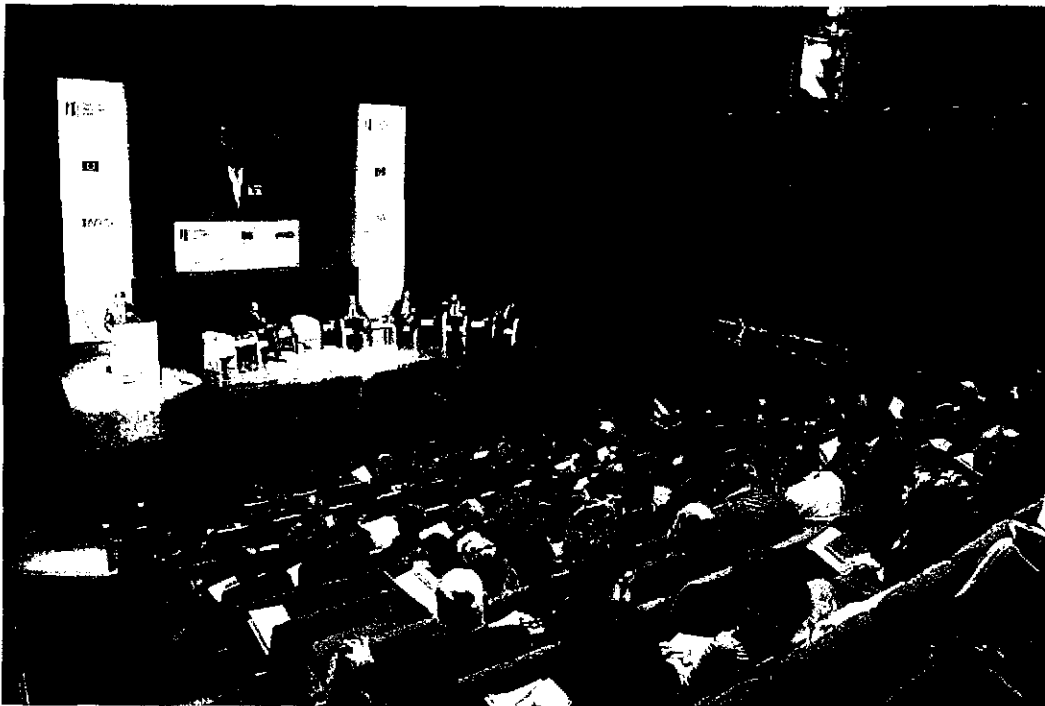
3.7. MODERATOR

One moderator was hired by COFAD for the role of master of ceremonies. As requested, 3 CVs were originally submitted to DG MARE, EIB and IMO by COFAD. However, none of the pre-selected persons was selected by the client. Mr Pavlos Tsimas, a Greek journalist selected by DG MARE, was finally hired for this job.

3.8. PHOTOGRAPHER

A photographer was hired by GOPA-Cartermill to cover the event. A first selection of the pictures of the first day was made available on 18 April and delivered to the client.

A USB Key with all the pictures was provided to DG MARE, EIB and IMO on the days after the conference together with the audio recording of the conference. Also a final selection comprising of 70 pictures were sent to the client.



Main conference room: Skalkotas Hall



From left to right: European Commissioner, Maria Damanaki, Greek Prime Minister, Antonis Samaras and EIB Vice-President, Philippe de Fontaine Vive

3.9. *ONSITE MANAGEMENT*

Two hostesses were hired by GOPA-Cartermill on 17 April, to compile the conference packs. 380 conference packs were compiled on 17th April with the help of GOPA-Cartermill's team and EIB team. 280 had documents in English and 100 in French approximately.

Eight hostesses were provided for the duration of the event. Under the supervision of GOPA-Cartermill event team, the hostesses took care of the registration process, manned the cloakroom, distributed the headsets, handled the microphones during Q&A time and provided assistance to participants'.

The registration desks were arranged in the registration area, just after the entrance of suite 2. Desks were organised by alphabetical order of the last name. Specific desks for on-site registration and speakers and press were also arranged in the registration area. Overall, the registration process went smoothly and was dealt with efficiency. On-site registration for non-registered participants went also smoothly. Non-registered participants were then added to the effective list of participants.

Mantling and dismantling of the material, as well as shipment of the remaining conference materials was organised by GOPA-Cartermill event team. The 6 roll-ups



produced by GOPA-Cartermill where shipped back to the EIB in Luxembourg. GOPA-Cartermill's event coordinator had to stay at the venue until DHL arrived to make sure the shipment back to the EIB was correctly done. The remaining EC brochures and leaflets were collected by the EC delegation in Athens, as agreed with the client.

3.10. CATERING

The following was organised by GOPA-Cartermill:

- Buffet welcome lunch on 18 April, for 300 people
- Coffee break on 18 April, for 300 people
- Welcome coffee on 19 April, for 300 people
- Coffee break on 19 April, for 300 people
- Buffet lunch on 19 April, for 300 people
- Permanent coffee stations for the 5 break out rooms

A high-level dinner for 60 selected guests was also organised by GOPA-Cartermill at Dyonisos by the Acropolis Restaurant. The menu of the dinner for submitted to DG MARE for approval before the conference.

3.11. TRANSFER

The budget foreseen for the transports/Pick up's of speakers and paid participants was of 15€ per unit. GOPA-Cartermill agreed to arrange and coordinate with a local transportation company, individual transfers for paid participants and speakers.

It was agreed with DG MARE and the EIB that transfers organised for speakers will be invoiced by the transportation company to the EIB. Transfers organised for Paid guests were paid by GOPA-Cartermill. Ten paid guests were welcomed at the airport and driven to the Hilton hotel, a transfer was also organise for them from the hotel to the airport.

Title	Last name	First name	Date of Transfer
Ms	ZUCHER LUTVAK	Liora	16-04
Mr	XHAXHIU	Shelqim	17-04
Mr	TAHIRI	Gazmir	17-04
Mr	GHONEIM	Ayman	17-04
Mr	KALKAVAN	Baris	17-04
Mr	ALFRAYHAT	Zafer	17-04
Mr	ABDELBASET	Achiq	17-avr



Mr	RAPAPORT	Miron	18-04
Mr	NADER	Manal	18-04
Mr	ORLIC	Ivan	18-04
Mr	ALFRAYHAT	Zafer	19-04
Mr	XHAXHIU	Shelqim	19-04
Mr	TAHIRI	Gazmir	19-04
Mr	NADER	Manal	19-04
Mr	ORLIC	Ivan	20-avr
Mr	TABAK	Serek	20-avr
Mr	RAPAPORT	Miron	20-avr
Ms	ZUCHER LUTVAK	Liora	20-avr

3.12. FOLLOW-UP ACTIVITIES

All the presentations and audio recordings were collected by GOPA-Cartermill team right after the event.

On 25 April, the **travel reimbursement form** was sent by email to all entitled participants. The email contained all relevant information on to procedure to be followed to get the reimbursement. This information was also explained in details on the logistical annex that was sent to paid invitees.

The **effective list of participants** and the **signed register of attendance** were sent to DG MARE on 25 April. Following the request of DG MARE, EIB and IMO, the effective list of participants was uploaded into the event website, along with the majority of the speaker's presentations after they expressed their agreement for publishing their presentation. When available the Ministers speeches were also uploaded on the event webpage together with the press releases.

A **"Thank You" email** was sent to effective participants, on 25 April. The text of the email was approved by the client and included a link towards the event webpage.



The **minutes and conclusions of every session** were drafted in English by the CFP experts and were sent to DG MARE on 16th May. The minutes summarised the presentations and debates. The minutes for the opening and closing sessions were sent to DG MARE on Thursday 6th June. The conference proceedings were approved on the 21st June and upload on the conference website on 25th June.

A selection of **the pictures** taken at the event was submitted to the client for approval and then uploaded into the conference website on 27 May 2013.

GOPA-Cartermill did not take in charge of the evaluations. It was the EIB that took care of it, distributing the evaluation forms to the participants and collecting the forms at the conference closing.

4. EXPECTED OUTPUTS & DEGREE OF ACHIEVEMENT

Indicator	Target	Result
No. of participants	380 of which:	279 of which :
No. of speakers	35	35
No. of paid participants	30	13
No. of press representatives		30

During the course of the contract, the following actions were taken:

Tasks	Timing (year 2013)
Set up the event webpage, specific email address and online registration module (including visual elements)	January - February
Save-the-date campaigns	February
Online invitation and registration process	From 5 March to 15 April
Preparation and print conference materials and visuals, hiring hostesses, selecting catering, etc.	From end of January to mid-April
Shipment of conference materials: Participants' lists, Speaker's guide, working document, badges, desk names.	12 April
Print updated version of the list of participants	10 April
Print Addendum of the list of participants	15 April
Assemble materials in folders	17 April
Mantling conference visuals at the venue	17 April
Official dinner for speakers and other selected guests	18 April
Onsite registration of participants and onsite management	18 and 19 April
Dismantling conference visuals and prepare 6 roll-ups to be shipped back to Luxembourg (EIB)	19 April
Collecting final speakers' PPT presentations	18 and 19 April



Upload relevant documents onto event webpage
Send "thank you" email to participant
Provide DG MARE with the first draft of the minutes

Minutes approved by DG MARE

From 22 April to 25 June
25 April

16 May & 6 June (for
opening and closing
remarks)

21 June



5. ANNEXES

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ANNEX I:

Conference programme



12th FEMIP Conference

Thursday 18 and Friday 19 April 2013

Megaron Athens International Conference Centre

European Investment Bank • European Investment Bank • European Investment Bank • European Investment Bank • European Investment Bank • European Investment Bank • European Investment Bank



Mediterranean blue economy: enhancing marine and maritime cooperation

Programme

The Conference will be chaired by
Pavlos A. Tsimas, Journalist

Thursday 18 April 2013

- 11.45** **Registration and welcome lunch**
- 12.45–14.00** **Opening remarks**
- **Antonis Samaras***, Prime Minister of Greece
 - **Philippe de Fontaine Vive**, Vice-President of the European Investment Bank
 - **Andrew Winbow**, Assistant Secretary-General of the International Maritime Organization
 - **Maria Damanaki**, European Commissioner for Maritime Affairs and Fisheries
- 14.00–15.30** **Marine and maritime cooperation – Ministerial perspectives on the Mediterranean**
- **Aziz Rabbah**, Moroccan Minister for Equipment and Transport
 - **Tasos Mitsopoulos**, Cypriot Minister for Communications and Works
 - **Ali Zedan Abu Zuhri**, Palestinian Minister for Transport
 - **Zdenko Antešić**, Croatian Deputy Minister for Maritime affairs, Transport and Infrastructure
 - **Sokol Ollidashi**, Albanian Minister for Public Works and Transport
 - **Kristian Krastev**, Bulgarian Minister for Transport, Information Technology and Communications
 - **Kostis Moussouroulis***, Greek Minister for Shipping and the Aegean Sea
- 15.30–16.00** **Coffee break**
- 16.00–17.30** **Roundtable 1: Starting-up maritime clusters and promoting networking across training institutes**
- Moderator: **Monique Pariat**, Director for the Mediterranean and Black Sea, Directorate-General for Maritime Affairs and Fisheries, European Commission
- Keynote speaker: **John C. Lyras**, Member of the Union of Greek Shipowners' Board of Directors
- Panellists:
 - **Ismail Abdel Ghaffar**, President of the Arab Academy for Science, Technology and Maritime Transport, Egypt
 - **Iolanda Piedra**, President of the Maritime Cluster of the Balearic islands
 - **Zacharias Siokouros**, Head of the Maritime Institute of Eastern Mediterranean, Cyprus
 - **Francis Vallat**, Chairman of the European Network of Maritime Clusters

Questions & Answers

Industry and employers' representatives, civil society, academia, and training institutes could be more engaged in the overall governance of marine and maritime activities in the region. Maritime clusters are useful platforms for multi-stakeholder involvement. Networking across training institutes may be conducive to improved career attractiveness through better matching of training offers to the needs of the sector and more harmonised training approaches in the region.

** to be confirmed*

Friday 19 April 2013

8.30 Welcome coffee and registration

9.30–11.00 Roundtable 2: Bridging the gap towards effective safety and surveillance

Moderator: **Ashok Mahapatra**, Senior Deputy Director, International Maritime Organization (IMO)

Keynote speaker: **Markku Mylly**, Executive Director, European Maritime Safety Agency (EMSA)

Panellists:

- **John Erik Hagen**, Regional Director, Norwegian Coastal Administration
- **Omar Hassein**, Vessel Traffic Services (VTS), Tangiers, Morocco
- **Frédéric Hébert**, Director, The Regional Marine Pollution Emergency Response Centre for the Mediterranean Sea (REMPEC)
- **Jean Laporte**, Hydrographic and Oceanographic Service of the French Navy (SHOM)
- **Kees Polderman**, Former Chairman of the International Maritime Organization (IMO) Sub-Committee on Safety of Navigation

11.00–11.30 Coffee break

11.30–13.00 Roundtable 3: Addressing synergies across projects and opportunities for development and investments

Moderator: **Luca Lazzaroli**, Director, South East Europe Department, European Investment Bank

Keynote speaker: **Ahmed El Wakil**, President of the Federation of Egyptian Chambers of Commerce (FEDCOC)

Panellists:

- **Marc Abeille**, Team Leader, Project on Integrated Maritime Policy in the Mediterranean (IMP-MED), European Neighbourhood Policy Instrument - South Programme
- **Hicham N'Hammoucha**, Director of Marine Trade, Ministry of Equipment and Transport, Morocco
- **Paul Kyprianou**, Director of External Affairs, Grimaldi Group
- **Frédéric Ottavy**, Chief Executive Officer, InfraMed
- **Flavia Palanza**, Director of the Facility for Euro-Mediterranean Investment and Partnership, European Investment Bank

13.00

Closing remarks

- **Frédéric Cuvillier**, French Minister responsible for Transport, the Sea and Fisheries, attached to the Minister of Ecology, Sustainable Development and Energy
- **Yigit Alpogan**, Deputy Secretary-General, Secretariat of the Union for the Mediterranean
- **Michael Köhler**, Director for Neighbourhood, Directorate General for Development and Cooperation, European Commission
- **Kostis Moussouroulis**, Greek Minister for Shipping and the Aegean Sea
- **Philippe de Fontaine Vive**, Vice-President of the European Investment Bank

Closing lunch

The trends and forecasts for the coming years show a constant increase in shipping activity in the region. Substantial steps have been taken by some Mediterranean partner countries in the ratification of key IMO conventions and their enforcement through Flag and Port State control. However, this is a long-term task and assistance is still required. Networking of physically-defined navigation routes and Traffic Separation Schemes could help ensuring a safer and more secure navigation. Additionally, effective enforcement and respect of the applicable rules need to be guaranteed. This becomes all the more relevant when preventing or fighting threats, illegal activities and major accidents at sea. Authorities carrying out coast guard functions in the Mediterranean are key actors in this regard.

There is a need to improve synergies across different initiatives and projects. A one-stop-shop for marine and maritime information, in the form of a Virtual Knowledge Centre, could provide an easily-accessible and common umbrella. Efforts are needed to ensure consistency across current and future projects and stimulate ideas for projects that could support job creation, security and safety, blue growth and the leveraging of private sector participation.

ANNEX III:
Conference Proceedings

12th FEMIP Conference
**“MEDITERRANEAN BLUE ECONOMY:
ENHANCING MARINE AND MARITIME COOPERATION”**

Athens, 18 - 19 April 2013

Opening session

Opening remarks

Panel

Mr Pavlos TSIMAS, journalist and moderator, welcomed the participants to the 12th “Facility for Euro-Mediterranean Investment and Partnership” (FEMIP) Conference, dedicated to the Mediterranean Blue Economy. Mr Tsimas then called the Greek Prime Minister Mr Samaras on the floor for the opening speech.

Mr Antonis SAMARAS, Prime Minister of Greece, opened his speech by stating that the Mediterranean Sea is not a common sea, but the area where at least 10 civilisations were born and prospered. Today, its coasts host numerous nations and its relatively small size enables them to cooperate and communicate easily. Moreover, the Mediterranean Sea provides great opportunities for the nations’ wealth, prosperity and expeditions. According to Mr Samaras, the Mediterranean Sea (where Odysseus from the Greek and Sevox from the Arabic mythologies wandered) may be seen at the same time as a border and a limit; a border in need of strong and collective defence and a limit to overcome. After all, the Mediterranean nations throughout the course of history developed and created civilisations (art, speech, history, etc.) by defending the Mediterranean borders and overcoming its limits.

The Mediterranean Sea is Europe’s most crucial sea border for three main reasons: First, as it needs to be protected from external threats found in the South Mediterranean. Numerous immigrants aiming to forward themselves in Europe mainly due to the radical and historical changes witnessed nowadays in the South Mediterranean coasts. Second, as Europe’s energy supply is at large dependent on the sufficient energy resources found in the South Mediterranean. As such, the Mediterranean Sea will play a critical role in Europe’s safety, supply of energy and differentiation of energy resources. Third, as the European Union - possessing sufficient power on a worldwide basis- needs to sustain good relationships with its neighbours and affect them positively. Such practices demonstrate EU’s power, have to be primary pursued in Southern Mediterranean neighbours and contribute decisively to Europe’s international image, foreign relationships and political power on a worldwide basis.

After this, Mr Samaras focused on Greece and its role in the Mediterranean region. Greece holds an extremely crucial geographical position, where East meets West and in Europe’s borders with two continents, namely Asia and Africa. Greece is also located close to main trade routes (east to west and north to south trade routes). In more detail, the Mediterranean Sea connects the Northern European countries with its main trading counterparts found in Asia, Persian Gulf, Indian Ocean and Africa. As such, Greece is literally Europe’s gateway to half of the entire world and Central Europe’s gateway to at least 50% of the main trade routes. Yet, both Greece and Europe do not fully exploit this significant advantage and Mr Samaras called for immediate actions. He referred specifically to Greek ports, potential navigational routes and fisheries and aquaculture as sectors that still remain largely underdeveloped.

Mr Samaras remarked that Greece is not the only European country with significant geographical advantages in the Mediterranean Sea, but also the roles of both Malta and

Cyprus are of extreme importance as well. In this vein, there is a need to pursue and set up a sea connection between Greece, Malta and Cyprus in various respects. This will enable the exploitation of significant emerging opportunities such as for example the connection of the respective Exclusive Economic Zones (EEZ) and the utilisation of the energy resources found in the area. These resources will enable Europe to become self-sufficient in terms of energy consumption. Notably, the declaration of EEZ falls within the jurisdiction of individual countries, yet the EU may encourage, support and facilitate its members towards a more rapid and safe declaration.

In the past, individual EU countries have been confronted with numerous and major conflicts. Mr Samaras noted that, today, the Member States (MS) should emphasise more on common goals and objectives and pursue an active collaboration and the identification of potential synergies.

Mr Samaras then highlighted the interrelation and importance of terms such as democracy, freedom and sea power by using popular quotations of Thucydides, Pericles and Alfred Thayer Mahan. Finally, he noted that the Mediterranean Sea should be seen not only as a limit and a border but also as a bridge connecting the Mediterranean countries and civilisations with the entire world.

After the Prime Minister's contribution, **Mr Tsimas** emphasised that the central point of Mr Samaras' speech is the interrelation between sea and freedom. After all, the key message of the FEMIP conference is to identify and fully understand the interrelations between freedom, peace and sustainable development in the Mediterranean region. Then Mr Tsimas called Mr Philippe de Fontaine Vive on the floor.

Mr Philippe DE FONTAINE VIVE, Vice-President of the European Investment Bank (EIB), thanked the Greek Prime Minister, the Commissioner and the ministers for their presence. He also welcomed with great pleasure the audience at the 12th FEMIP Conference on behalf of the EIB, the International Maritime Association (IMO) and the European Commission (EC).

Mr de Fontaine Vive opened his speech with a reference on the archaeological myth explaining that Athens was named after a legendary contest between the gods Poseidon and Athena. Athena symbolised wisdom and philosophy while Poseidon symbolised maritime trade and wealth.

Mr de Fontaine Vive stated that, within the context of the present severe European economic and financial crisis, he is totally convinced on the need to consider the Mediterranean Sea as a source of wealth and prosperity. A vital question that needs to be answered during the 12th FEMIP Conference is how the Greek and the Mediterranean economies can be re-boostered as soon as possible and as effectively as possible. A profound answer is to invest in the blue economy. After all, the need to define a common vision for the future is nowadays more intense than ever, mainly due to the on-going financial crisis. In those difficult times there is also a need to collectively identify opportunities aiming to reverse the current state of affairs, invest in drivers of growth and transform the Euro-Mediterranean region into a more competitive and economically attractive area. In this context, the blue economy provides great opportunities for development and is hence considered as a profound priority for intensified investments.

Then Mr de Fontaine Vive presented some indicative quantitative measures to further support his views. The Mediterranean maritime economy is currently on an upward trend. About 30% of the global seaborne trade by volume and a quarter of the worldwide seaborne traffic are handled in more than 450 Mediterranean ports and terminals. More than 150 million inhabitants are located in the Mediterranean coasts and the figure is doubled during the touristic periods. Moreover, during the last 10 years the Mediterranean Sea is constantly increasing its importance for the global maritime economy. For instance, the growth of the Far East – Mediterranean container volumes between 2002-2012 was more than 14%

compared to about 7% for the Far East – Northern European routes. For the same period, the US – Mediterranean container volumes increased at a rate of 5% while the US – Northern European volumes were limited to a 2.4% growth. Furthermore, the capacity of the Mediterranean ports is expected to grow by 6% in the forthcoming 10 years. As such, there are clearly great opportunities for investments in the region, not only in the transport sector but also in other industries as well such as energy, fisheries and obviously tourism.

The importance of the maritime tourism for the economies of the Mediterranean coastal states is significant and should not be neglected. The Mediterranean cruise tourism accounts for approximately 25% of the global cruise market share. However, retaining and even intensifying the region's competitiveness against other cruise routes requires sufficient investments in ports and maritime infrastructures focused on marine leisure and recreation.

Sufficient investments are also needed in the Mediterranean region, as approximately 80% of the European transportation activities are taking place in Northern Europe. Mr de Fontaine Vive highlighted some indicative barriers which restrain the further development of the Mediterranean transportation activities. The first barrier is the extended and efficient multimodal transport infrastructures of North European ports, enabling the intensified use of inland waterways and rail for the movement of goods in the hinterland. In Southern Europe there is a great need to strengthen the use of rail for moving goods to and from ports. Another major barrier is the Alpine crossing, which increases the South European countries' cost of road transportation in comparison to the North European ones. Furthermore, investments in port infrastructures are also essential to enable the handling of bigger container vessels in Southern European ports (along with investments across the whole value chain of the maritime economy).

For all the aforementioned reasons the EIB, in cooperation with Commissioner Damanaki, realised (March 2011) the need to cooperate with the IMO. Athens is considered as the ideal place for establishing the active cooperation between the three organisations towards a common vision in three main areas of interest: training, safety and investments. Mr de Fontaine Vive underlined that the EIB will actively support the Greek and the Mediterranean maritime sectors. After all, the maritime sector is the second largest sector for the EIB in the Mediterranean Sea and opportunities for investments and cooperation will be actively supported. Investments could also expand in software development such as the “Maritime and Land Highways¹” initiative (supported by the Union for the Mediterranean (UfM)). It is believed that such initiatives will restore growth and not least create new opportunities for growth. Finally, Mr de Fontaine Vive called the audience to actively contribute and participate in the conference.

The following speaker, **Mr Andrew WINBOW**, Assistant Secretary-General of the International Maritime Organization (IMO), expressed his pleasure to be present at the 12th FEMIP Conference, which builds on the feasibility study² on improved cooperation in the Mediterranean between the States in the region and the organisations. He also thanked for the opportunity given to IMO to contribute to the activities underway and planned, and to work with both the European Investment Bank and the European Commission to further develop the capabilities and capacities of IMO Member States in the region to the benefit of all concerned.

Addressing the organisations present and their activities, which aim to bring together different industries and nationalities, Mr Winbow highlighted the importance of working together, such that the sum of the combined actions exceeds the sum of every individual effort. By effectively working together – be it through financing infrastructure or equipment,

¹ The initiative, aimed at facilitating flows of goods and people on land and sea, has taken over the work already started by the EuroMed Transport Forum. This includes the connection of ports, the creation of coastal motorways and the modernisation of the trans-regional transport axis.

² *Feasibility Study for the Mediterranean Sea Maritime Development Cooperation*, EIB. Executive summary of the Final Report (16.05.2012) available at www.amiando.com/12thFEMIP_Conference.html. *Useful documents*

delivering technical expertise or providing practical assistance at working level – it can be ensured that progress is made towards the shared goals.

The maritime industries serving the global economy are diverse: from ship financing and insurance, through chartering and ship operation, cargo broking and loading to port operations, with many elements of supporting infrastructure and activity involved to ensure that the supply of goods and materials from A to B is undertaken as efficiently and seamlessly as possible. In this context, the speaker observed that for the States bordering a significant natural resource like the Mediterranean, opportunities linked to the use of the sea and shore are extensive and, whilst some, like tourism, are well developed in some areas, other opportunities remain. The important issue will be to ensure that any developments are undertaken in harmony with the needs of others and are sustainable for the future.

Mr Winbow recalled his own area of maritime activity over the years: from ship operation, through inspection and survey, through administration and standard-setting in both national and international contexts. The speaker noted that, whilst being familiar with his role and that of others in these areas, his work seldom crossed the boundaries into the related worlds of chartering, sale and purchase, insurance, fishing, etc. In this sense, it has taken some time to realise the benefits of sharing knowledge and experience outside of the own direct interest. But now that the benefit of sharing the common interest has been acknowledged for industries linked to the use of the sea in ensuring the continuing health of the marine environment, it is important to work together to gain the synergies and efficiencies that arise.

The speaker continued by stressing that effort requires time and resources: both human and financial. In this context, he referred to the well-known limitations that currently exist due to the global economic situation and highlighted that particularly the Mediterranean region has been affected by this as well as by the major political upheavals in many countries in the region. Although the challenge is greater than anticipated, Mr Winbow asked, not to stop from trying to reach the set goals of improved standards through working effectively together.

Over the last few years, IMO has undertaken much work in the region aimed at enhancing standards and protecting the marine environment. On the safety side, IMO has worked closely with many countries in the region, for example, to assist them in their preparation for audit under the Voluntary Member State Audit Scheme. That Scheme aims to assist signatories to IMO Conventions to effectively implement their responsibilities under those conventions through firstly auditing, then making recommendations where necessary and finally following up with technical support to enhance capacity. Among the many responsibilities under IMO Conventions, Mr Winbow cited training and certification, port State control, vessel traffic management, facilitation, search and rescue and casualty investigation. These issues have all been the subject of training workshops and missions by IMO.

On the environmental front, IMO has trained significant numbers of personnel in the region on marine pollution preparedness and response, undertaken assessments of port reception facilities, raised awareness of ballast water management requirements and trained trainers on issues such as oiled shoreline assessment and use of dispersants. In some States in the region, IMO has provided training on more than one occasion. At this point, the speaker also referred to the colleagues in the Regional Marine Pollution Emergency Response Centre for the Mediterranean Sea (REMPEC) in Malta, who have been very much in the lead in this work and on both safety and environmental related work under the EC SAFEMED I and II Projects. The discussions of Roundtable 2 on the following day would allow to hear more from REMPEC. In this respect, the speaker expressed his hope to overcome the current problems and continue to have in the future the benefit of REMPEC expertise in the region.

Mr Winbow then focused on the final report of the last year's feasibility study, which drew attention to the need for improved information, communication, coordination and cooperation in order to ensure improved regional integration and better targeting of capacity-building and investment needs. Whilst there is always a difficulty in establishing effective communications and access to information (as the speaker says, too little for some is too much for others, as particularly for emails), this is an issue that IMO would very much like to support in order that

all stakeholders (Member States, the region as a whole and its representative bodies, the EU and the EC) do not duplicate their efforts nor deliver conflicting messages and advice, and make best use of limited funding.

In looking to bring together some of the strands of future maritime development, it is clear that maintaining and enhancing, where possible, the quality and sustainability of the environment is a key component. According to Mr Winbow, this will not only require good husbandry of limited resources, but also careful consideration of the development of the coastal areas (in terms of port infrastructure, for example) and of the uses to which the various sea areas are put. This is of particular relevance when addressing the competing demands of users of the sea: shipping, fishing, tourism and exploration, to name but a few. In this regard, the speaker mentioned two key areas of action that seem to be vital:

1. education, training and promulgation of information to those whose everyday work involves the management, use and exploitation of the sea, in order to ensure that their actions are in harmony with and support a sustainable future;
2. the need for some form of monitoring and oversight to ensure that the policies and practices required to be met are adhered to and implemented effectively.

Coastal zone management, traffic separation schemes, vessel traffic services, establishment of marine protected areas, etc. can do only so much but can be enhanced through the greater use of technology: satellite surveillance and data collection and the upcoming implementation of e-navigation are both resources that might be used in support of protecting the environment for future generations. The speaker underlined that there are doubtless many other technologies, simple and sophisticated, that should be called into play to protect the Mediterranean Sea and meet the needs of the States in the region.

In line with this, Mr Winbow stated that, with a shared understanding of the needs, aspirations and possibilities that exist, in conjunction with the relevant EU organisations represented at the FEMIP Conference, IMO stands ready to provide its support to the States in the region to ensure the sustainable future that all stakeholders seek.

Finally, the speaker thanked the European Investment Bank as well as Commissioner Damanki for inviting him to speak at the present conference and looked forward to a continuing cooperation in the future.

Ms Maria DAMANAKI, European Commissioner for Maritime Affairs and Fisheries:

Speech available at

[http://europa.eu/rapid/press-release SPEECH-13-341_en.htm?subweb=347&lang=en](http://europa.eu/rapid/press-release_SPEECH-13-341_en.htm?subweb=347&lang=en).

Marine and maritime cooperation – Ministerial perspectives on the Mediterranean

Panel

Mr Tsimas thanked the Prime Minister Mr Samaras, Mr de Fontaine Vive, Mr Winbow and Commissioner Damanaki for their opening remarks. He then outlined in brief the structure of the Conference and called on the floor the speakers of the section on “Ministerial perspectives on the Mediterranean”.

Mr Tasos MITSOPOULOS, Cypriot Minister for Communications and Works, opened the section by expressing his great pleasure to be present at the 12th FEMIP Conference and thanked the EIB, the IMO and the European Commission for organising such an interesting event. The blue economy of the Mediterranean Sea and the intensified cooperation towards a sea and maritime development is, according to Mr Mitsopoulos, a contemporary theme of extreme importance. The seas have been historically of vital importance for the development of all nations; they serve as trade routes, as sources of food and energy, affect the climate and function as areas of recreation. In extent, the Mediterranean Sea is of great importance for (and the birthplace of) numerous civilisations found in Southern Europe and Northern Africa. It is also a major source of sustainable development, wealth and prosperity and needs to be exploited with great caution both at a national and a regional level. The development of the blue economy (as declared by the EC) provides a great opportunity to pursue the sustainable development of seas and maritime transportation. At the same time, the development of the blue economy entails great challenges such as the protection of the sea environment and the sustainable exploitation of its precious resources.

Cyprus, an island country and a member of the EU, is located at a geographical location of extreme importance. As such, it places extra emphasis and plays a crucial role in the integrated sea policy and the development of sea activities related to maritime transportation, fisheries, coastal tourism and the exploitation of natural sea resources. During the last three years, Cyprus has set up a ministerial committee for the development of an integrated sea policy, being the main objectives the exploitation and sustainable economic development of the Cypriot seas. Moreover, the development of an integrated EU sea policy has been a strategic priority during the second semester of 2012 (at that time Cyprus held the presidency of the Council of the EU). As a result, “The Limassol Declaration” was signed in October 2012 and highlighted the EU countries’ and economic stakeholders’ willingness and determination to promote targeted initiatives and actions towards the development of the blue economy. The Limassol Declaration promotes the coordination, cooperation and exchange of best practices at both regional and international levels. Mr Mitsopoulos underlined that all related actions and activities should be implemented with respect to the United Nations Convention on the Law of the Sea (UNCLOS) and other international laws and conventions.

The Mediterranean Sea provides the ground for cooperation, exploitation of synergies and, ultimately, the development of the blue economy. According to recent viability studies, the improvement of synergies and the development of sea activities require the design and the implementation of a structured sea governance framework. The improvement of information exchange, communication and coordination schemes between the three organisations (EIB, IMO and EC) and the European Member States are also of vital importance according to Mr Mitsopoulos. Such practices will enable the successful implementation of integrated sea policies and will maximise the positive outcomes of sea activities with respect to the marine environment and the national and international legal frameworks.

Mr Mitsopoulos then noted that the recent financial crisis influenced the Cypriot economy in great extent. However, the country’s maritime industry and cluster are still and will remain powerful as their reliability and competitiveness are based: a) on the implementation of the European and international legal frameworks, b) on a taxation framework approved by the EC and c) on skilled, well trained and educated workforce. All these elements provide the

ground for a stable playing field and the future development of the Cypriot maritime cluster. Mr Mitsopoulos also noted that the Cypriot government pledges to support the local maritime industry and sea activities, enhancing a dynamism that deserves to be further explored.

The current economic crisis intensifies the need to come up with initiatives leading to a fast economic recovery and sustainable development. Consequently, the European member states need to put emphasis on the identification of activities bringing the maximum outcomes with the use of minimum resources.

Mr Mitsopoulos then highlighted the on-going (since 1987) limitation measures imposed by the Turkish government. These measures do not allow vessels registered in Cyprus and/or managed by Cypriot maritime companies and/or coming from Cypriot ports to visit the Turkish ports. According to Mr Mitsopoulos, these measures have a negative impact on the Cypriot economy and the maritime sector and violate the international and European legal framework.

In the view of Mr Mitsopoulos, the EU's growth strategy for the coming decade (Europe 2020) needs to place emphasis on innovative practices that will provide new opportunities for growth and will generate new job opportunities. As such, there is a need to promote the development of opportunities through strengthening the cooperation between the European countries. Moreover, there is a need to further support the sectors of maritime and sea research and innovation and thus take advantage of the unexploited resources lying in the marine environment. Such a strategy will enable the traditional economic sectors (such as maritime transportation and coastal tourism) to increase their competitiveness. In addition, new sectors related to renewable energy resources and “blue” biotechnology will create new job positions. In this vein there is also a need to exploit the synergies among the Mediterranean countries and, not least, to design and implement macro-regional strategies. Mr Mitsopoulos suggested the three major organisations (EIB, IMO and EC) to take up a leading role in order to a) promote the cooperation and the exchange of best practices among the Mediterranean countries, b) adopt high standards for navigational safety and security and the protection of the Mediterranean Sea and c) co-fund infrastructural investments in the Mediterranean basin. Ultimately, the Mediterranean Sea has to transform into a peaceful area of increased cooperation among the various nations promoting their cultural development.

Mr Ali Zedan ABU ZUHRI, Palestinian Minister for Transport:

Speech available at www.amiando.com/12thFEMIP_Conference.html, *Useful documents*.

Mr Zdenko ANTEŠIĆ, Croatian Deputy Minister for Maritime affairs, Transport and Infrastructure:

Speech available at www.amiando.com/12thFEMIP_Conference.html, *Useful documents*.

Mr Kristian KRASTEVA, Bulgarian Minister for Transport, Information Technology and Communications, introduced his speech by underlining the strong endorsement of Bulgaria to the Integrated Maritime Policy (IMP), supporting its dynamic agenda for growth and employment.

Since the adoption of the IMP, Bulgaria has been an active stakeholder in the Black Sea region promoting (and participating in) several high-level meetings where the Black Sea region perspective on the IMP was developed and suggestions for its improvement were formulated.

Within this perspective, Bulgaria actively works towards the development of sea highways in the Black Sea Region and of complementary measures such as the creation of a Black Sea

Region Hotline to support ships operators on any administrative matter related to maritime navigation.

Bulgaria recognises the importance of promoting a safer and more secure sea in the Black Sea region. To this end, under the auspices of EMSA, in fall 2013 Bulgaria will implement drills to which all NCAs (National Competent Authorities) and relevant stakeholders will take part.

Whilst endorsing the recommendations and conclusions developed in the relevant international treaties and MOUs, such as the Paris Memorandum, Bulgaria actively works in line with the IMP, demonstrating the potential for integrated maritime development.

Improving safety and quality of life on board of ships is another key issue on which Bulgaria is focused. Bulgaria and Romania are jointly active in the development of an integrated scheme for the cross-border implementation of IMP in the most efficient way.

Bulgaria has repeatedly stated its interest in strengthening and streamlining cooperation in the Black Sea region in general and in the transport sector in particular. Within this perspective, Bulgaria calls on the EU to further develop its interest and set a stronger focus on the Black Sea region as a key maritime area, enhancing EU contacts and relations with its immediate neighbours. To this end, the EU sea highway strategy should be extended also beyond EU borders.

Bulgaria believes that a regional strategy developed by the EU Commission together with the MS is a most welcome improvement. Moreover, it envisaged that the EIB investment and financial schemes designed for the MED region may be developed also for the Black Sea region.

The EC's insights on streamlining cooperation, enhancing the creation of clusters and sharing of best-practices, experiences and the relevant know-how are most welcomed by Bulgaria. Within this perspective, it should be noted that Bulgaria has already worked to this end in the Black Sea region. The Varna cluster serves as an example. Moreover, in the region, business associations, SMEs and universities are all involved in relevant cooperation networks. Although government's intervention may be needed to stimulate and initiate such cooperation, business-driven cluster and cooperation networks should be sought wherever possible.

Finally, the idea to develop a virtual knowledge centre surely represents a highly important input to the overall development and application of IMP and will offer new opportunities, if designed so, to encompass sectoral and business initiatives.

The next speaker, **Mr Kostis MOUSOUROULIS**³, Greek Minister for Shipping and the Aegean Sea, welcomed the EIB, the IMO and the EC in Athens. He also mentioned that he is familiar with the FEMIP since he was a member of the Board of Directors of the EIB and, until today, FEMIP's value and importance remain at high levels. Mr Mousouroulis also welcomed the Ministers from the various Mediterranean countries attending the conference and sharing the same desire to build strong and stable relationships and synergies.

Greece has the longest coastline and the most islands in the Mediterranean Sea. Greece is also strongly related to its seas, being at the same time inextricable parts of its identity and culture. From the ancient Phoenicia to today's Gibraltar (the ancient known world), Greeks established relationships, friendships and trade agreements with other nations through maritime routes. These relationships provide the ground for a sustainable development in the near future.

Mr Mousouroulis observed that the Greek mercantile fleet is the biggest on a global scale and adds significant value to the Greek economy. Equally or even more important are the estimations on how this industry could add even more value to the Greek economy and

³ Speech available in Greek at www.amiando.com/12thFEMIP_Conference.html. *Useful documents*.

society. These estimations highlight three main priority areas strongly linked with the maritime policies:

1. Maritime transport and the enforcement of competition forces
2. Port infrastructures and facilitation of trade
3. Maritime training and the attraction of young people in seafaring careers.

The aforementioned priority areas were subject of a new legislation voted by the Greek parliament only recently and in combination with the various tools provided by the EU in order to create new opportunities for growth in the near future. According to Mr Mousouroulis, the Mediterranean countries should actively and closely cooperate in the aforementioned priority areas.

The Greek government acknowledges the importance of an integrated marine policy in the Mediterranean Sea in line with the EC principles and supports all related initiatives. However, mutual goals require first the active participation of all the stakeholders and, second, the respect of core principles as drawn up by the United Nations Convention on the Law of the Sea (UNCLOS). These principles may also be seen as pre-requisites for the development of a successive marine governance in the Mediterranean Sea (with more than 20 coastal countries being active and interacting on a daily basis). In extent, a stable legal framework will promote the development of the blue economy in the region and, hence, the Mediterranean countries and the respective organisations should actively coordinate towards this end.

Turning attention to the Greek case, Mr Mousouroulis underlined two main priorities for improvement.

- First, there is the need to safeguard the competitiveness of the Greek shipping sector through the establishment of effective measures and rules in line with global standards, especially in terms of seas' environmental protection and vessels' safety and security.
- Second, there is the necessity to develop the Greek port system in line with the principles of sustainable development and the European transportation system. Notably, the new Greek ports governance scheme (formulated by the new legislation) points towards this end. In addition, the development of the Greek port system should be based on lowering the current barriers posed on maritime traffic.

The Greek Ministry of Shipping and the Aegean Sea is the leading coordinator for the establishment of a new integrated marine policy (supported by an extended number of political parties). Numerous Greek ministries are closely cooperating towards this end and actively contribute to the issues being under their jurisdiction. Within this framework, the Ministry is currently working towards the development of a “National Policy for the Greek Islands” aiming at developing the Greek islands in line with the principles of equal opportunities, green development and living conditions of enhanced quality standards. Marine spatial planning is also a very crucial issue and will be of great interest in the forthcoming years.

For the Greek government, the blue economy is strongly interrelated with investments and, for this reason, a new secretariat will be established soon. The “Secretariat for Ports, Ports' Policy and Shipping Investments” will be part of the Ministry of Shipping and the Aegean Sea and aims to fully exploit the potential of the blue economy in Greece.

Mr Mousouroulis acknowledged that there are significant opportunities for further developments which require the active participation of all shipping stakeholders. In this vein, the creation of clusters is regarded as an extremely valuable concept. In the case of maritime training, for example, the development of a maritime education cluster is in line with the ongoing efforts to attract more young people to seafaring careers. It is worth noting that, within the general framework of the Mediterranean countries' cooperation and bilateral agreements, the Greek maritime training academies nowadays host numerous students from both Syria and Cyprus. In extent, the Greek Minister supported the idea of creating a network of maritime academies and pursuing the exchange of students and of best practices in the

Mediterranean region.

Mr Mousouroulis then focused on the establishment of a “Maritime Knowledge Centre” and fully agreed with this concept. Such a centre may enforce the development of various programs and enhance synergies with the private sector. It should also be easily accessible by all interested parties willing to invest on maritime infrastructures in the Mediterranean Sea.

The Minister also informed the audience that Greece holds the presidency of the “Forum of the Heads of the Coast Guards Functions of the European Union and Schengen associated countries” for the period 2012-2013. He also endorsed the view that such initiatives and synergies may have significant effects on limiting illegal immigration and cross-border crimes. Moreover, the cooperation of coast guards is also an indicative example of good marine governance practice.

Finally, Mr Mousouroulis asked the participants to support the FEMIP initiative, to contribute with new suggestions and priorities for improvement and, hence, support the active cooperation between the Mediterranean countries and stakeholders. He also called upon the private sector to support the initiative, as the Mediterranean is an area in need of sufficient investments. For instance in Greece there is a great need for private port operators in order to further develop and fully exploit the potential of Greek ports.

Mr Tsimas asked Mr Mousouroulis if he could highlight just one sector of the blue economy with the greatest potential for the Greek state.

Mr Mousouroulis replied that the Greek coastal tourism is a sector with great potential but it is not fully exploited yet. Especially for Greece this is rather unacceptable given the numerous Greek islands and the long lasting historical and cultural heritage. The same stands true for the cruise sector. Indicatively, the Greek cruise market is ranked 3rd in the Mediterranean in terms of vessels arrivals but only 6th in terms of added value. Efforts should be concentrated on reverting the current state of affairs.

Mr Edward ZAMMIT LEWIS, Maltese Parliamentary Secretary for Competitiveness and Economic Growth, Ministry for the Economy, Investment and Small business:

Speech available at www.amiando.com/12thFEMIP_Conference.html, *Useful documents*.

The last speaker of the session, **Mr Hicam N. HAMMOUCHA**, Director of the Merchant Navy, Morocco, spoke in the name of **Mr Aziz RABBAH**⁴, Moroccan Minister for Infrastructure and Transport, reproducing the speech previously prepared by the Minister.

The address of Mr Rabbah firstly focused on the importance of cooperation in the maritime transport sector, making specific reference to the Morocco-EU relations. It highlighted the existing partnership relations between the EU and the Mediterranean partners within the maritime transport sector in general and in the field of maritime safety and security and the prevention of pollution from ships.

The IMP for the Mediterranean is the pivotal reference for this partnership. Financed (1.5 million Euros) by the EU within the EuroMed Transport Programme, it aims to improve the governance of maritime affairs in the Mediterranean basin and its objective is to establish a consensual framework on the matter cooperating with its South Mediterranean partners: Morocco, Algeria, Tunisia, Egypt, Jordan, Lebanon, Palestinian Territories, Israel and Syria.

Since the launch of the project, Morocco has been an active partner both at international and regional levels. Within this framework, Morocco welcomes the results of the 5th Regional Technical Workshop IMP-MED addressing the need to adopt a “maritime cluster” approach

⁴ Summary of the speech prepared by Mr Aziz Rabbah, Minister of Infrastructure and Transport “A blue economy for the Mediterranean: strengthening marine and maritime cooperation”. Delivered by Mr Hicam N. Hammoucha, Director of Merchant Navy.

and the establishment of a virtual knowledge centre of maritime and marine knowledge for the Mediterranean.

Focusing on the relation between Morocco and the EIB, the Minister's speech addressed the importance of the financial support provided by the latter for macro-projects of seaport infrastructures in the Mediterranean. An example of this is the Tanger port Med I which will be further developed with the project Tanger Med II for a total financial investment of the EIB of 240 million Euros. In his message, the Minister took the occasion to thank the EIB for its financial support accompanying Morocco in its infrastructural development policy.

Afterwards, the Minister's speech focused on the cooperation between Morocco and the IMO which, thanks to its integrated program for technical cooperation, enables a safer and more secure maritime transport sector, ensuring an efficient and sustainable protection of the environment. Morocco is engaged in cooperation with the IMO since 1962 and it believes that the compliance with IMO regulations leads to a safer and more secure maritime space. Within this perspective, Morocco hosted in 2011 the meeting of the bodies of the International Fund of Compensation for the damages linked to hydrocarbon pollution. Besides, Morocco has been an active part in the IMO participating in and organising several of its workshops.

Morocco is a country with a strong maritime vocation, located between the Atlantic Ocean and the Mediterranean: a privileged geographic situation. The sea represents a leverage for the economic development of Morocco and the Tanger Med port has now become one of the biggest sea ports in the Mediterranean. The economic development is paralleled by Morocco's attention to maritime safety and security and to pollution prevention. To face the increased density of sea traffic, Morocco has undertaken strong efforts to enhance maritime safety and security and to introduce mechanisms to prevent risk and minimise the impact on the marine and coastal environment.

Safety and security in maritime transport and port operations represent one of the main factors of efficiency and performance that all stakeholders look for. Within this perspective, Morocco effectively works towards the improvement of safety and security in its ports.

Therefore, a policy reform has been implemented and action undertaken in twelve ports and 40 terminals in order to comply with anti-fire standards, import traffic and other measures. Moreover studies have been launched to improve cartographic endowment and the acquisition of a Vessel Traffic Service (VTS) system for the control of navigation. The coastal VTS of Tanger is a useful, modern tool of surveillance implemented by the Automatic Identification System (AIS) stations Morocco has put in place along its coasts.

Life safety at sea and search and rescue (SAR) have also been addressed and developed by Morocco. The Maritime Rescue Coordination Centre (MRCC) based in Rabat is now (since March 2011) in charge of SAR services in the North West African region, in line with N1 resolution of Florence International Conference (2000) and the Global Maritime Distress and Safety System (GMDSS)⁵. Morocco has also put into place the identification system of ships known as long range identification and tracking (LRIT).

In his address, the Minister turned his attention to pollution prevention, highlighting Morocco's permanent focus on the protection of the coastal and maritime area, starting from a policy of education and awareness-raising on the sustainable management of the coasts. Within this perspective, the actions of the Mohammed VI Foundation for Environment Protection should be recalled.

Capacity building is crucial to achieve all the above mentioned objectives within the 11th institution of training responding to international standards. The *Institut Supérieur d'Etudes Maritimes* (ISEM) plays an important role and represents the only institute for maritime training of North Africa. Strengthening future cooperation perspectives on marine and

⁵ in French: SMDSM: *Système mondial de détresse et de sécurité en mer*

maritime matters implies strengthening the networking among training institution and the exchange of information in these fields.

Finally, the Minister's speech focused on the establishment of a new system of contribution to the development of external support mechanisms to navigation such as VTS, Traffic Separation Schemes (TSS) and meteo services. By setting in place and developing such tools, coastal states have made substantial investments in terms of both financial and human resources. With very few exceptions, the use of such services by ships is free, contrary to what happens in air traffic. Notwithstanding its relevance as stated in the 1982 United Nations Convention on maritime law (UNCLOS), the principle of freedom of navigation should not constitute an obstacle to the payment by ships of a “passage fee”. The main objective so is nothing else but to allow coastal states to recover the real costs implied in the establishment and maintenance of the different services and tools ensuring a safer and more secure maritime navigation as described by the IMO or the European Commission.

As a conclusive remark, the Minister's address invited the audience to take into consideration this initiative and to establish a new system of contribution for the development of external aids to maritime navigation.

12th FEMIP Conference
**“MEDITERRANEAN BLUE ECONOMY:
ENHANCING MARINE AND MARITIME COOPERATION”**

Athens, 18 - 19 April 2013

Roundtable 1:

Starting-up maritime clusters and promoting networking across training institutes

Panel

Ms Monique PARIAT (Moderator), Director for the Mediterranean and Black Sea Directorate, Directorate-General for Maritime Affairs and Fisheries, European Commission (DG MARE)

Mr John C. LYRAS (Keynote speaker), Member of the Union of Greek Shipowners' Board of Directors

Mr Francis VALLAT, Chairman of the European Network of Maritime Clusters

Ms Iolanda PIEDRA, President of the Maritime Cluster of the Balearic Islands

Prof Dr Ismail Abdel GHAFAR, President of the Arab Academy for Science, Technology and Maritime Transport, Egypt

Mr Zacharias SIOKOUROS, Head of the Maritime Institute of Eastern Mediterranean, Cyprus

Notetaker

Dr Marla PROGOULAKI
Organisation: COFAD GmbH

Minutes of Presentations and Discussion

Ms Monique PARIAT, Director of the Mediterranean and the Black Sea Directorate of DG MARE and moderator of the first roundtable on “Maritime Clusters and Promotion of Networking across Training Institutes”, thanked the panellists for having agreed to join in this session and introduced the keynote speaker and the panellists.

Ms Pariat started her introductory speech by saying that many ideas had been raised during the opening remarks and many suggestions and requests had been made by politicians on how the support and boost of the Blue Growth Economy in the Mediterranean region could be ensured. One of the salient ideas that had emerged from these interventions was the setting-up of maritime clusters and the improvement and networking of these clusters and academic institutes.

A “cluster” is essentially a process in which businesses, research agencies, academia and suppliers of a specific geographical area partner by working closer together with the aim to achieve common objectives, a critical mass and economies of scale or better competitiveness at local scale or beyond. Referring to the speech of Commissioner M. Damanaki, Ms Pariat mentioned that DG MARE stands ready to help the creation of maritime clusters in the Mediterranean. This will be accomplished by launching before summer 2013 a study on the potential and added value of clustering for achieving sustainable growth in the Mediterranean and Black Sea. According to Ms Pariat, clusters in the maritime field already exist and the session would give the opportunity to present them.

In this context, the challenges that are ahead are twofold:

1. There is a need to examine how to go beyond the traditional clustering in ports and shipping activities and achieve clustering in other sectors of the value chains of the Blue Growth economy, for example in the areas of coastal, cruise and maritime tourism, offshore oil and gas, coastal protection, marine energy development or blue biotechnology.
2. There is a need to examine how to benefit from cross-border cooperation and exchanges and to define the potential for clustering at sub-regional level in the Mediterranean and beyond. (As a concrete example of clustering across borders, the potential for creating a network of maritime training establishments would be presented during that session.) The various sectors of the Blue Economy rely very often on a set of common skills. The question is what can be concretely done to ensure that, through further cooperation on training and sharing of experiences on skills development, more job opportunities for the young people can be created.

The following objectives were defined for the present roundtable:

- To discuss the potential of maritime clusters and the degree of involvement of multi stakeholders’ in the maritime Mediterranean and their geographical dimension;
- To understand the challenges and experiences at stake by considering the success stories of two particular examples: the European Network of Maritime Clusters and the Cluster of the Balearic Islands;
- To explore the possibilities for further networking across various training institutes;
- To consider the experiences of the Maritime Institute for the Eastern Mediterranean and the Arab Academy of Alexandria as regards their needs.

Before giving the floor to Mr Lyras, Ms Pariat asked the keynote speaker to tell the audience how the shipping industry can contribute to the Blue Economy, what are the challenges of maintaining fleet competitiveness and possible solutions, how clusters can address this challenge and how labour demand and offer can be matched better.

Presentation 1

Title: Keynote speech on “Starting-up maritime clusters and promoting networking across training institutes”

Speaker: Mr John C. LYRAS

Position: Member of the Union of Greek Shipowners’ Board of Directors

Organisation: Union of Greek Shipowners’

Mr John C. LYRAS started his speech by thanking Commissioner Damanaki and the joint initiative of the European Commission (DG MARE), the European Investment Bank (EIB) and the International Maritime Organization (IMO) for organising the 12th FEMIP Conference. The speaker underlined that the present conference gives the opportunity to debate and explore ways of optimising cooperation and synergies in order to promote a sustainable Blue Economy in the Mediterranean region, notably as a contribution to the EU response following the 2011 Arab Spring.

The topic under examination should be seen against the background of the Communication from the European Commission on “Blue Growth: opportunities for marine and maritime sustainable growth” (13/9/2012), where *sustainable* is meant in the sense of promoting the economy, the environment and the employment. Constant vigilance will be required to ensure a balance between the above objectives.

The growth potential of the Mediterranean region can be developed to cover maritime transport, coastal and cruise tourism, blue energy, marine mineral resources and blue biotechnology. In this process, the EU should encourage in particular the development of small and medium enterprises (SMEs) through access to venture capital as well as economic cooperation in the form of public-private-partnerships (PPP). The process should provide opportunities for employment, training and full involvement of coastal populations, including remote and sparsely populated communities. In this context, a one-size fits-all approach may be inappropriate and strategies should be adapted to local conditions.

Maritime clusters have become a popular idea in recent years all over the world. Their existence has strategic, economic and social benefits. Governments adopt packages of measures as a means of attraction of a whole set of ancillary activities to maritime transport. These can range from shipbuilders, ship-repairers, marine equipment manufacturers, ship suppliers to marine surveyors, engineers, average adjusters, lawyers, bankers arbitrators, pilots and training and research centres.

Governments are trying to maximize their revenues from maritime transport services and from the range of services subservient to shipping. However, it should not be forgotten that, had it not been for the maritime transport services in the first place, the clusters of other activities would not emerge. Hence, the core activity of the maritime cluster is maritime

transport (that is to say shipping): it is the “raison d’être” of the entire cluster. It is, therefore, important to raise the awareness and profile of the shipping industry in the first place.

In the quest for the most functional maritime cluster worldwide, the EU is playing a leading role by controlling 40% of world shipping. Yet, nowadays we hear more and more about a proliferation of shipping centres and maritime clusters in Asian countries. New Asian competitors – Singapore, Hong Kong, Shanghai, Dubai – have emerged, threatening European traditional maritime clusters and centres like London, Hamburg, Oslo or Piraeus. What is it that makes these clusters more appealing than their European counterparts? What should Europe do or not do in this process? What are the best practices of these maritime clusters that Europe could follow? What are the prerequisites for starting up a successful maritime cluster in Europe?

According to the recent estimates, 5.4 million people are employed in maritime clusters in the EU. Maritime clusters generate an annual total gross value added of around € 500 billion. 90% of the EU’s external trade and 43% of its domestic trade are seaborne. For shipping, the crucial component is the establishment of a level playing field worldwide. A par excellence global activity like shipping should be governed by global rules. Hence, there is a need to avoid regionalism and promote governance by international organisations, among which IMO has the leading place. This translates also into the need to focus on international competition rather than the internal market. In the EU, since one of the on-going major endeavours of the European Commission is to review the Guidelines on State Aids to Maritime Transport (2004)¹, the above consideration should be more than stressed. Tonnage tax systems prevail in most EU Member States and should be examined from this perspective. The European Commission should not lose sight of the fact that ships can de-flag from EU flags and maritime companies can be lured to “greener pastures” and distant shipping centres around the world. Another principle to follow is the maintenance of liberal policies for market access to maritime transport as opposed to protectionist trends. These liberal maritime policies are fully in line with the founding treaties of the EU as well as the *acquis communautaire*.

Although attraction to maritime clusters depends on a combination of factors, according to recent studies, access to talent and knowledge-based clusters has become increasingly important. Hence, high quality education becomes the key point in this process, that is quality education of seafarers as well as of other service providers in the maritime cluster. Education applies across the board, be it for shipping operations, ship finance, maritime law insurance and maritime technology. Hence, the role of marine academies and maritime universities should be enhanced to meet the challenges of today. Seagoing experience will remain a *sine qua non* of maritime know-how.

Therefore, according to Mr Lyras, the second most important component of a cluster is the retention of maritime know-how in Europe. This can be achieved by upgrading maritime education, attracting young Europeans as officers, even as ratings given the rates of unemployment currently prevailing in the EU and especially in the South, and combining maritime tradition with state-of-the-art innovation in educational material. In the run up to the adoption of the EU Green paper for a future maritime policy, the European maritime transport policy until 2018² and the Integrated Maritime Policy, it was repeatedly stressed by stakeholders that “Europe is above all a maritime nation”. Maritime tradition over the centuries has abounded both in the northern and southern part of Europe. This maritime tradition and know-how should not be lost, indeed, the EU should build on it. Attraction, training and retention of quality seafarers will be essential for the future development of the shipping sector. Career planning ashore, after acquiring sea experience, for prospective seafarers is a major component in attracting them to sea. The European Economic and

¹ Commission communication C(2004) 43 – Community guidelines on State aid to maritime transport (2004/C 13/03)

² Communication from the Commission to the European Parliament, the Council, the European Economic and Social Committee and the Committee of the Regions. Strategic goals and recommendations for the EU’s maritime transport policy until 2018. Brussels, 21.1.2009. COM(2009) 8 final.

Social Committee, in its Opinion on Blue Growth³ dated March 13 2013, urged the Commission to design an appropriate innovative education framework for attracting highly qualified students to a career path in the marine sector. Availability of internal and social media is a means of improving seafarers' morale and motivation. The European Community Shipowners' Associations (ECSA) / European Transport Workers Federation (ETF) Career Mapping project would be helpful in demonstrating possible career planning opportunities for European seafarers. It is expected that the entry into force of the Maritime Labour Convention (MLC) of 2006 on August 20 2013 will make seafaring a more attractive career option. However, criminalisation of seafarers, who become the easy scapegoats in case of maritime accidents, is still a problem and a trend which acts as a serious disincentive to the attraction to maritime professions.

The EU has at its disposal several educational programmes (including “Erasmus for all”). These should be activated for seafarers as well, officers and ratings. In this respect, it is important to train the educators, the professors of maritime schools. Hence, promotion of a networking across training institutes will be beneficial.

Since the 12th FEMIP Conference focuses on perspectives of the Mediterranean Sea, Mr Lyras devoted a few remarks to the “Mare Nostrum”. The Mediterranean Sea encompasses the four leading maritime countries and fleets of the EU: Greece, Malta, Cyprus and Italy. Taken together, they correspond to 71,3% of the entire EU registers in DWT (dead weight tonnage) terms. Southern European countries are particularly hit by the economic crisis and by the shipping crisis and, as already mentioned, register the highest rates of unemployment ashore. In these circumstances, EU policymakers should examine incentives to attract the younger generation to careers at sea. Maritime clusters should attract not only the “cream” of seafarers but of maritime professionals in general. There is a lot of talent in European university graduates and practitioners which should not be wasted. At a time of economic crisis this is even more crucial.

The Mediterranean Sea is linked to the Atlantic Ocean, the Black Sea and the Red Sea which are strategic trade lanes for the energy efficiency of Europe in oil and gas, as well as for its trade in dry bulk cargoes and finished products. The Mediterranean is not only at the crossroads of three continents but its seabed covers vast riches that will be exploited by drilling in the coming decades. In this light, the future prospects for European maritime clusters are good. What is required from European policymakers is governance promoting and not impeding the progress of these clusters. One of the necessary steps in the process of maximising the output of a maritime cluster is curbing red tape, local policies and intergovernmental obstacles. The perspectives for further cooperation with non-EU partner countries, especially in the Eastern Mediterranean, are excellent. Mr Lyras noted that one important pre-condition of this is that all states involved must ratify and enforce the UNCLOS Convention⁴ as well as the relevant *acquis communautaire*. This process will facilitate the delineation of Exclusive Economic Zones (EEZ) by EU and non-EU member states subject to the same legal framework.

Mr Lyras closed his speech by sharing the belief that there is ample scope for concerted action and future synergies for policymakers at EU and national level, as well as for social partners and other stakeholders.

³ Opinion of the European Economic and Social Committee on the Communication from the Commission to the European Parliament, the Council, the European Economic and Social Committee and the Committee of the Regions.

“Blue Growth” - opportunities for marine and maritime sustainable growth COM(2012) 494 final.

OPINION: CES2274-2012_00_00_TRA_AS. Brussels, 13 March 2013.

⁴ United Nations Convention on the Law of the Sea

Presentation 2

Title: Presentation of the French Maritime Cluster and the European Network of Maritime Clusters

Speaker: Mr Francis VALLAT

Position: Chairman

Organisation: European Network of Maritime Clusters
www.enmc.eu



Cluster Maritime Français

*Le Faire-Savoir Maritime
The Maritime Voice*

Mr Francis VALLAT thanked the organising committee and Mr Lyras for the introduction and started his speech with a short description of the French maritime cluster, which was created in October 2005 and launched in 2006. The cluster started with the participation of 30 companies, relying on Mr Vallat's personal contacts and on the belief that the idea for this clustering would benefit them all. The group of the founding companies had foreseen the possibility of failing, but nevertheless felt the creation of a cluster as a duty. The initiative for the creation of this cluster was rather “selfish” because it was realised that the French companies constituted a big community, but were not gaining anything from it. Moreover, a few members of the cluster had contributed to the work led by the Commission for the “Green Paper⁵”, where the maritime clusters notion was very well explained, and later also for the “Blue Book⁶”.

From 30 founding companies, the cluster has expanded to comprise today about 350 companies, covering all the sectors in which “salt water” is involved: either fishermen or ship finance, maritime insurance, ship owners, naval shipbuilding and ship repairs. The cluster does not include any river business and excludes the tourism sector which, however, is realised as a very important item for the Blue Growth but is not considered as a real maritime profession. As Mr Vallat commented, “in a hotel all over the coast you do exactly the same job as in a hotel in the Alps, in the mountains”. Only private entities participate in the cluster, with the exception of the French Navy which is considered as a big owner, having a big economical weight. The cluster is employing about six people and has today a budget of € 1.2 mil. In this regard, the speaker underlined the important fact that the financing is coming only from its members since they refuse public money because it is against the principles of the cluster. Public entities are only entitled to receive their services for lobbying matters or any other reasons as soon as they are members; if extra money is offered to work for them, it is refused. The fact of being independent one from the other is not weakening the dialogue between the two sides but, on the contrary, it is improving it.

The main activities of the French Maritime Cluster include:

- “Synergy Workshops” with the involvement of a large number of participants (above 4600 managers). In the course of these workshops important political reports are produced, which cannot be ignored by the government due to the high participation. These workshops focus, for instance, on the reform of the maritime education or the

⁵ Green Paper Towards a future Maritime Policy for the Union: A European vision for the oceans and seas. Brussels, 7.6.2006. COM(2006) 275 final.

⁶ “Blue Book” – Communication on an Integrated Maritime Policy for the European Union. Brussels, 10.10.2007. COM(2007) 575 final.

transformation of the country's ports, or raise discussions about concrete business matters such as how to help exports;

- A Private Risk Capital Fund has been created with a few tens of mil. euro to finance quality, innovation and especially quality and safety shipping;
- Lobbying Actions: There are about 20 lobbying actions permanently and simultaneously on stream; these are either “individual” requests or more general issues regarding the maritime policy (such as the Blue Book, Parliamentary debates, regular monthly meetings with government members and high administrative authorities, etc.). Mr Vallat commented that their main lobby aim, as far as politics are concerned, is to obtain a debate on maritime strategy at their Parliament;
- Annual organising of the “*Assises de l'économie maritime*”. The first maritime event “EuroMaritime” with at least 1300 participants from all maritime activities was organised in Paris and about 1500-1600 participants are expected this year.
- “Networking Buffets” for socializing as well as plenty of meetings for the exchange of opinions;
- Website with over 54 000 visits and over 300 000 pages read per month;
- French maritime team at the “half marathon of Paris” with 300 runners and supporters;
- “Overseas Maritime Clusters” are created with – three for the moment – non-EU countries who all together have 100 member companies.

Regarding the European Network of Maritime Clusters (ENMC), the French maritime cluster was very surprised that it was established so fast; Mr Vallat described it as a “good idea at the right moment”. The ENMC comprises the participation of 17 countries (Belgium, Bulgaria, Denmark, France, Finland, Italy, Germany, Ireland, Luxembourg, Norway, Poland, Spain, Romania, Portugal, Sweden, Netherlands and the United Kingdom) and the European Commission as an observer. The list is expected to become longer because these 17 countries have clusters which are not all homogeneous, e. g. concerning the perimeter of what they cover. Besides, some clusters are public, while others, as the French Cluster, are totally private and others again are half private-half public. Also, some structures are just emerging and still have to work to have an active action while others are quite organised. Generally, there is a strong will for cooperation and, according to Mr Vallat, they shall succeed in harmonising but it may take at least 5-10 years to become an all European maritime cluster.

The ENMC has annual meetings in one of the member countries. They also have a few joint actions, many towards the European Commission, some taking place in Brussels.

The objectives of the ENMC are:

- Promotion of the European maritime sector
- Reinforcement of the Blue Economy
- Enlightening of maritime challenges
- Exchange of best practices
- Intra-European networking
- Cooperation with regional clusters outside Europe.


Connections have been established with the cluster of New York and also a few links have been formed to the South-African emerging clusters that the ENMC assists. The Network is also in dialogue with Russia and with Morocco. The Moroccan cluster has now been created and it is the Network's intention to work closely together in the fisheries sector.

- More lobbying and dialogue towards/with the European Commission.

This is considered the Network’s most important action with regard to the Commission. In this regard, Mr Vallat observed that Commissioner Ms M. Damanaki and her team are aware that the ENMC has the firm target for the coming 2-3 years of identifying and quantifying what the maritime sector really represents in Europe. The Commission has announced today that 5.4 million persons are working in the maritime field and 7 million will work at the Horizon 2020, despite the crisis and stagnation in Europe. Although these figures are quite encouraging, Mr Vallat noted that, going deeper into the statistics, information about some sectors is rather unclear. The speaker criticised this uncertainty about the sector and stressed the importance of reliable data, being statistics the basis for future selective and efficient actions .

Mr Vallat concluded his speech by indicating that, as far as the Mediterranean is concerned, the ENMC is very open for those countries that have not yet a cluster or that already have one and want to join the ENMC. For the French speaking countries, where the French cluster has a sort of common history (referring especially to Algeria and Tunisia), the speaker would be delighted to welcome them either in Paris or in any city where the ENMC is having a gathering, to exchange ideas and opinions, to listen and be listened and to go along the same way.

Presentation 3	
Title:	Presentation of the Maritime Cluster of the Balearic Islands
Speaker:	Ms Iolanda PIEDRA
Position:	President
Organisation:	Maritime Cluster of the Balearic Islands



Ms Iolanda PIEDRA thanked the organizers and Ms Monique Pariat for the invitation and developed her presentation on the following three topics:

1. The maritime cluster Illes Balears (CMIB)
2. The role of the maritime economy
3. The role of the maritime cluster in the promotion and development of the Western Mediterranean area.

1. The maritime cluster Illes Balears (*Clúster Marítimo de las Illes Balears*, CMIB)

CMIB stems from the vast and rich history of cooperation in the area of training and capacity building. Based on this, the central government identified two main projects within which CMIB cluster members strengthened their cooperation. Whilst the first project was intended to further develop the cooperation on training in the area, the second project – the so-called REDMAR project – focused on the promotion of cooperation for the development of relevant legislative, training and educational frameworks.

The establishment of a cluster was then regarded as the most effective solution to the identified weaknesses in the fields above. The maritime cluster Illes Balears is therefore the

result of proactive cooperation, being composed by several cross-sectoral stakeholders. Today, CMIB objectives are to facilitate maritime development, to promote maritime training and culture, to support the development of a relevant legal framework and, finally, to promote cooperation even further.

All relevant sectors are present in the CMIB and all relevant stakeholders are represented in the cluster, apart from the tourism sector. Moreover, local authorities, enterprises but also training and higher education institutions are represented.

The cluster operative plan for the period 2012-2015 is concerned with enhancing its competitiveness, its promotion at the international level, the training of involved stakeholders, R&D, social development and marketing.

2. The role of the maritime economy

Blue economy is very important for Europe in general, but also for the cluster reference area in particular. Although tourism is not represented in the cluster, it is essential to cooperate also with this sector in order to come to a shared understanding and definition of the “blue economy” concept. The Spanish partners have developed a specific “input-output” plan of the “Blue Economy” concept, the growth of which is clear-cut. The tourist sector needs to be included also due to the role it plays in the national and regional budget.

3. The role of the maritime cluster in the promotion and development of the Western Mediterranean area

In order to depict the cluster role, it is important to consider four sub-questions:

- Have clusters a potentially positive effect on the West-Mediterranean development?
Yes. But doubts remain on the optimal size of the catchment area that a cluster may take up.
- Should decisions taken within a cluster be enforced by partners?
No. A cluster itself needs an efficient governance structure.
- Who has to be involved in the cluster?
All relevant stakeholders, spanning from governmental institutions to private economic actors, from labour unions to higher-education institutions.
- Which are the areas of activity a cluster needs to cover?
There are two main areas: one, where solutions depend on the efficient involvement of more than one region and, another, where efficient joint working is essential. The former covers action areas such as the environment, competitiveness and harmonisation of legal frameworks, the latter is concerned with the enhancement of training, investments and entrepreneurship, and Research & Development.

Conclusion: A cluster could be expanded from a WEST cluster and an EAST cluster to form one single cluster (covering the whole area), but this would call for further development and governance coordination.

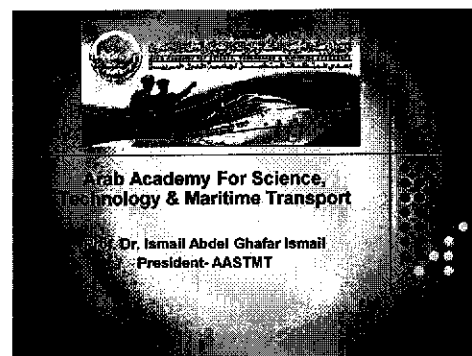
Presentation 4

Title: Presentation of the Arab Academy for Science, Technology and Maritime Transport

Speaker: Prof Dr Ismail Abdel GHAFFAR

Position: President

Organisation: Arab Academy for Science, Technology and Maritime Transport, Egypt
www.aast.edu



Prof Dr Ismail Abdel GHAFFAR expressed his great pleasure of participating in this international event related to the Mediterranean Blue Economy. As the President of the Arab Academy for Science, Technology and Maritime Transport (AASTMT), an organisation that represents all the southern Mediterranean countries and others, he expressed his belief that, 18 years after signing the Barcelona Declaration (1995), it is the time for the southern Mediterranean countries to heavily participate in the development process collectively with their neighbours in the north. The south Mediterranean countries believe in the importance of translating the maritime and logistics visions, i. e. the motorways of the sea, short sea shipping, port clustering and other initiatives of the Blue Economy. This belief is based on the capitalisation of the competitive advantage of many of the countries in the south, such as Egypt (where the headquarters of the Arab Academy are located). The academy is serving through two locations – among many others – that are located in two cities and major Mediterranean ports: Alexandria and Port Said.

By way of overview, Prof Ghaffar described the Arab Academy for Science, Technology and Maritime Transport as a specialised organisation that is affiliated to the League of Arab States. It was established in 1972 by 22 Arab countries and is the result of networking, clustering, and collaboration. The Arab Academy's headquarters are located in Alexandria, Egypt.

Nowadays, the academy covers not only maritime transport but comprises also a group of colleges on maritime, engineering, business administration, international transportation and logistics, computer science, languages and communications. These colleges are mainly located in a campus in Abu Qir, Alexandria, where the maritime sector is also based. Besides, there is second campus in the capital of Egypt, Cairo, a third in Port Said, the Northern entrance of the Suez Canal, and a fourth campus in Egypt, south of the valley in Aswan. Moreover, there is also a campus in Lattakia, Syria.

Today, the academy comprises 8 colleges, 10 institutes, 13 centres, 6 deaneries and 2 complexes, namely, the Integrated Simulators Complex and the International Maritime Organization Compound, all of which provide quality educational, training, research and consultation services to students from all over the world from the academy's campuses in Egypt and Syria, and hopefully from Yemen and Sudan in the foreseeable future.

Since its inception, the academy's administration has adopted a policy resting on three bases:

1. Providing the maritime industry with highly qualified personnel who can achieve the cherished objectives set by IMO for this industry.
2. Maintaining relations with all maritime institutions, as well as other institutions operating in the global trade industry with a view to developing the national and international economy.
3. Participating in local, regional and international maritime clusters and networks with a view to exchanging expertise to the benefit of all concerned.

More particularly:

1. Educating and training highly qualified personnel

Being this the main mission of AASTMT, the academy has over 200 qualified faculty staff members working in the maritime area. More than 80 of them are holders of Master degrees and PhD on maritime issues from the World Maritime University and from other reputable universities all over the world.

The facilities in the academy are of high quality. The college is equipped with the latest, most modern laboratories and also an Integrated Simulators Complex, in which more than 12 simulators can be used by the students to be trained. They not only have regular simulators but also very specialised simulators, for instance, a Crisis and Disaster Management Simulator, an Oil Spill Combating Training Center (OSCC) and a Chemical Analysis Laboratory. The academy has recently acquired a Dynamic Positioning Simulator for Offshore Industry. There are also other specialised programmes such as the Diving Programme or the Meteorology Programmes.

The academy is not just an institute, actually, it is a centre of excellence. They have a sea training on-board ship (AIDA 4), which is a sailing academy on which up to 162 students can have their training on-board. They also have a Maritime Safety Institute (MSI) dedicated to training and competency development for the offshore and maritime industry. To achieve the goal of improving the knowledge and performance of offshore and maritime personnel, the MSI operates in compliance with the premier quality standard (DNV, ISO 9001:2008) to implement international training according to the requirements of the International Maritime Organization (IMO), the Offshore Petroleum Industry Training Organization (OPITO) and other globally recognised instruments. The academy also has a Port and Training Institute, as well as a Research Centre.

AASTMT is not only a local academy, but it is also looking for internationalisation. On the same day of the FEMIP Conference, the closing session of an international conference for climate change and sustainable development was taking place in Alexandria, which was organised by the academy in cooperation with the University of Prince Edward Island in Canada and the Smithsonian Institution in Virginia, the USA.

2. Maintaining relations with maritime institutions

AASTMT's administration has been keen on concluding Memoranda of Understanding with maritime educational institutes, universities and organisations with a view to exchanging expertise and widening the scope of information exchange.

The academy's excellent record in providing maritime education and training resulted in the signing of the 1st Memorandum of Understanding (MoU) with the International Maritime Organization (IMO) in October 2001 during the visit of the Secretary General. In the context of the great success of this MoU, embodied in conferences as well as local and regional workshops and seminars with participation of representatives of Arab, Asian and African countries, the MoU was renewed in 2003, 2005, 2008 and 2011. Thus, the scope of the MoU

is extending to ensure the presence of the IMO in the region through the services rendered by AASTMT.

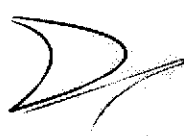

Moreover, the academy has built relationships also with other maritime institutions and has signed an MoU with the e-TQM College in Dubai and with UTM Technology University in Malaysia.

3. Participation in local, regional and international maritime clusters and networks

The academy's administration is convinced that its students must be exposed to different cultures, speak different languages and experience different business practices in order to achieve success in a highly competitive market place. For this purpose, the administration has established the International Agreements and Cooperation Unit (IACU). The IACU coordinates all AASTMT existing international programmes and works for expanding relations with foreign universities and widening the scope of the programmes. The IACU also collaborates in and organises international seminars, partners' fairs, orientation conferences, job fairs and staff training sessions.

Regarding the recognition of certificates, being located in Egypt, the academy is recognised by the Egyptian government. Apart from ratifying and fully implementing IMO Conventions, the Egyptian Authority for Maritime Safety has been keen on effecting the recognition of certificates to the interest of the involved parties. The European Union unanimously recognised on 17/9/2012 the maritime education and training certification system adopted by AASTMT on behalf of the Arab Republic of Egypt, an indication of the vital role the academy plays for the maritime industry.

In conclusion, Prof Ghaffar stressed AASTMT willingness and readiness to participate in any local, regional and/or international network of maritime training institutes and centres, which would contribute to providing targeted opportunities for exchanges and partnering across academies and students.

Presentation 5		12th FEMIP CONFERENCE , Athens 18-19/4/2013 Starting-up Maritime Clusters and promoting networking across training Institutes	
Title:	n/a		
Speaker:	Mr Zacharias SIOKOUROS		
Position:	Head	Maritime Institute of Eastern Mediterranean United by the Sea	
Organisation:	Maritime Institute of Eastern Mediterranean, Cyprus www.marinem.org	Web: www.marinem.org E-mail: info@marinem.org	

Mr Zacharias SIOKOUROS started his presentation by thanking the organisers for inviting the Maritime Institute of Eastern Mediterranean to the 12th FEMIP Conference 2013 in Athens and congratulated them for the topics they had chosen to promote this year.

The Maritime Institute of Eastern Mediterranean is a novel, non-profit organisation based in Cyprus. It was founded by professionals coming from the marine and maritime sector and aims to promote research, technology, innovation, sustainability, education and training within and for the maritime industry.

At the same time, the institute is acting as a “think-tank” but also as an “incubator” of business opportunities on maritime and sea affairs by encouraging and facilitating the dialogue, networking and cooperation among all the sectors’ stakeholders in the Eastern Mediterranean – including the Black Sea.

Mr Siokouros chose not to refer to specific aims or activities of the Institute since this information can be found on the institute’s website. Instead, he opted for focusing on a specific proposal in the context of the FEMIP conference.

The Eastern Mediterranean is a region with a rich maritime heritage at the crossroads of three continents and the cradle of some of the largest civilisations in human history. This geographically and politically diverse area is now facing new challenges; challenges of financial crises resulting in continuously escalating high unemployment rates, challenges of political turbulence and even tense relations among some of the states of the region.

The Institute’s proposal to address these challenges is to leave behind the differences and practices of the past in order to work together for economic integration, competitiveness and sustainable development in the context of rapid globalisation and climate change. In that respect, the sea provides the common ground and an opportunity for the people in this area to respond to these challenges and to initiate a mutually beneficial cooperation.

It is the institute’s strong belief that there are many opportunities for Blue Growth which can create thousands of new jobs for the people of the East-Med region and these opportunities must be further pursued by investing in the development of a dynamic and skilled East Med workforce. By investing directly in the human element and, especially, in young people, the foundations for an overall regional stabilisation are laid down to the benefit of not only this area, but for the whole world – and especially for Europe.

Mr Siokouros stressed the need to encourage the young generation, both in the EU and in non-EU countries in the East Med to follow the maritime profession through specific actions at European, regional and national level. A change in this region could be stimulated by providing training to its youth so that they can benefit from the expected developments in the marine and maritime sector.

Cyprus, being a major maritime country, and Greece, being the leading ship owning state, can both contribute significantly towards this objective. The young people need targeted and specialised training, suited to the needs of the maritime industry; this will allow them to become readily useful to the industry.

A Maritime Knowledge and Innovation Centre in the East Med region under the auspices of both the EU and the IMO as well as the financial support of the EIB will fulfil this requirement. This will be a centre with strong links and understanding of the industry and its involvement, which will infuse the students with the European norms and a common language as well as the sense of responsibility, companionship and professionalism which are more than needed in today’s maritime sector. The centre will act both as a provider of specialised and innovative training and as a competence examination centre for the region, leading to an accredited, internationally recognised European Certificate of Excellence.

The offshore oil and gas sector is another example of a field that could bear a great employment potential. The East Med basin is foreseen to become a major supplier for Europe. Only the first gas fields drilled already are estimated to contain a significant amount of gas – and possibly oil – which, according to experts, may worth hundreds of billions of Euro at current prices.

The regulatory framework which will support the development of this sector is under preparation. However, plans for the effective training of the human resources that are

needed to support this industry are still missing. Apart from engineering jobs at university level, the industry will require the employment of thousands of technicians, electricians, welders, pipe fitters, builders, machine operators, but also a big number of other related skilled human resources. A specialised – high calibre – centre located in the East Med area will ensure that young people from the area will occupy a big chunk of the upcoming positions.

But the oil and gas sector is not the only promising sector in the area. Maritime training must be considered in its wider perspective. There are opportunities also in other sectors related to the maritime industry, for example, the cruise sector. There are thousands of crew today working on-board cruise ships, not only as deck and engine personnel, but also on the hotel side, in positions such as stewards, waiters, cooks, etc. In line with this, there is the need to explore the potential for employment of young people from the East Med region, also due to the large share of the ships operating today in Mediterranean waters.

Training courses could also expand to cover more targeted areas, promoting at the same time the European priorities as set in the Blue Paper for an Integrated Maritime Policy. For example, training in maritime spatial planning and integrated coastal management, which could be provided to both governmental and non-governmental organisations to ensure common understanding and uniform implementation; training in maritime security and surveillance subjects; training in the protection of the marine environment, including pollution response; training for port workers, stevedores, etc.

In addition to the development of these training programmes, the centre could further support the application of innovative technologies in the maritime sectors, such as the use of LNGs (liquefied natural gas carriers) in shipping, and the use of new technologies in aquaculture and in biotechnology of the sea.

The institute, in cooperation with another Mediterranean institute, is currently developing customised training programmes which will serve the needs of each country for different job positions. Mr Siokouros expressed the belief that short-targeted training specialisation courses in most of the above fields could provide promising employment opportunities to many young people.

A well-structured evaluation scheme would endorse competences and allow for the provision of recognised qualifications. All this would need the active involvement of the respective industry through the lectures given by professionals of this industry.

This could also attract university graduates who now come to realise that, under the recent developments in their countries, they may need to divert to different fields. For example, a successful banker in a different economy could also be a competent person on-board of a cruise ship, or even a skilled fish farmer, could earn money in a different way.

Incentives from the countries of the region could also support this effort. Such incentives may take the form of bilateral agreements and include reduced port or other fees for certain vessels provided that these vessels have on-board an adequate percentage of nationals from interested countries.

The institute, together with the local shipping community of Cyprus, has lobbied for years its competent authorities to establish such a centre which will serve the whole East Med region. After some years of continuous efforts the relevant bodies took the decision to start the process, but unfortunately it was too late: For obvious reasons, funds are currently not available.

Mr Siokouros expressed his belief that Cyprus constitutes an ideal place to base such a centre. First of all, Cyprus is a member state of the EU, an active member of the IMO and it

is also the gate of the EU to the east. Moreover, Cyprus is the country where the Limassol Declaration was signed last October (2012) and its administration fully endorses the vision and objectives for Blue Growth.

Cyprus is today one of the largest ship management centres of the world and has the potential to become also one of the major oil and gas hubs in the wider area, allowing for synergies in this context and utilising, among others, its good relations with almost all the countries of the region. Mr Siokouros expressed his hope that these relations would soon expand to include Cyprus' nearest neighbour: Turkey, with its huge potential in the shipbuilding and energy sectors, should also benefit from the European infrastructure that is currently being proposed.

A Maritime Knowledge and Innovation Centre in the East Med could substantiate the EU vision for Blue Growth and could support its objectives in manifold ways. The institute also envisages a training and research sailing vessel, flying the flag of Europe, which will be operated within the scope of the centre, being used both for training courses and research programmes, but which can also serve other causes. This vessel will sail through the East Med and the Black Sea, following centuries-old routes, spreading the message of cooperation, solidarity, mutual respect and understanding in the whole region, with its crew coming from the institutes, academies and research centres of the entire region.

All this could be best accomplished within the framework of a constitutional forum – a cluster – of all marine and maritime institutes, academies, research centres and SMEs in the East Med and Black Sea.

In the past, ships used to be built in Cyprus, for Egyptian kings, manned by Greeks or Phoenicians, carrying cargoes from East to West and vice versa. The sea used to unite the people in the region and not to keep them apart.

It is therefore of imperative importance in these difficult and unstable times to support this area and exploit its great potential by investing in its transformation and reformation. An area, with the potential to become one of the strongest maritime hubs, supporting and serving the whole Europe, both due to its worldwide significant sea routes and its newly discovered oil and gas resources, but also its enormous capacity in young and educated people. This will only be accomplished by laying strong foundations to boost Blue Growth and to provide new “Blue” employment opportunities; opportunities from which none should be deprived.

What the institute suggests to the three organisations that are behind the FEMIP event (i. e. EIB, EC, IMO) is to undertake a study for the immediate realisation of this centre for the East Med, seeking the views and involvement of all stakeholders. From its side, the Maritime Institute of Eastern Mediterranean, is determined to provide support, ideas, the knowhow and enthusiasm of its members, partners and associates who are also passionate professionals of this sector, who truly believe that Blue Growth may present the best opportunity for this area. Mr Siokouros is convinced that the Government of Cyprus will be fully supportive in such an effort.

Finally, Mr Siokouros concluded his speech, by reporting that the institute already had a very tangible result from this conference due to the fact that they already agreed with Professor Ghaffar and the respective Minister from Cyprus that they will start the process of examining how to materialize all these things discussed.

DISCUSSION

Speaker 1:

Mr Ali SHAATH, Deputy Minister of Transportation of Palestine, having attended the 5th IMP-MED Technical Regional Workshop (which took place in Athens on 16-17 April, 2013) and the present FEMIP Conference, commented that successful Blue Economy in Europe plays a strong role in closing the growing economic gap between the south, east and north of the Mediterranean basin. After the Barcelona Convention was signed in 1995, the RTAP (Regional Transportation Action Plan) has been developed. This has been discussed under the EUROMED Transport umbrella. The speaker complained that the real gaps to be bridged have not been defined yet and underlined the need to focus on concrete actions.

Mr Shaath congratulated Prof Ghaffar from the Arab Academy of Alexandria on his presentation, corroborating that it is really one of the academies that are producing human resources for the whole area connected to the Arab League Member States (22 countries). These human resources are well trained and certified, acknowledged by the EU Member States, as mentioned in the presentation. In addition, they are fully accredited by the International Maritime Organization (because of the integrated training and education curricula given by the IMO).

Mr Shaath asked to start thinking on how to close the growing gap between north and south also in terms of qualification of human resources and suggested to start training e. g. the students from the Arab Academy on the ships of huge north European fleets in order to accelerate this process.

Mr Sioukoulos replied that this is exactly what the Maritime Institute of the Mediterranean has been proposing and this is what himself and Prof Ghaffar from the Arab Academy have discussed briefly. The idea is to bring together the employers, the ship management companies of Cyprus and the ship-owning companies of Greece in a place where they can meet the seafarers; they will train them, if it is needed, to their specific needs and requirements. So, both the Maritime Institute and the Arab Academy are looking for the opportunity to provide the confidence to these shipping companies so that they can employ the professionals they would like to have on their ships. Mr Sioukoulos underlined the need to convince all other shipping companies that these people can really serve their needs. He further commented that there is a very small percentage of Egyptian, of Arab graduates in today's shipping, so he believes that this can be increased. The idea is to find ways to bring to the knowledge of all of these companies what, for example the Arab Academy in Alexandria, can offer to them.

Speaker 2:

Dr Alaa EZZ, Secretary General of the Federation of the Egyptian Chambers and coordinator of the ASCAME (Association of the Mediterranean Chambers of Commerce and Industry), made a direct comment in relation to Mr Sioukoulos' speech. In the past half century, the European Union with its southern members has been enhancing its cooperation through the Med Policy, the enhanced Mediterranean Policy, then the Barcelona Declaration (1995) and being upgraded afterwards to the ENP (European Neighbourhood Policy). Throughout this history, there have been 15 Member States with 12 southern Mediterranean countries. Dr Ezz mentioned that the number of southern Mediterranean countries has started to drop after the loss of Malta, Cyprus and Turkey in succession. According to the speaker, the whole half century great efforts have been undertaken to bridge the gap between the north and the south Mediterranean, to create a lake of prosperity, of flourishing cooperation. Dr Ezz confessed to be disturbed by the fact that the last presentation was talking about east Mediterranean and stated that he does not accept splitting the

Mediterranean into east and west, being this conference about Euro-Mediterranean cooperation.

Mrs Pariat replied that the intention was not to split the Mediterranean in different areas. In some cases, there are specificities of different areas and it is easier to start from somewhere and then to expand to the rest. The whole discussion is about how to bridge better the north and the south in order to have an area of economic prosperity and growth in the Mediterranean, rather than excluding one or the other area.

Speaker 3:

Mr Abdel Latif NEHAD, from the Ministry of Foreign Affairs in Egypt, national coordinator for the IMP-MED Project and Chairman of the Steering Bureau of Egypt, EU Action Plan and Association Agreement, posed two questions:

The first question concerned the clusters, which in Europe are something new. They have started since 6-7-8 years ago and are still on the process. After the presentation in the roundtable of two models, one on the national level (example of France) and one in the regional level (example of Spain), the speaker expressed his belief that there is a huge difference in the concept itself – geographically meaning: Industrial clusters always existed within a geographical context or area, while maritime clusters are completely different. Mr Nehad also noticed that tourism has been excluded in both cases as well as offshore, gas and energy sectors. If this experience is just beginning in Europe (and, as mentioned, the Asian clusters stimulated the trigger of the European clusters), the speaker asked the opinion of the panellists concerning the form of cluster (regional or national) they would suggest for the southern Mediterranean.

The second question of Mr Nehad referred to the training and education institutes in the north which, according to the speaker, are not present there. He had also attended the 5th IMP-MED Technical Regional Workshop (Athens, 16-17 April, 2013) and found out that it was only the southern training and education centres that were participating, none from the north. On the cluster side, however, there were representatives from the north. He stressed the importance of having institutes from the north sharing their experiences with those from the south, because, as the Arab Academy is a hub for the Arab world, he would also like for the African to be more connected with the European, particularly with EU Member States institutes. He finally wondered if there is a European Union association of institutes as there is for clusters.

Ms Pariat clarified that this was precisely the purpose of the present meeting, i. e. to start elaborating on how to develop a network of institutes. Moreover, she explained that representatives from the north were not present because it was not possible to have speakers from more different institutes. However, this is precisely where the IMP Project can help others, e. g. to get into contact with institutes in the north, as well as in the development of governance and networking. Ms Pariat underlined that, although this is only the start of the process, this aspect is absolutely necessary.

Mr Vallat stated that the idea of the European Network of Maritime Clusters today is a challenge. He repeated his belief that it will take from five to ten years in order to harmonise. The cluster members of the ENMC should be of national importance. Most of them are national, but there are contradictory examples. For example, in England there is no national cluster; there is a combination of two or three regional clusters. They have been asked to coordinate themselves so that within the ENMC they will have one voice (referring not to a vote, but to a single harmonised position). He also mentioned the example of Germany: In Germany a big part of the cluster role is taken by the government itself. In France, on the

contrary, this is not the case. The same happens in Spain, where the French have contributed to the creation of a national cluster (like the French one); but, additionally, in Spain there are also regional clusters. Mr Vallat stressed the importance of having one voice per country, considering that this is not a nationalism issue, but an intermediary step towards efficiency and harmonisation.

With regards to tourism, the speaker clarified that there is no doubt that it is a very important part of the maritime economy and the Commission has been right to correctly identify it in the Limassol Declaration being one of the main sources of development for the European Union. Mr Vallat emphasised that, as a representative of the ENMC, he believes that the professions involved in this sector have their own problems, principles, systems which are not the same with those of the ENMC. He considers them less as people from the narrow shipping industry and sees them closer to the tourism industry. This does not mean that they are not part of the maritime economy, but he does not see what role they could play to help in the maritime cluster. For example, in the French maritime cluster there are 310 thousands of people working directly and specifically for maritime activities (not at coastal hotels). The ENMC's figure is only for those 310.000 people with € 53 bn. of turnover (while the respective figure of the EC was higher), but the speaker maintained that it is mostly a matter of having homogeneous criteria.

Ms Iolanda Piedra expressed her full agreement with the opinion of Mr Nehad. She also believes that there is a need to think whether there should be one or two Mediterranean clusters and rather sustain one without the distinction between western and eastern side. As the Chairman President of the CMIB says, “we need to see whether we have to continue having regional and national cluster; if this distinction serves particular purposes”. Indeed, there are Mediterranean particularities. However, taking the example of Spain, all regional clusters are discussing their contribution. On the other hand, the overall Mediterranean space could bring all countries closer. Ms Piedra commented that, possibly, these two systems should co-exist because of the particularities of the Mediterranean.

Mr Siokouros commented on the division between east and west Mediterranean by saying that if it is possible to manage all this area in one cluster, he would not disagree. However, he raised the question if it would be possible to have a cluster for the whole western Europe. Mr Siokouros also stressed the need to see whether it is feasible to have a cluster in a small nation. Cyprus has maybe the third largest ship management centre in the world but it still does not have the critical mass in all the maritime areas. Cyprus, being a nation of 800.000 people, cannot claim to be a complete cluster providing all the aspects that are needed for this industry. He expressed the belief that in the eastern Mediterranean – unfortunately - there are certain issues that may not exist in the western Mediterranean. He observed, for example, that whenever he has been in western Mediterranean ports, he has seen plenty of ferries connecting the north with the south. In the whole eastern Mediterranean, though, the ship connections between eastern Mediterranean countries are not good or inexistent. In his opinion, differences exist and a cluster of certain nations that have common problems and sometimes common history can more easily be managed. He replied that, if it is believed that the whole area of Mediterranean can be managed in one cluster, they should go for it; however, he still sees the need to have regional approaches in certain issues.

Prof Ghaffar observed that the Arab Academy is not only a hub for the Arab region; it is a hub for Arab and Africa. He mentioned that in the semester which started in February 2013 one hundred eighty students from Nigeria have joined the academy to get educated and trained. There are also students and cadets from different nations in Africa. Thus, he believes that it is very crucial to find job opportunities for the graduates of the Arab Academy, helping this the Blue Economy.

Speaker 4:

Mr. Abdel Rahman AWAD, from Cartil Ltd., Arab African Centre for Marketing & Consultancy Services, thanked Prof Ghaffar for all the details regarding the Arab Academy which were not known to all. He mentioned that his company in cooperation with other companies from the logistics and maritime sector. This group of companies started the cooperation with the Arab Academy (the branch in Cairo). The speaker said that they can prepare those who are graduating from African and Arab countries to be certified (with a professional certificate issued in the UK) and that they are able to support those graduates from Arab and African countries as well as offer consultancy for gap analyses on the training needs for this sector, also the industry and agricultural sector.

Ms Pariat referred to the 5th IMP-MED Technical Regional Workshop that had taken place in Athens on 16-17 April, 2013, preceding the 12th FEMIP Conference. Since this was mentioned by a few attendants from the audience, Mr Mark Abeille, team leader of the Integrated Maritime Policy in the Mediterranean (IMP MED) project was asked to present a few brief conclusions from the workshop.

Speaker 5:

Mr Mark ABEILLE, team leader of the Integrated Maritime Policy in the Mediterranean (IMP-MED) project, took the floor to outline the content and outcomes of the IMP-MED workshop:

Briefly speaking, there had been three sessions (which revealed to be interconnected); these concerned the following topics:

1. Clusters:

Clustering is a new concept for most countries. Morocco has started the development of clusters while other countries are taking their first steps. There is now a better understanding of the diversity of this concept and the fact that there is no obligation for a label, a format or a standard for establishing a cluster. Mr Abeille raised some questions related to the creation of clusters, for example, what would be the respective role of the public and private sectors in establishing a cluster or, also, what sectors should be involved. Some countries consider that only transport or mostly transport-related sectors should be involved in a cluster. In this regard, some evaluations of the various sectors in each country should be done in order to identify what are the sectors that could join a cluster, what is their economic weight, what is their importance in terms of jobs, etc. The idea behind is to help the countries in their starting steps through a technical assistance in the form of an inventory or directory and a sound basis on economic and social issues.

2. Interconnection of educational and training centres:

In order not to repeat what had already been said during the present roundtable, Mr Abeille just mentioned that the Arab Academy participated in the IMP-MED workshop, along with the World Maritime University (WMU). He also observed that, although many initiatives do already exist, there are still some gaps (“loop holes”) in certain fields as well as some limited or unknown training sectors. These problems were identified during the workshop and brought about the decision to explore more the issue within a regional approach.

3. Virtual Knowledge Center (VKC):

Mr Abeille had no special comments regarding this session since it was the subject of roundtable 3.

By way of conclusion, Ms Pariat highlighted that the present roundtable had shown that there is a real interest for clustering and for better networking of maritime institutes and academies; there is a need and there is a will for that. Two examples of clustering experiences had been offered, along with the possibility for cooperation. As said at various moments during the roundtable, there is no one-size-fits-all model. The moderator commented that the specificities of each area, each region and each sector should be examined, with a view to move one day to a structure that is more integrated at the level of the complete Mediterranean basin. In her opinion, this moment is not that far away and it is certainly an objective and an aim to work for. Moreover, she had taken the request to strengthen the linkages between the training institutes in the southern part of the Mediterranean and the shipping industry of the north. One possibility could be to provide a list of graduates from the Arab Academy and also from other institutes to the shipping industry, e. g. via the Eastern Mediterranean cluster. Ms Pariat also remarked that there is the request of the European Commission for two things: First of all, to help on the governance, more than anything else, and, second, to work on a better definition of what is the “Blue Economy”.

The moderator also emphasised the existence of the IMP-MED project (Project on Integrated Maritime Policy for the Mediterranean), which is a technical assistance project financed by the EC and the European Neighbourhood and Partnership instrument (ENPI). This project aims at bridging the gap and helping on the governance side of the maritime economy. She encouraged all stakeholders to use these possibilities as much as possible and to identify bottom-up initiatives that need to be developed.

Ms Pariat closed the roundtable by thanking the fellow panellists for their very interesting contributions and their cooperation in this initiative, as well as the audience.

12th FEMIP Conference

**“MEDITERRANEAN BLUE ECONOMY:
ENHANCING MARINE AND MARITIME COOPERATION”**

Athens, 18 - 19 April 2013

Roundtable 1:

Starting-up maritime clusters and promoting networking across training institutes

Conclusions

Topic: Introduction to the roundtable

Challenges:

- Examine how to achieve clustering in the coastal, cruise and maritime tourism, offshore oil and gas, coastal protection, marine energy development, blue biotechnology and other sectors on value chains of the Blue Growth economy;
- Examine how to benefit from clustering, and cross-border cooperation and exchanges in the Mediterranean, in order to ensure more job opportunities for the young people.

Objectives of the round table:

- Discuss the potential of maritime clusters and the degree of involvement of multi-stakeholder in the Mediterranean maritime sectors;
- Understand the challenges at stake by considering the examples of the European Network of Maritime Clusters and the Cluster of the Balearic Islands;
- Explore the possibilities for further networking across various training institutes;
- Listen to the experiences and needs of the Maritime Institute for the Eastern Mediterranean and the Arab Academy of Alexandria.

Topic: Keynote speech on maritime clusters and training institutes

Key notes:

- The core activity of the maritime cluster is shipping;
- The growth potential of the Mediterranean region can be extended to cover maritime transport, coastal and cruise tourism, blue energy, marine mineral resources and blue biotechnology;
- Shipping should be governed by global rules set by international organisations;
- The implementation of the Maritime Labour Convention is expected to make seafaring a more attractive career option;
- Criminalisation of seafarers acts as a serious disincentive to the attraction of maritime professionals;
- Prospects for cooperation between EU and non-EU countries, especially in the Eastern Mediterranean are excellent.

Key questions/challenges:

- What is it that makes the Asian clusters more appealing than their European counterparts?
- What are the best practices of these maritime clusters that Europe could follow?

- What are the prerequisites for starting up a successful maritime cluster in Europe?

Concerns and actions for the future:

- Raise the awareness and profile of the shipping industry;
- European shipping should focus on international competition rather than the internal market;
- Liberal policies, as opposed to protectionist trends, for market access to maritime transport should be maintained;
- Retention of maritime know-how in Europe through:
 - Upgrading maritime education to high quality education and training for seafarers, along with seagoing experience;
 - Attraction of marine officers and ratings;
 - High quality education for all service providers in the maritime cluster should be offered;
 - Young Europeans' attraction through training and career planning ashore to promote quality seafarers and talented maritime professional;
 - Activation of EU's educational and exchange programmes for seafarers;
 - Training of educators and trainers of maritime institutions and academies;
 - Promotion of networking across maritime training institutes.

Topic: Presentation of the French Maritime Cluster and the European Network of Maritime Clusters

Key points regarding the French cluster:

- Originally formed by 30 companies, now accounts for about 350 enterprises covering the sectors of fisheries, ship finance, maritime insurance, ship owners, naval shipbuilding and ship repairs;
- The river business and the tourism sector are excluded due to the perceived low extent of relation with the maritime industry;
- Cluster is financed by funds from its members.

Main activities of the French cluster:

- Synergy workshops;
- Private risk capital fund;
- Lobbying actions;
- Annual organising of the “*Assises de l'économie maritime*”;
- Networking buffets;
- Website;
- Overseas maritime clusters.

Key points regarding the European Network of Maritime Clusters (ENMC):

- Participation of 17 countries;
- Not homogeneous cluster;
- The European Commission (EC) participates as observer in the ENMC meetings.

Objectives of the ENMC:

- Promotion of the European maritime sector;
- Reinforcement of the Blue Economy;
- Enlightening of maritime challenges;
- Exchange of best practices;
- Intra-European networking;
- Cooperation with regional clusters outside Europe;
- Lobbying and dialogue towards/with the EC.

Concerns and actions for the future:

- Identification of what maritime clusters represent in Europe;
- Harmonisation of clusters in the frames of ENMC;
- Assistance to emerging clusters and welcome to new clusters in the ENMC.

Topic: Presentation of the Cluster of the Balearic Islands (CMIB)

Key points regarding the CMIB:

- CMIB cluster has developed the cooperation via two projects:
 - Project intended to strengthen the cooperation in training;
 - Project focusing on the promotion of cooperation for the elaboration of legislative, training and educational frameworks related to clustering (REDMAR project).
- Objectives of CMIB:
 - Facilitate maritime development;
 - Promote maritime training and culture;
 - Promote the development of a relevant legal framework.
- All maritime related sectors are represented in the CMIB, except for the tourism sector; however, the need to include the tourism sector is acknowledged.
- Cluster operative plan for 2012-2015 focuses on enhancing:
 - Cluster's competitiveness;
 - Promotion at international level;
 - Training of involved stakeholders;
 - Research & Development;
 - Social development and
 - Marketing.

Challenges:

- Clusters have a potentially positive effect on the West-Mediterranean development, but doubts remain on the optimal size of the catchment area that a cluster may take up;
- Each cluster needs an efficient governance structure;
- All relevant stakeholders, from governmental institutions to private economic actors, from labour unions to higher-education institutions, have to be involved in the cluster;
- Each cluster needs to cover two main areas:
 - Action areas related to the environment, the competitiveness and the harmonisation of legal frameworks;
 - Action areas linked to the enhancement of training, investments and entrepreneurship and R&D.

Topic: Presentation of the Arab Academy for Science, Technology and Maritime Transport (AASTMT)

Key points:

- Established in 1972 by 22 Arab countries, now affiliated to the League of Arab States;
- Headquarters located in Alexandria, Egypt; colleges based in Port Said, Cairo, Aswan, and Lattakia (Syria);
- Comprises a group of colleges on maritime transport, engineering, business administration, international transportation and logistics, computer science, languages and communications;
- Altogether, it comprises 8 colleges, 10 institutes, 13 centres, 6 deaneries and 2 complexes;

- Has signed various Memoranda of Understanding (MoU) with maritime educational institutes, universities and organisations;
- Has established the International Agreements and Cooperation Unit (IACU);
- Academy's certificates are recognised by the Egyptian government, the IMO and the European Union;
- Facilities and Programmes:
 - 12 simulators, regular and specialised;
 - Diving programme, meteorology programmes;
 - Sea training on-board ship (AIDA 4) – sailing boat for 162 students;
 - Maritime Safety Institute (MSI);
 - Port and Training Institute.
- Academy's policy:
 - Providing the maritime industry with highly qualified personnel who can achieve the cherished objectives set by IMO for this industry;
 - Maintaining relations with all maritime institutions as well as other institutions operating in the global trade industry with a view to developing national and international economy;
 - Participating in local, regional and international maritime clusters and networks with a view to exchanging expertise to the benefit of all concerned.
- Is considered a centre of excellence.

Topic: Presentation of the Maritime Institute of Eastern Mediterranean

Key points regarding the profile of the institute:

- Non-profit organisation;
- Founded by professionals from the marine and maritime sector;
- Aims to promote research, technology, innovation, sustainability, education and training within and for the maritime industry;
- Encourages and facilitates the dialogue, networking and cooperation among all the sectors' stakeholders in the eastern Mediterranean – including the Black Sea.

Needs and Challenges:

- Encouragement of the young generation both in the EU and the non-EU countries in the East Med to follow the maritime profession;
- Targeted and specialised training, suited to the needs of the maritime industry, as well as of the offshore, oil and gas sector and cruise shipping;
- Extension of the areas of training course:
 - E. g. training in maritime spatial planning and integrated coastal management, training for port workers and stevedores, training in maritime security and surveillance subjects, training in the protection of the marine environment.
- Support of the application of innovative technologies in the maritime sectors:
 - New technologies in aquaculture, biotechnology of the sea and LNGs in shipping.
- Active involvement of the respective industry with lectures given by professionals;
- Incentives from the countries of the region in the form of bilateral agreements:
 - E. g. reduced port fees or other fees for certain vessels provided that these vessels have on-board an adequate percentage of nationals from interested countries.
- Training and research sailing vessel;
- EIB, EC, IMO to undertake a study for the immediate realisation of a Maritime Centre for the East Med, seeking the views and involvement of all stakeholders.

12th FEMIP Conference
**“MEDITERRANEAN BLUE ECONOMY:
ENHANCING MARINE AND MARITIME COOPERATION”**
Athens, 18 - 19 April 2013
Roundtable 2:
Bridging the gap towards effective safety and surveillance

Panel

Mr Ashok MAHAPATRA (Moderator), Senior Deputy Director, International Maritime Organization (IMO)

Mr Markku MYLLY (Keynote speaker), Executive Director, European Maritime Safety Agency (EMSA)

Mr John Erik HAGEN, Regional Director, Norwegian Coastal Administration

Mr Omar HASSEIN, Vessel Traffic Services (VTS), Tangiers, Morocco

Mr Frédéric HÉBERT, Director, The Regional Marine Pollution Emergency Response Centre for the Mediterranean Sea (REMPEC)

Mr Jean LAPORTE, Hydrographic and Oceanographic Service of the French Navy (SHOM)

Mr Kees POLDERMAN, Former Chairman of the International Maritime Organization (IMO) Sub-Committee on Safety of Navigation

Notetaker

Dr Daniele DEL BIANCO
Organisation: COFAD GmbH

Minutes of Presentations and Discussion

Mr Ashok MAHAPATRA introduced the second roundtable by highlighting the goal to promote – through the EIB – investments in the blue economy in the Mediterranean region. For this to be effective, it is necessary that the safety, the security and the protection of the marine environment are all equally ensured. To this end, the IMO develops and adopts international rules and regulations whilst the EU provides technical advice and support to implement them. In order to complement existing activities, the feasibility of networks of physically defined navigation routes and TSSs (Traffic Separation Schemes) should be considered. This, in turn, would ultimately lead to the establishment of an electronic marine highway of the Mediterranean coastal states. Its setting up could be considered under the auspices of the IMO and other interest providers.

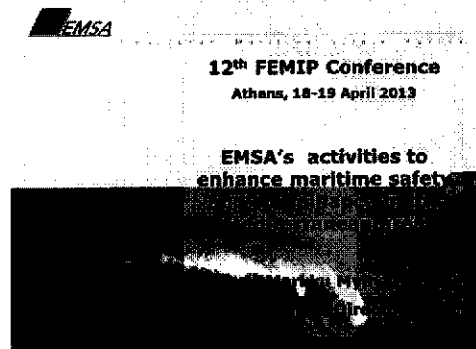
Presentation 1 (Keynote)

Title: EMSA's activities to enhance maritime safety and surveillance in the Mediterranean area

Speaker: Mr Markku MYLLY

Position: Executive Director

Organisation: European Maritime Safety Agency (EMSA)



Mr Markku MYLLY introduced his keynote by highlighting the main features of EMSA. Established in the aftermath of the Erika (1999) and the Prestige (2002) accidents and their resulting oil spills, EMSA founding regulation was accepted in 2002 answering to European decision makers' concern on how to increase awareness about maritime safety on the European waters. EMSA started its operational activities in the beginning of 2003. The headquarters were soon moved from Brussels to Lisbon, Portugal. At present, EMSA features a highly international working environment (25 nationalities represented) with 250 members of staff (210 statutory posts, national experts and trainees). EMSA total annual budget is approximately 55 million Euros.

EMSA core tasks relate to the implementation of visits, audits, inspections and training activities to enhance NCAs' (National Competent Authorities) capabilities to comply with the EU regulatory framework and operational standards. Moreover, EMSA is concerned with operational activities such as maritime surveillance, pollution preparedness and response. EMSA is running the SafeSeaNet System: Based on the collaboration of all EU maritime authorities, it enables them to provide and receive information on ships, ships' movements, and hazardous cargoes. Through the SafeSeaNet system between 17-18.000 vessels (daily) on EU waters are monitored at EMSA with almost a million AIS (Automatic Identification System) messages received on a monthly basis.

Since 2006, EMSA is responsible also for matters of pollution preparedness and response and has developed its specific equipment (e. g. 19 oil response vessels), providing ad hoc help to MSs. Based on the latest revision of its budget, it is envisaged that EMSA will soon be responsible also for oil and gas installations and response for accidents.

EMSA staff is highly trained and committed; there is a high expertise available for MSs and neighbouring countries. EMSA is not a training institution but it plays a key role in providing technical assistance and training to both MSs and non-MSs countries; promoting and sharing best practices, learning from each other and then evaluating best practices and proposing best practices to other MSs.

Improve standards and harmonise the high-standard application of regulations throughout the Mediterranean is a key objective to EMSA. This implies the need for cooperation with neighbouring countries.

In March 2013, the revision of EMSA's founding regulation has enlarged the geographical scope of EMSA's activity to neighbouring countries. EMSA has already begun its cooperation and coordination with the EC to start assisting some Mediterranean neighbouring countries.

EMSA is gradually providing technical assistance to non-EU countries, starting with pre-accession ones. It delivers approximately 30 training sessions per year which are attended by 800-900 officers coming from both EU and IPA (Instrument for Pre-Accession Assistance) countries.

The future steps EMSA is taking to provide technical assistance to ENP (European Neighbourhood Policy) countries, are foreseen in the SAFEMED III project (a continuation of SAFEMED I and II projects). SAFEMED III project has the objective of mitigating existing imbalances in the application of maritime legislation in the Mediterranean region.

Starting in June 2013, SAFEMED III will last three years with a total budget of 3 million Euros. It develops through the following 7 main activities, with the ultimate aim to build on the results of previous SAFEMED projects and to ensure wider coordination with other EU projects and larger participation of Member States' experts:

1. Flag State implementation (i. e. monitoring of Recognised Organisations [ROs], improving and harmonising accident investigation activities and processes in the Mediterranean region);
2. Port State Control (PSC) (i. e. training on port, providing supporting tools);
3. Traffic monitoring (i. e. best practices sharing on AIS, monitoring tools, enabling ENP countries to have infrastructure in place);
4. Protection of the marine environment (i. e. MARPOL¹ trainings, associate to CleanSeaNet² trainings on pollution response, conducting one exercise with EMSA);
5. Human element (i. e. STCW convention³, MLC⁴ issues);
6. Security of ships and port facilities (i. e. security training and sharing of best practices);
7. Supporting activities (i. e. ensuring visibility, e. g., through the implementation of a dedicated website).

Technical assistance will be provided in the form of: Training sessions (both in Lisbon and on-site); Workshops; Technical support to enhance compliance with technical rules (Med MoU⁵ procedures); Analysis/studies (i. e. overview of the maritime administrations in the ENP countries); Tutoring projects (i. e. joint PSC inspections); In-the-country trainings (i. e. International Safety Management Code/ISM auditors); Operational activities (i. e. oil recovery vessels' exercises); Inventories (i. e. marine pollution at-sea response policies and resources available in the ENP countries).

The European Space Agency (ESA) financed an extension of the GMES-MARCOAST project to Morocco, Algiers and Tunisia in 2007, organised by REMPEC⁶. This was a satellite-based oil spill detection service, like CleanSeaNet (CSN). The CSN system is operated in-house by EMSA. On a yearly basis, 2000 satellite images from EU sea basins

¹ MARPOL: International Convention for the Prevention of Pollution From Ships

² CleanSeaNet (CSN): Near Real Time European satellite based oil spill monitoring and vessel detection service

³ STCW: International Convention on Standards of Training, Certification and Watchkeeping for Seafarers, 1978

⁴ MLC: International Labour Organization (ILO) Maritime Labour Convention

⁵ MED MoU: Mediterranean Memorandum of Understanding on Port State Control

⁶ REMPEC: Regional Marine Pollution Emergency Response Centre for the Mediterranean Sea

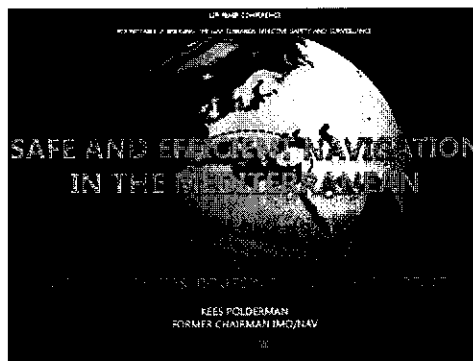
are collected to detect possible pollution. EMSA under its new mandate is requested to support European Neighbourhood Policy countries. EMSA will explore in 2013 if these countries would be interested in setting up a satellite oil spill and vessel detection service. This would comprise a combination of earth observation and satellite-AIS information.

Before concluding his presentation, the speaker offered a concrete example of EMSA cooperation with ENP countries in the Mediterranean by presenting one EMSA pilot project with Morocco. Between 2011 and 2013, discussions and technical preparatory work were undertaken by EMSA and the Moroccan Merchant Marine Directorate in order to establish a pilot project for the exchange of vessel traffic information. The project focuses on: Vessels' automatic identification system (AIS) messages; Hazardous materials on board (Hazmat), and Port pre-arrival messages. The project participating countries are Morocco (Vessel traffic monitoring system - MARIS) and 5 EU Member States (Spain, France, Italy, Portugal and United Kingdom) (EU vessel traffic monitoring system - SafeSeaNet). The project will start in May 2013.

As a conclusive remark, the speaker stated that the Mediterranean area is an important and vital area for economy and world trade. The rate of economic growth is remarkable. It should not be overlooked that economic growth implies more sea (cargo, passengers and cruisers) traffic. It is necessary to take all measures to ensure the safety, security and environmental protection in the area. Harmonisation of processes with EU and ENPI⁷ countries is a necessity. The best possible use of existing and on-going systems (IT related solutions and applications) has to be pursued and that is what EMSA is trying to achieve through the implementation of the SAFEMED III project.

Presentation 2

- Title:** Safe and efficient navigation in the Mediterranean - the role of ships' routing and ship reporting
- Speaker:** Mr Kees POLDERMAN
- Position:** Former Chairman of the International Maritime Organization (IMO)
- Organisation:** International Maritime Organization (IMO), Sub-Committee on Safety of Navigation



Mr Kees POLDERMAN introduced his presentation by recalling that "Bridging the gap" was also the title of the paper he delivered at the 1992 VTS⁸ Symposium in Vancouver, Canada, where he presented the major results of the "COAST 301" project: the first fundamental European research project on issues relating to maritime traffic, dealing with the synergetic use of information for cooperation between countries surrounding a common sea basin area.

In order to set the scene on maritime traffic in the Mediterranean area, the speaker recalled its most emblematic figures. There are more than 450 ports and terminals in the Mediterranean. There are distinct traffic flows both between Mediterranean sea ports and those for traffic transiting the area (i. e. from Gibraltar Strait to the Bosphorus and the Suez Canal and vice-versa).

⁷ ENPI: European Neighbourhood and Partnership Instrument

⁸ VTS: Vessel traffic services

AIS images demonstrate just how busy it can be in some parts of the Mediterranean. Systematic monitoring of AIS information provides important basic information on traffic patterns and on the nature and density of shipping traffic in the area. Such information is vital for planning and design of routing measures as well as the in-depth understanding of maritime traffic related risk. Data on maritime accidents is necessary to consider the risk reducing potential of measures, in particular on traffic accidents and instances such as collisions, sinking, contacts and grounding.

At present there is a lack of reliable data on recorded accidents in the whole area. More data and, in particular, the study of such data, would be necessary in order to verify the need for actions and to build a case for specific measures. The speaker identified four problematic areas according to available data on maritime accidents where specific measures may be identified: the Gibraltar Strait, the Southern Tyrrhenian Sea, the Aegean Sea and the Suez Canal area.

Speaking of risks implies speaking about consequences of accidents both in terms of human life or in terms of marine pollution. Since both routing measures and reporting systems have the potential of contributing to the protection of the marine environment, another key element is the understanding of the risk of pollution in the area.

Available data on oil spills recorded between 1999 and 2004 refer to detected oil spills generated by operational pollution, in particular, from illegal discharging of oil. In order to determine the risk reducing potential of routing or reporting measures, it would be essential to analyse data on accidental oil spills as well.

IMO adopted routing measures and reporting systems in the Mediterranean, consisting of Traffic Separation Schemes (TSS), areas to be avoided, other routing measures (e. g. Recommended routes) and Ship Reporting System (i. e. Gibraltar Strait, Boniface Strait and in the Adriatic Sea).

Referring to bridging the gap towards effective maritime safety and surveillance, the speaker focused on the recommendations specified in the supporting document to the 12th FEMIP Conference 'Towards improved marine and maritime cooperation in the Mediterranean'. Specifically, he mentioned that the potential of a network of physically-defined navigation routes and Traffic Separation Schemes can contribute to ensure a safer and more secure navigation in the Mediterranean.

The speaker endorsed this suggestion but envisaged that further surveys and studies would be conducted in order to assess and validate it; to demonstrate the characteristics and portions of the safety gap, as well as the potential of routing measures to bridge such gap. The same applies to the potential of ship reporting in the wider framework of maritime surveillance. The principles and criteria established in IMO instruments offer essential guidelines not only for defining such further studies, but also for a successful adoption process of routing and reporting measures by the IMO, a process which requires cooperation between states.

Turning to the relevant IMO instruments on ship routing and ship reporting, the speaker recalled that, as far as the former is concerned, the basic regulatory framework for ship routing is established in Chapter V of the SOLAS Convention⁹, in particular in Regulation 10. The regulation recognises IMO as the only international body for developing guidelines, criteria and regulations for ship routing systems. Governments shall, therefore, refer their proposals for adoption of ship routing measures to the IMO. Regulation 10 lays down also that when two or more governments have a common interest in a particular area, they should formulate joint proposals for the delineation and use of routing systems on the basis of an agreement between them. Regulation 10, moreover, establishes that adopted ship routing systems and actions taken to enforce compliance to them shall be consistent with international law including the relevant provisions of the 1982 UN Convention on the Law of the Sea. There is a direct linkage between SOLAS Chapter V Regulation 10 and Rule 10 of

⁹ SOLAS Convention: International Convention for the Safety of Life at Sea

the 1972 Collision Regulation¹⁰, the latter prescribing the conduct of vessels when navigating through TSS adopted by the IMO. The General Provisions on Ship Routeing (GPSR) (IMO Resolution A.572(14)) includes the guidelines and criteria referred to in SOLAS Regulation V/10. The GPSR includes the objectives and definitions of specific routeing measures. Moreover, it includes procedures, methods, in particular for the application of specific measures, and planning and design criteria. Within the framework of Marine Spatial Planning (MSP), the speaker delineated the potential role of ships' routeing also in view of the EC recent proposal to establish a common European framework for Maritime Spatial Planning and an integrated coastal management in EU MSs. Namely, he stressed on the potential of routeing measures as a key element of the MSP toolbox in so far as they successfully separate shipping traffic from other uses and functions and thus to avoid conflicts between such functions. However, he noted that the IMO will only adopt routeing measures in the interest of safety and efficiency on navigation and/or protection of the marine environment. Demands for MSP can therefore not be used as a single argument in proposal for routeing measures.

Turning to ship reporting, the speaker recalled the basic legal framework established in Chapter V of the SOLAS Convention, Regulation 11. The regulation prescribes that any adopted ship reporting system shall have the capability of interaction and the ability to assist ships with information. Moreover, it recognises the IMO as the only international body for developing guidelines criteria and regulation on ship reporting systems and also that governments should therefore refer to IMO for proposals of the adoption of such systems. It further lays down that where two or more governments have a common interest in a particular area, they should formulate joint proposals for coordinated ship reporting systems on the basis of an agreement between them. Finally, it also establishes that adopted systems and actions taken to enforce compliance to them shall be consistent with international law, in particular the 1982 UN Convention on the Law of Sea.

Guidelines and criteria for ship reporting systems (SRS) referred to in the SOLAS regulation V/11 have been established by the Maritime Safety Committee in its resolution MSC.43(64), as amended by resolution MSC.111(73), where the definitions, the general considerations on communication (reports, technical considerations), shore-based authority and participating ships are established; also the criteria for planning, proposing and implementing SRS and the criteria for assessment of proposals and review of adopted SRS.

The speaker offered a further consideration on the role of SRS in the framework of maritime surveillance also in the view of the EC initiatives for the development and implementation of a common information sharing environment for the EU. SRS support the idea of maritime domain awareness and contribute to their establishment but it should be noted that the IMO would only adopt reporting system in the interest of the safety and efficiency of navigation and/or the protection of the marine environment. Therefore, demands for maritime domain awareness and other interests, for instance border control, fisheries control, customs or general law enforcement cannot be used as a single argument in proposals for SRS establishment.

¹⁰ Convention on the International Regulations for Preventing Collisions at Sea, 1972 (COLREGs)

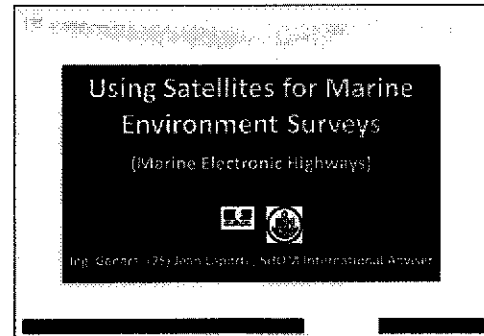
Presentation 3

Title: Using Satellites for Marine Environment Surveys (Marine Electronic Highways)

Speaker: Mr Jean LAPORTE

Position: Ingr General (2S)

Organisation: Hydrographic and Oceanographic Service of the French Navy (SHOM)



Mr Jean LAPORTE introduced his presentation by outlining its structure which would first provide a definition of Marine Electronic Highway (MEH) and Satellite Derived Bathymetry (SDB); second, it would offer an update on three MEH (and namely of those in the Western Indian Ocean, in the Malacca Strait, and in the Southern Mediterranean Sea); finally, it would focus on the use of remote sensing for Mediterranean surveys by providing information on a SDB Use Case Example in Tunisia and then on the potential of Airborne Hyperspectral Imaging and Crowd Data Sourcing.

After recalling the main features of the SHOM (*Service hydrographique et océanographique de la marine* – Hydrographic and Oceanographic Service of the French Navy) and of its key contributions in developing cost-efficient public services, such as nautical charts, based on satellite technology, the speaker provided a definition of MEH. A marine electronic highway is a physically-defined navigation route, providing a safe and secure navigation channel supported by continuously updated nautical charts, in accordance with the provisions of SOLAS (in paper or electronic format), maritime safety information, real-time navigation aids and other information systems (weather updates, traffic management, access to ports, etc.).

Ultimately, MEHs are to be thought as a tool by which the IMO implements its policies through specific projects. These, in turn, are run by organisations. In the case of the Malacca Strait, the MEH project was directly run by the IMO in London; in the case of the Mozambique Channel, it was run by the South African Maritime Safety Authority (SAMSA); in the case of the Mediterranean, an organisation is still to be defined but it is envisaged by the World Bank to capitalise on the expertise and human capital already deployed in the Western Indian Ocean MEH. Within this perspective SHOM could act as service provider and project manager considering both its expertise and operational capacity. Finally, MEH are identified as well by looking at ship traffic concentration.

Satellite Derived Bathymetry (SDB) is a survey method founded on analytical modelling of light penetration through the water column in visible bands of satellites or hyperspectrometers. Although not fully compliant with International Hydrographic Organization (IHO) standards, SDB can yield useful and inexpensive depth information in shallow water (< 20 m) and complement traditional methods in poorly surveyed areas. SDB is recommended in clear waters, when coastal management and protection of the environment – not the safety of navigation – are the main drivers. SDB processing enables to produce SDB-based products, such as nautical charts or GIS layers.

French nautical charts have been developed based on satellite data for the past 25 years. Given the recent acknowledgment of the IHO to the use of SDB in this field and the interest of newcomers such as the UK, the speaker stressed on the relevance of SDB use in the Mediterranean.

Mr Laporte then turned his attention to the abovementioned MEHs. As far as the West Indian Ocean MEH is concerned, its establishment lasted four years and has just been completed thanks to a 10 million USD investment from the World Bank. A possible extension of the MEH towards India (and the pirates infested area) is now under consideration and may represent "Phase 2" of the project, which should also develop in a four year period, starting from next year. SHOM contributed by providing satellite surveys, a cost-efficient solution for charting, which is very appealing to international investors. SHOM proposed to the World Bank to pursue this effort so to allow a better knowledge of the seabed ensuring safer routes to ships and tankers cruising the interested area.

As far as the Malacca Strait is concerned, the MEH is completed and it develops on a 300 kilometres route. It is the busiest waterway in the world. Future projects are concerned with its extension in the South China Sea which still is today a highly conflictual area with serious sovereignty issues. A MEH could represent an institutionalised project to promote "track-two diplomacy" by providing a concrete, technical forum for cooperation to parties seeking a mutual solution to a common problem.

Turning to the Mediterranean MEH project, the speaker recalled that the project proposal, developed in cooperation with the World Bank, was put to a stop by the recent political turmoil in the area. The project foresees the establishment of a 3.500 kilometres long MEH. The initial project entailed an 8 million USD investment by the World Bank and it was foreseen to develop in the following components: Development of a regional marine highway and necessary institutions; Coastal and marine contamination prevention capacity building; Sovereignty, Port state control and ICM capacity; Environment management, fisheries monitoring capacity; Project management.

The speaker highlighted the contribution of satellite technology by presenting the Tunisia case study. By using satellites, it is possible to create images and feed them to GIS, run by a local agency, in order to produce several layers with operational information. Considering the Mediterranean MEH, the Tunisian exits must connect the maritime traffic to the main ports of Bizerte, Tunis and Sfax, and eventually to the secondary ports of Monastir, Sousse and Gabès. The existing charts were produced during the first half of the 20th Century for a different category of users but are now inadequate. By using a selection of satellite constellations – namely: DMC or equivalent for small scales; RapidEye, SPOT, etc. for middle scales; Pléiades, WorldView-2, etc. for large scales – Tunisian users will be able to modernise their charting scheme, to update their geographic information (geodesy, relief, coast line, habitat, etc.); and to create and manage their national spatial infrastructure.

Airborne Hyper-spectral Imaging is a more expensive technique which, however, provides extremely refined data of the area analysed. Finally, the speaker stressed on the potential offered by crowd data sourcing enabling to collect information from the internet.

By way of conclusion, the speaker stated that MEH are expensive projects and founders aim to deploy the most cost-efficient techniques for their establishment. The tools developed by SHOM represent such solutions. SDB is an efficient technique to improve charting which has just recently been acknowledge by the IHO.

Presentation 4

Title: How can e-navigation contribute to more effective and enhanced maritime safety and monitoring?

Speaker: Mr John Erik HAGEN

Position: Coordinator of IMO Correspondence Group on e-navigation

Organisation: Norwegian Coastal Administration



Mr John Erik HAGEN introduced his presentation by recalling its goal, namely identifying the role of e-navigation in contributing to more effective and enhanced maritime safety and monitoring.

E-navigation is defined as the harmonised collection, integration, exchange, presentation and analysis of maritime information on-board and ashore by electronic means. The goal is to enhance berth to berth navigation and related services, for safety and security at sea and protection of the marine environment.

E-navigation has been an evolutionary process and could be seen as a framework for the effective sharing of integrated essential maritime information by existing systems, equipment and procedures. E-navigation focuses on the ship, the shore side and the communications in between. Integration, harmonisation and simplifications are important keywords of e-navigation.

Information sharing is necessary to provide a best possible situational awareness for governmental authorities. It is a central coming principle for SAR (search and rescue), safety, efficiency, security as well as the protection of the environment.

When looking at the European e-Maritime initiative, it aims to foster the use of advanced information technologies for working and doing business in the maritime transport sector. The accelerated emergence of information and communication technologies is shaping our professional lives. Maritime transport administrative procedures are complex, time-consuming and, even today, are often done on paper. The EU e-Maritime envisages promoting interoperability in its broader sense. It aims to stimulate coherent, transparent, efficient and simplified solutions in support of cooperation, interoperability and consistency between Member States and transport operators.

At the subcommittee NAV 56¹¹, the observer from the EU Commission stated that both e-navigation and e-Maritime partly made use of the same electronic technology, processes and services, and that in the e-Maritime concept development, the European Commission wanted to make use of those being developed by IMO for e-navigation, wherever possible. This shows that there are synergies and benefits from having a close cooperation between the two initiatives.

E-navigation is user driven and is based on several international surveys and discussions at the IMO. Seafarers may be expected to have the qualifications and competency to meet the advancement in technology. For IMO it is a challenge to ensure that new equipment for the use on-board ships is designed with the needs, skills and capabilities of all users in mind.

¹¹ Sub-Committee on Safety of Navigation (NAV), 56th session: 26-30 July 2010

E-navigation is intended to meet present and future needs through harmonisation of marine navigation systems and supporting shore services. Close collaboration with the industry is essential to find technical solutions and innovations. We have to listen to the opinions of different stakeholders to ensure that we are on the right track and to assure that what we are thinking is achievable. New solutions and innovations could also create new business opportunities for the industry. In this respect, the IMO maritime safety committee last year approved a global e-navigation technical architecture, which is a technical framework for the system on board and ashore and the communication in between.

One example of new efficient solutions is about electronic exchange of information ship-shore and vice versa. E-navigation will benefit trade efficiency in a multimodal transport chain, providing all the necessary information needed for efficient port operations.

At NAV 58¹², last year, the subcommittee proposed a list of initial categories of e-navigation solutions based on a gap analysis. Two of the prioritised proposed e-navigation solutions are relevant here, covering shipboard and shore-based users, demonstrating seamless transfer of electronic exchange of information/data between ship-shore, shore-ship, inter-shore, intra-shore and ship-ship communications. These two prioritised categories of e-navigation solutions proposed are about standardised and automatic ship reporting, on one side, and about VTS services, on the other.

E-navigation focuses on the ship, the shore and the communication in between. Improving shore-based services is an important element in this regard. There is a clear synergy between e-navigation and EU maritime initiatives. E-navigation proposes to improve shore-based services by providing Maritime Service Portfolios (MSP). A Maritime Service Portfolio is a set of operational and technical services provided to ships in a given geographical area. MSPs will require a defined communication infrastructure capacity and information services, depending on the various agreed MSP areas.

These electronic services may create new business opportunities for the industry. E-navigation also proposes automated and standardised ship-shore reporting, which will reduce the administrative workload on board and ashore. The development of a European SafeSeaNet and a Single Window solutions fit into this picture.

The speaker then gave a practical example: in 2006, Norway and the Russian Federation signed a Memorandum of Understanding to strengthen cooperation on maritime safety and to increase the level of safety in the northern sailing routes. The MoU resulted in a proposal for a Norwegian-Russian mandatory ship reporting system in the Barents region, which was adopted by IMO in November 2012. The system will be implemented June 1st 2013. Ships have the possibility to report 100 per cent electronically using the Norwegian national Single Window ship reporting system and AIS. In the future, the system will be based on the e-navigation IHO S-100 standard, approved by the Maritime safety committee last year.

Two new routing systems have further been introduced off the coast of southwest Norway and off the coast of southern Norway. The proposal for a routing system was adopted by the IMO in 2010 and put into effect in June 2011. The intention is to reduce the risk of accident and to reduce the consequences of an oil spill if an accident should occur. Presenting data on traffic before and after the introduction of the TSS in the south of Norway, the speaker highlighted that this example from Norway shows how networking of physically defined navigation routes and Traffic Separation Schemes can ensure a safer and more secure navigation, and how e-navigation can contribute to an automated ship reporting system that combines data from AIS and a national Single Window.

In the future, e-navigation will also include an integrated system for improved and harmonised presentation of domain awareness. A combination of effective enforcement and integration of various monitoring systems are becoming increasingly relevant for preventing or fighting threats, illegal activities and major accidents at sea. The existing LRIT¹³ shore-

¹² Sub-Committee on Safety of Navigation (NAV), 58th session: 2-6 July 2012

¹³ LRIT: Long Range Identification and Tracking

based platform could facilitate the exchange of relevant e-navigation information between different shore-based stakeholders. Within this perspective, the speaker recalled an example of ship information in the Gulf of Aden provided to EU NAVFOR¹⁴ and NATO.

Another e-navigation proposal includes the harmonisation of performance standards of shore-based navigation and communication equipment, for example equipment used by VTS, MRCC¹⁵ and Coast Radio Stations. Integration and presentation of available information in graphical, numerical and textual displays, including MSI¹⁶, AIS, charts received via communication equipment, is incorporated in the proposal.

The speaker then turned to the Norwegian AIS satellite, which today provides the information in an integrated national monitoring system through the Norwegian military authorities, port state control regimes, fisheries authorities, customs, police (including immigration authorities), ports and the environmental authorities. He then provided an example of how AIS can be used to detect abnormal activities. This was a case where the Norwegian Coastal Administration – on behalf of Norwegian and Danish pollution authorities – tracked a ship's movements in the sea area between Norway and Denmark over a period of three weeks. The environmental authorities suspected that the ship had loaded toxic water from a deposit in Norway, which was to be further processed in another European country. However, the ship arrived the next European port with clean water. The ship was suspected of dumping toxic water in Skagerrak instead of legally depositing the waste ashore at a waste processing plant. AIS tracks confirmed this suspicion. Some weeks later the deposit in Norway exploded.

On a daily basis, Norway combines shore- and satellite-based AIS with radarsat information to detect possible oil spills. The speaker thus presented an example taken from the border between Norway and the Russian Federation to indicate a similar system to the European CleanSeaNet, developed by EMSA. Another example of AIS used in combination with radarsat to detect possible illegal immigration, smuggling and illegal fisheries, was offered.

The development of e-navigation has resulted in several initiatives around the world. One of the initiatives is a pre-study of a possible establishment of a sea traffic management project in the Malacca and Singapore Straits, utilising existing traffic management tools combined with e-navigation opportunities including innovative solutions. The objective of the project is to develop a simulator in order to demonstrate and validate the concept of a ship traffic management system (STMS) for increased safety, efficiency and security in the Straits and in the port of Singapore. Efficiency is here mainly related to a reduction of bunkers use and corresponding lower greenhouse gas emissions, but also to a better use of ship, coastal state and port resources such as anchorages, berths and pilots. This development is in line with global e-navigation principles, enabling other geographical regions to adopt the same system.

As a conclusion, the speaker recalled that in his presentation he has illustrated that networking of physically defined navigation routes and Traffic Separation Schemes could help ensure a safer and more secure navigation, including automated or semi-automated ship reporting systems which is part of the e-navigation development.

A combination of effective enforcement and integration of various monitoring systems, based on e-navigation principles, are becoming more and more relevant for preventing or fighting threats, illegal activities and major accidents at sea. Authorities carrying out coast guard functions, and the IMO as initiator of the e-navigation concept, are key actors in this regard.

Finally, recalling the road map for e-navigation approved by the IMO Maritime Safety Committee, the speaker stated that the e-navigation Strategy Implementation Plan will be presented next year and that this plan will also contain a proposal on funding of the e-navigations solutions.

¹⁴ EU NAVFOR: European Union Naval Force (Somalia)

¹⁵ MRCC: Maritime Rescue Co-ordination Centres

¹⁶ MSI: Maritime Safety Information

Presentation 5

Title: Bridging the Gap towards effective Safety and Surveillance: the regional *acquis*

Speaker: Mr Frederic HEBERT

Position: Director

Organisation: The Regional Marine Pollution Emergency Response Centre for the Mediterranean Sea (REMPEC)



Bridging the Gap towards effective Safety and Surveillance: the regional *acquis*

12th FEMIP Conference
Athens, 18 -19 April, 2013

Frederic HEBERT
Director, REMPEC

Mr Frederic HEBERT introduced his presentation by highlighting how this would focus on the Mediterranean *regional acquis* as to show that the region is not far from achieving the goal of MEH. In this sense, he stated that it is important to acknowledge the work done in the past 30 years in the Mediterranean.

As a basis for such *regional acquis* there is a regional holistic legal framework adopted in 1976, the so-called Barcelona Convention for the Protection of the Marine Environment and the Coastal Region of the Mediterranean and its seven Protocols. This legal background is complemented by a Mediterranean Strategy for Sustainable Development, which is another pillar to address the socio-economic issues at regional level.

All Mediterranean coastal states and the European Union are parties to the Convention which forms part of the Regional Seas Programme of the United Nations Environment Programme (UNEP).

The *regional acquis* is also to be found in the two protocols dealing with the protection of the marine environment from shipping activities. The 2002 Protocol concerning Cooperation in Preventing Pollution from Ships and, in case of Emergency, combating Pollution of the Mediterranean Sea. Furthermore, after adopting the protocol the contracting parties also adopted a roadmap to implement the protocol: The Regional Strategy for the Prevention of and Response to Marine Pollution from Ships 2005-2015. These were implemented partially through the programme of work of REMPEC and the EU-funded SAFEMED I and II Projects.

Mr Hebert recalled some relevant specific objectives of the Regional Strategy, namely:

1. Ensuring effective maritime administration (i. e. education, networking, clustering);
2. Provision of reception facilities in ports (i. e. still an issue at the regional level which could be addressed through MEH);
3. Improved follow-up of pollution events as well as monitoring and surveillance of illicit discharges;
4. Reduced risks of collisions by establishing Ships' Routeing Systems;
5. Improved control of maritime traffic;
6. Identification of Particularly Sensitive Sea Areas (PSSAs);
7. To ensure that adequate emergency towing capacity is available throughout the Mediterranean to assist vessels, including tankers, in distress.

The speaker then turned his attention to some of the achievements in the field of preparedness and response, namely, that 19 out of 21 Contracting Parties have a national Contingency Plan in place (i. e. all parties beside Bosnia Herzegovina and Lebanon) and that there are several sub-regional agreements (i. e. Italy-France-Monaco; Spain-France; Algeria-Morocco-Tunisia; Egypt-Israel-Cyprus; Agreement at the Adriatic sub-regional level).

In the field of prevention of pollution from ships, some of the achievements are linked with the high level of ratifications of IMO Conventions in the region (80%) and enforcement via coastal / flag / port state and maritime traffic control.

Enforcement via coastal / flag / port state progress was made starting from 2009 with coordinated aerial surveillance operations (*Opération de Surveillance Coordonnée Aérienne des Rejets - OSCAR MED*) putting together aircraft and AIS data to do permanent survey during concentrated periods of time. This was done to take illicit discharge offenders red-handed.

As far as port state control is concerned, in the area there are two relevant MoUs. The Mediterranean Memorandum on Port State Control benefitted from the support of the SAFEMED project and provided for the updated Information System, which is now the first MoU to directly feed the IMO GISIS¹⁷. The capacity of port state control officers was strengthened by delivering to the Mediterranean MoU a tool to check the ships coming to a port. It is based on the already available tools from the Paris MoU on Port State Control. Now more than 300 Port State Control Officers (PSCOs) are equipped to this end with laptops and “Med Rules”.

The speaker recalled that the new Port State Control Inspection Manual had been reviewed. During the time of implementation of the SAFEMED 1 and 2 projects, REMPEC was working together with the countries in the region towards this goal. In 2006, two thirds of the Mediterranean coastal states were in the black list of the Paris MoU (i. e. their ships were considered performing under the international standards), whilst in 2012 only one third of such ships remained in the Mediterranean.

VTS are key to ensure more safety of navigation pollution prevention. Improvement has been made in recent years through the implementation of several trainings in the southern Mediterranean region with the common objective to ensure that all operators are well trained and have common certificates. Through the SAFEMED 2 project more than one hundred VTS operators and supervisors were trained according to international standards (IALA¹⁸ standards).

To conclude his presentation, Mr Hebert recalled the existing Ships’ Routeing Systems as they are seen in the IMO documentation. From a regional perspective the objectives are well identified but there is still a lack of shared implementation tools. Looking at the specific objective of the regional strategy and at the aspects of the marine highways, it appears that they could be a good tool to enhance the holistic approach in the region.

The main issue behind it is one of governance at the international, regional and national levels (i. e. lack of consistency between the various entities/various financial schemes in place such as the FEMIP instrument). Another challenge is to achieve public and private partnership. So far REMPEC has been successful in improving safety standards working with maritime administrations. However, more work is needed in order to include more stakeholders, to reach out to both marine administrations and economic operators. Marine highways could be a tool to enhance networking between public and private stakeholders. In this sense, it is envisaged the establishment of a regional forum where authorities and ship owners can meet and discuss.

¹⁷ IMO GISIS: Global Integrated Shipping Information System

¹⁸ IALA: International Association of Marine Aids to Navigation and Lighthouse Authorities

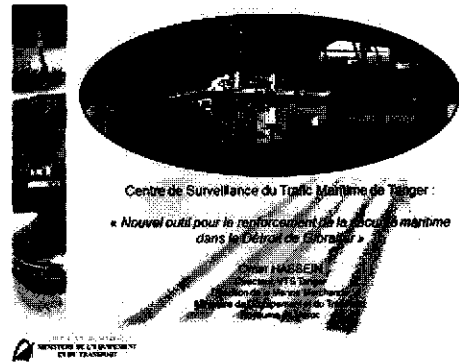
Presentation 6

Title: New tool for strengthening maritime security in the Straits of Gibraltar

Speaker: Mr Omar HASSEIN

Position: Director, VTS Tangiers

Organisation: Vessel Traffic Services (VTS), Tangiers, Morocco



Mr Omar HASSEIN introduced his presentation by setting the VTS of Tangiers against the economic potential and traffic patterns of the Mediterranean Sea. He offered a clear outline of the presentation which would briefly provide data on the history of VTS in the Gibraltar Strait, the mission of the Tangiers Centre for Maritime Traffic surveillance, the contribution of the VTS of Tangiers to maritime safety and security and on its future development.

Starting from 1968 when the TSS in the Gibraltar Strait was first established, the speaker quickly summarised the main landmarks leading up to entry into service of the *Centre de Surveillance du Trafic Maritime* (CSTM) (Tangier maritime traffic control centre) with the amendment to the existing mandatory ship reporting system "in the Strait of Gibraltar" (GIBREP) on the 1st of December 2010¹⁹.

The speaker presented the world map of mandatory ship reporting systems highlighting how, although in the Mediterranean there are specific centres collecting relevant data, they are not sufficient for the entire area. The VTS of Tangiers, on the south coast of the Mediterranean, operationally covers almost all vessels sailing west from the Mediterranean and the vessels coming from the Atlantic as well as those leaving the port of Tangiers and which must report to the Tangiers VTS system. Approximately 12 vessels per hour are crossing the Gibraltar Strait with the highest traffic rate recorded for the Africa-Europe route.

The Tangiers VTS service operates under the Ministry of Transport of Morocco and its main operational fields are: security, traffic information, traffic monitoring, participation to SAR activities, data diffusion, maritime safety, pollution prevention and other services such as LRIT and AIS.

Recently, the VTS of Tangiers undertook to host an AIS platform at the international and Mediterranean levels. The process of data will be done at the VTS centre of Tangiers.

The VTS of Tangiers is a normal VTS centre but with enlarged competencies as established by the Moroccan Ministry of Transport. Located 15 kilometres away from the Port of Tangiers, the VTS central station is connected through optic and wireless technology to the Connection Site (located 700 metres away from the central station) and to the Remote Station (located 40 kilometres away from Tangiers). At the central station, 15 highly trained personnel are working and are responsible for monitoring sea traffic.

Looking at both Tarifa and Tangiers recorded traffic, it should be noted that it has steadily increased since 2005. The VTS of Tangiers initiated operation in 2010 and, since then, the volume of traffic monitored has increased. In 2012, 39.344 vessels were monitored and information recorded. 26% were carrying dangerous goods and, according to IMO regulations, they have to be closely monitored. Throughout 2012, compliance with IMO standard and regulation was stringently enforced; this led to the identification of 11 vessels as potentially infringing such standards.

¹⁹ Resolution MSC.300(87) IMO

In order to continue and improve the operational activity of the Tangiers VTS, it is important to promote the exchange and adoption of recognised good practices and achieve further information and experiences sharing among practitioners. Moreover, it is essential to harmonise operational procedures and communication between VTS and their personnel. The establishment of a Mediterranean VTMS²⁰ system should be encouraged and promoted. Finally, the BlueMassMed²¹ (BMM) experience should be shared among all partner countries.

²⁰ VTMS: Vessel Traffic Monitoring & Information Systems

²¹ BlueMassMed: Pilot Project on the integration of Maritime Surveillance in the Mediterranean Area and its Atlantic Approaches

DISCUSSION

Speaker 1:

Mr Rezal ABDELKRIM, Director of Studies of the Ministry of Transportation, Algeria, opened his remark by thanking the organisers and the panellists for the high-quality of the conference. He presented the services offered by the Algerian VTS as complementing the VTS of Morocco, depending on a specific agreement to be signed between the two countries. The establishment of a common training centre is also envisaged. The Algeria VTS will enable the tracking of fishing boats and will be complemented by the existing equipment to intervene in open sea (boats, SAR vessels and helicopters).

The speaker endorsed the project to create a MEH in the Mediterranean in the framework of IMP, which would be of great interest to countries suffering from high traffic intensity such as Algeria. In this perspective he asked whether such project would be achieved in the near future.

Chair

Mr Mahapatra answered the question by stressing that this conference is an important milestone in designing the operational framework, within which a network of TSS; this could ultimately lead to a Mediterranean MEH. However, this would first require an agreement between all Mediterranean countries jointly calling on the IMO for approval. Then it would be necessary to attract investors and funding to make the project operational. Summing up, the establishment of a Mediterranean MEH is possible but a great deal of work should be done first by all Mediterranean coastal states jointly.

Speaker 2:

Mr Abd El Rahman AWAD, Chairman of the Arab African Centre, Egypt, informed the panellists and the audience about the on-going initiative carried out by the Arab-African association on transport to upgrade the Suez Canal infrastructure thus establishing a logistic hub in Egypt.

Speaker 3:

Mr Ali SHAATH, Deputy Minister of the Ministry of Transportation, Palestine, recalled the work done within the FP5 Genesis Project - Galileo European Network of Experts to Support the European Commission whereby satellite navigation systems enable monitoring maritime, road and rail transport activities. The Galileo program is Europe's initiative for a state-of-the-art global satellite navigation system, providing a highly accurate, guaranteed global positioning service under civilian control. EMSA and REMPEC initiatives could aim to achieve cooperation with the Galileo Programme.

Moreover, as per the REMPEC presentation where the agreement between Egypt, Cyprus and Israel was recalled, the speaker envisaged that IMO and REMPEC would consider the extension to Palestine which has now been recognised and should thus be introduced in the agreement.

Speaker 4:

Mr Ivan ORLIĆ, Ambassador of the Ministry of Foreign Affairs, Office for special diplomatic activities, Bosnia and Herzegovina, thanked the REMPEC Director for recalling the fact that

Bosnia and Herzegovina (BiH) is still to set up a National Contingency Plan. The speaker, in his quality of Ambassador, ensured that BiH is a responsible country and most willing to work and cooperate with REMPEC on the issue to soon deliver its National Contingency Plan.

Conclusions

The Chair, Mr Ashok Mahapatra wrapped up the round table by thanking the panellists for the high-quality of their presentations, the authorities and the audience for the fruitful discussion.

As a conclusion, he stated that a good TSS with a network of systems can be achieved but additional data is needed in order to ultimately aim to the establishment of a MEH in the Mediterranean.

The round table showed that there are systems for hydrographical survey offering cost-efficient alternatives to traditional tools. Within this perspective, the Chair suggested that deploying such systems during the establishment of the MEH in the Malacca Strait would have allowed a more efficient and cost-effective action.

Finally, the Chair highlighted that one of the MEH main advantages is to allow for the use of real time data. This, in turn, would allow ships owners to increase shipping efficiency, ultimately leading to tangible economic benefits. In this perspective, the chair, anticipated that ship owners would not mind to pay for using the service if this would improve their revenues.

12th FEMIP Conference

**"MEDITERRANEAN BLUE ECONOMY:
ENHANCING MARINE AND MARITIME COOPERATION"**

Athens, 18 - 19 April 2013

Roundtable 2:

Bridging the gap towards effective safety and surveillance

Conclusions

Topic Promoting and sharing best practices in the field of maritime safety, security and pollution prevention in the Mediterranean Region

Shortcomings:

- Different operational standards in the Mediterranean region;
- Non-homogeneous compliance with EU and IMO regulatory framework.

Actions:

- EMSA core tasks relate to the implementation of visits, audits, inspections and training activities to enhance NCAs (National Competent Authorities) capabilities to comply with the EU regulatory framework and operational standards;
- EMSA technical assistance and training to both EU MSs and non-EU countries;
- GMES-MARCOAST project promoting a satellite-based oil spill detection service;
- REMPEC effort to strengthen the *Mediterranean regional acquis* (i. e. training, MoUs, project based cooperation such as on OSCAR-MED);
- Lack of well-established PPPs.

Projects:

- SAFEMED III project has the objective to mitigate existing imbalances in the application of maritime legislation in the Mediterranean region;
- Promoting the setting up a satellite oil spill and vessel detection service in ENP countries;
- Sharing best practices to promote harmonisation of processes with EU and ENP countries;
- Promoting the participation of economic operators and other private stakeholders (beside NCAs);
- Sharing BlueMassMed (BMM) achievement throughout the region.

Topic: Promoting the best possible use of existing and on-going systems

Shortcomings:

- Lack of reliable data on recorded accidents in the Mediterranean area;
- Lack of studies on recorded accidents in the area;
- Sound basis to identify information on traffic patterns and on the nature and density of shipping traffic in the area;
- Lack of harmonised use of information technologies for working and doing business in the maritime transport sector (i. e. lack of interoperability and consistency between MSs and transport operators).

Actions:

- Following SOLAS V/10 and V/11 principles and criteria when studying, designing and proposing the adoption of ships' routing and reporting;
- Promoting the role of ships' routing and ship reporting to ensure a safe and efficient navigation in the Mediterranean;
- Promote cost-efficient techniques to produce marine environment surveys;
- Acquire additional data and stimulate countries joint cooperation to aim to the establishment of a MEH in the Mediterranean.

Projects:

- Joint work of Mediterranean countries establish a network of physically-defined navigation routes and Traffic Separation Schemes as a measure contributing to ensuring a safer and more secure navigation in the Mediterranean;
- Using Satellite Derived Bathymetry (SDB) for marine environment surveys in a Marine Electronic Highways (MEH) perspective
- Promoting e-navigation systems to enhance maritime safety and monitoring
- Working towards the establishment of a Mediterranean VTMS system
- Enhancing systems enabling the use of real time data to attract investments and ship owners' willingness to pay for using the service if this will implement their revenues.

12th FEMIP Conference
**“MEDITERRANEAN BLUE ECONOMY:
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Athens, 18 - 19 April 2013

Roundtable 3:
**Addressing synergies across projects and opportunities
for development and investments**

Panel

Mr Luca LAZZAROLI (Moderator)

Organisation: Director, South East Europe Department, European Investment Bank

Mr Ahmed EL WAKIL (Keynote speaker), President of the Federation of Egyptian Chambers of Commerce (FEDCOC)

Mr Marc ABEILLE, Team Leader, Project on Integrated Maritime Policy in the Mediterranean (IMP-MED), European Neighbourhood Policy Instrument – South Programme

Mr Hicham N'HAMMOUCHA, Director of Marine Trade, Ministry of Equipment and Transport, Morocco

Mr Paul KYPRIANOU, Director of External Affairs, Grimaldi Group

Mr Frédéric OTTAVY, Chief Executive Officer, InfraMed

Ms Flavia PALANZA, Director of the Facility for Euro-Mediterranean Investment and Partnership (FEMIP), European Investment Bank (EIB)

Mr Michael SARLIS, Member of the Board of Directors of the Hellenic Chamber of Shipping

Notetaker

Dr Thomas VITSOUNIS

Organisation: COFAD GmbH

Minutes of Interventions and Discussion

Mr Luca LAZZAROLI, Director of the South East Europe Department of the European Investment Bank, welcomed the audience to the third roundtable focused on synergies across projects and opportunities for development and investments. Mr Lazzaroli also thanked the panellists of the roundtable and presented them in detail, noting that they represent the EU operators and lenders. He also informed the audience that, due to time limitations, the individual presentations would be replaced by an interactive dialogue between the experts.

Afterwards, Mr Lazzaroli presented in brief the key points of the previous interventions and roundtables, especially in terms of investments and development of projects. Mr Antonis SAMARAS, Prime Minister of Greece, noted that the Mediterranean Sea is a major resource that must be exploited. Mr Philippe DE FONTAINE VIVE, Vice-President of the European Investment Bank (EIB), highlighted the relevance of the Mediterranean Sea as about 30% of global seaborne trade by volume is handled in more than 450 Mediterranean ports and terminals and more than 150 million inhabitants live in the Mediterranean coasts. These figures demonstrate the importance of the Mediterranean region. Mr Lazzaroli also noted that significant investments that have been taking place in the Mediterranean region during the latest years, especially in terminals (at least 18 private terminal operators are operating in approximately 30 Mediterranean ports) and ports. However, a vital question is whether these investments are sufficient, whether there is a need for more investments and how to attract them.

Some speakers also focused on the relevance of the open seas considered as an untapped market that needs to be further exploited, especially in terms of oil, energy and mineral resources. However, the exploitation of the open seas is characterised by various difficulties and a proper regulatory framework is needed. Special attention should also be given to the inland transport infrastructures, as currently 80% of the European transportation activities are taking place in north Europe compared to only 20% allocated in south Europe. Obviously, these figures do not reflect Europe's population, but the imbalance of the regional economic effectiveness, i. e. the costs of moving goods arriving in southern Mediterranean ports is significantly higher in comparison to the north European ports. Hence, the connection of ports with rail and road infrastructures is regarded of outmost importance. Finally, the need for a sustainable development of the Mediterranean Sea is also crucial and, thus, deserves further attention.

Mr Ahmed EL WAKIL, President of the Federation of Egyptian Chambers of Commerce – FEDCOC, expressed his pleasure for participating in the 12th FEMIP conference. According to his view, the conference is a major milestone for the development of the Euro-Mediterranean economic relationships. After all, the Mediterranean region was and will remain the cradle of transport and logistic services. It was in Egypt where both the wheel (3650 b.c.) and the sail (3500 b.c.) were invented; also the second railway system was build and operated on a worldwide basis. Nowadays, 60% of the world's maritime trade crosses the Suez canal.

Today, major and significant changes are taking place in the Mediterranean region. The economic reform in Egypt started approximately ten years ago, followed by a political and democratic reform in 2010 aiming to establish democracy, a legal framework, fair competition, stability and free trade in the country. The political and democratic commitment of the Mediterranean region proved to be successful and was recognised at international level. Indicatively, the economic growth rate in the region was about 5% even during the global economic crisis and is expected to increase even more in the near future.

Funding for transport and logistics infrastructures is currently booming in the area. The total funds are approximately 72 billion dollars and provided mainly by the “G-8” and the “Deauville Partnership”. In addition, the foreign direct investments are also increasing as

more and more companies are using the Mediterranean region as main transport and logistics hub.

Mr El Wakil then focused on the contemporary economic climate characterised by, as he said, *dark clouds* in investments and almost every aspect of the economic sector. According to the speaker, these *dark clouds* are not the outcome of the things that we do know but of the things that are still not known to us. In extent, no country can remain unattached by the global economic environment. The speaker paralleled the economic crisis with the navigation of ships: In times of rough weather forecasts, ships seek safe harbours while clever captains use this time to fix any damages and get ready for upcoming voyages. In the same analogy, during rough times, serious investors seek solid and secure investing opportunities. Such attractive opportunities with promising returns of investments may be found in the Mediterranean region especially in the port, rail, roads and hinterland transportation sectors.

In Egypt, all the political parties and the government are committed on facilitating the investments of the private sector. Moreover, the country offers several advantages such as sufficient economies of scale in terms of market size, a favourable geographical location acting as a cross road of several modes of transport and a crater of free trade areas. Egypt's rate of growth is projected to over 5% in the near future despite the global financial crisis. Fundamental administrative reforms of the current regulatory framework are also under development. The government aims to facilitate the continuous development of a competitive and efficient business environment in favour of the private sector. In more detail, the government aims to change its role from the prime operator to a highly needed regulator. Such a regulator creates a favourable environment for the ownership of infrastructures and the provision of services by private operators. In this context, the aim is to intensify efforts towards this potential and develop win-win alliances with the European business sector. The financial instruments provided by relevant organisations (such as the European Investment Bank, the World Bank, the European Bank for Reconstruction and Development and the InfraMed, etc.) are facilitating this process offering valuable assistance. These instruments must be capitalised in the best way possible.

Today, (mainly due to EU's efforts) numerous projects are developed in the Mediterranean region such as the Motorways of the Sea, Galileo, SafeMed, MEDports, MEDclusters and hundreds of other bilateral projects. Yet, it is hardly believed that the true beneficiaries are aware of these projects. Mr El Wakil also asked whether these projects know about each other. According to his opinion, the answer is “no” or at least “not enough”. The need to closely coordinate, collaborate, exchange information and know how is thus highly anticipated. Today, given the attractive and unprecedented opportunities for investments, the private sector (being the true beneficiary) needs to lead the regional development in terms of trade and investments. The various Chambers of Commerce early anticipated the need to work together and formed the “Mediterranean Association of Chambers of Commerce - ASCAME”. The association supports the EC mainly through its “MEDA finance surveys” and provides technical assistance, information on the soft loans available for the Mediterranean private sector (approximately 22 billion euros) and annual surveys of the given grants. This initiative started four years ago with the personal support of the EIB and its Vice-President Mr de Fontaine Vive.

After this, Mr El Wakil referred to the MEDports and MEDcluster projects aiming to link the private investors and operators found in the Mediterranean ports. On the other hand, the MED tracking project aimed to track container shipments throughout the Mediterranean sea in all modes of transport. Unfortunately, the project was suspended due to security concerns. The aforementioned initiatives are important, however, they are regarded as just a drop in the ocean. Today, there is an intense need for easily accessible, verified, reliable, real time, transparent, non-politicised, self-sustainable, single window access to available information. There is also a need for an instrument to standardise the available information and allocate deficiencies in a demand driven way. Mr El Wakil expressed the availability and willingness

of the FEDCOC¹ to support the creation of such an instrument based on cost sharing principles and for the advantage of the true beneficiaries. At the same time, the speaker expressed the view that the true beneficiaries should take a more active role.

Mr El Wakil noted that the development of the Euro-Mediterranean region should be pursued through the establishment of active partnerships between the private sector and the various Mediterranean counterparts. Governments should align their efforts on improving the overall economic and political environment acting as regulators. Finally, despite the global economic crisis (largely affecting also the Mediterranean region), it is believed that the private investors are getting ready for clever, solid and secure investing opportunities. The Mediterranean region should attract such investments.

Mr Lazzaroli, thanked Mr El Wakil for his speech and noted that his points generated many questions. He also observed that there are a number of programs already in place, aiming at supporting numerous initiatives, and these have to be utilised in the best way possible. Extra attention also deserves the enabling environment, as all parties (institutions, national authorities, chambers of commerce, banks) should take responsibility, coordinate and eventually push projects ahead. After all, this is the main difference between good ideas and projects which deserve to be financed.

Mr Lazzaroli asked Mr Ottavy whether there is a need for more (regulatory) initiatives or for more resources towards a more intensified materialisation of the various projects.

Mr OTTAVY, Chief Executive Officer of InfraMed, noted that he would avoid any comments on regulatory issues – as it is a very broad issue – and would focus on the initiatives to increase the available financial resources. As an order of magnitude, Mr Ottavy mentioned that for the next 10 years, the Maghreb area and the near East region are in need of hundreds of billions of dollars to be invested in infrastructures (not limited to marine infrastructures) to cope with the projected economic and demographic growth. However, the available financial resources are much lower, resulting in a ratio of 10 units of resources needed versus only one unit available. This ratio also applies to marine infrastructures with the available grants excluded from the equation.

Mr Ottavy stated that both equity and debt are needed to implement private and public marine infrastructures in the Mediterranean region. However, since the European debt crisis and the implementation of the “Basel III” criteria, the commercial banks are no longer committing long-term grants for the development of such infrastructures. As such, the only available debt nowadays is provided by the Development Financial Institutions (which are no more than half a dozen) and, despite their sufficient financial resources, they cannot cover all the needs. Hence, initiatives that would attract private lenders on financing marine infrastructures would be extremely useful. InfraMed is now regarded as the only equity provider currently active in the Mediterranean region. Initiatives to attract more financial equity available would definitely benefit the market.

Mr Lazzaroli underlined that there is certainly a need for long-term financing in all possible forms and shapes, starting from equity to senior lending. He also called Ms Palanza to give an overview of the extent to which the EIB is approaching its mission towards the Mediterranean area in terms of financing maritime projects.

Ms Flavia PALANZA, Director of the Facility for the Euro-Mediterranean Investment and Partnership of the European Investment Bank, first presented in brief the efforts of the EIB to ensure the coherence of its investments in the Mediterranean region.

The speaker underlined that synergies have been the main motive of the conference and, as the director of FEMIP, Ms Palanza stated to be very proud of the EIB’s actions in this respect. FEMIP is not just a lending agent but is based on two pillars: The first pillar is the development of an active dialogue (from ministerial to technical levels) between the EU, the EIB and the southern Mediterranean partners to discuss the strategies, priorities and,

¹ FEDCOC: Federation of Egyptian Chambers of Commerce

ultimately, reach a consensus on what should be done and how the current needs can be best met. The second pillar is the coordination with other lenders and the EC in order to combine grants and loans in the best possible way. This is very crucial, especially for financing projects with high value added and economic benefits but with lower financial returns, such as projects about the climate change, renewable energy or depollution.

Ms Palanza also noted that the Blue economy is not restricted to the marine and maritime cooperation but also refers to the development of hinterland infrastructures supporting the maritime economy. As such, the EIB is actively contributing to the development of hinterland infrastructures. More specifically, the EIB has adopted an “Extended Trans European Transport Networks” view in the Mediterranean region and finances major transport corridors in order to facilitate trade between the EU and the Mediterranean countries.

Another major focus area of the EIB is the sustainable development and, especially, the climate change. The support of sustainable transport projects, short sea shipping and multimodal logistics platforms are all contributing towards this end. The third focus area of the EIB is the promotion of safety and depollution of seas.

Policy reforms are also of extreme importance, yet they fall beyond the scope of the EIB’s activities. However, the active participation of the EIB in the “EuroMed Transport” project resulted in the development of a regional action plan and generated a list of priority projects (for instance the West Bank master plan, the coastal railway line from Beirut to the Lebanese borders, the logistic platform in Alexandria).

Finally, the EIB will actively contribute to the “Maritime and Land Highways” initiative aiming to modernise and connect ports, to create coastal motorways and trans-regional transport access.

Mr Lazzaroli, asked whether the promotion of the Blue economy by the EIB is expected to affect its lending priorities or the evaluation of the various projects.

Ms Palanza replied that the EIB is focusing on developing a dialogue with the southern Mediterranean countries, especially in the aftermath of the Arab Spring. The Blue economy has been and will remain a major area of interest. Given this, a greater focus on the Blue economy has been already reflected in EIB’s activities during the last two years. Indicative examples are the development of the “LogisMed” training programme and an initiative to accelerate the feasibility studies of transport projects with a regional focus.

After this contribution, **Mr Lazzaroli** referred to the need to better integrate and coordinate the existing initiatives. He also asked for Mr Sarlis’ views concerning the extent to which the different national legislations hinder the flows of cargo.

Mr Michael SARLIS, member of the Board of Directors of the Hellenic Chamber of Shipping, replied that the flow of passengers and cargoes is indeed obstructed by national legislations and mentioned some indicative examples such as cabotage restrictions, different manning laws applicable in the various Mediterranean countries, flag discrimination boycotts, different weight limitations on road transport and several others. According to the speaker, if operators could deploy services and combine national, intra-EU, intra-Mediterranean and international cargo traffic, then important economies of scale could be achieved, thus, encouraging and facilitating commercial short sea shipping and intra Mediterranean trade.

Mr Lazzaroli then asked Mr Abeille about the main goals and priorities of the IMP-MED.

Mr Marc ABEILLE, team leader of the Project on Integrated Maritime Policy in the Mediterranean (IMP-MED) of the European Neighbourhood Policy Instrument (ENPI) – South Programme, stated that the IMP-MED addresses several of its integrating activities at a regional level and for the benefit of all, the beneficiary and project countries. However, a second type of activities are targeting at tailoring the needs of individual countries. As such, the IMP-MED identifies numerous areas in need of investments, not only on an infrastructure level, but also on organisational and less physical aspects. For instance, there is a great

need for a marine spatial planning which mainly requires technical studies and limited physical investments, while other countries need to improve their VTS systems.

The project has just completed its first phase focusing on awareness raising and understanding the roles of the IMP at a national and regional level. The second phase of the project has just started and focuses on concrete activities irrespective of whether they could be financed or not. If a project cannot be financed, then the IMP will prepare all the necessary files and deliver them to potential investors.

Mr Lazzaroli then observed that most maritime projects mainly focus on the development of port infrastructures. Moreover, the demand for port services is expected to grow even more in the near future, while the private sector invests heavily on the development of port infrastructures mainly through Public Private Partnerships (PPP). The moderator asked Mr Ottavy to comment on the potential of PPPs as an instrument for financing port infrastructures.

Mr Ottavy replied that the prospects for port infrastructure investments remain very high. Indicatively, InfraMed's first ever investment in 2012 was to acquire a 20% share of Iskenderun Port in Turkey, which was only recently privatised and developed to a container terminal.

In any case, very positive features characterise ports, making them attractive assets for investors. For instance, a country's economic growth is highly correlated with its ports turnovers and enforced by port investments. Mr Ottavy also identified two features suggesting that ports are extremely interesting infrastructures for investors. To prove his point, the speaker compared them with power plants: The power plant investors are usually dependent of a single customer, namely an electricity company. In turn, electricity companies are usually state-owned, thus, fully dependent of public finances. Conversely, the clients of ports are international shipping companies of different size, ownership structure and financial performance. Such a wide spectrum of clients reduces the risk and increases the “credit worthiness” of port infrastructure investments. Another significant advantage of port investments is that shipping companies' payments are labelled in major currencies (usually in US dollars). As such, investors (being largely adverse of currency risks) favour port over other types of infrastructure investments.

Mr Lazzaroli, asked whether demand risk and over reliance on shippers could affect the attractiveness of port infrastructure investments.

Mr Ottavy, replied that InfraMed is a long term investor and invests only in non-EU Mediterranean countries. Despite that some of these countries are through an on-going political and economic crisis, it is highly believed that there is still a great long-term potential for growth in the region.

Mr Lazzaroli then asked Mr N'Hammoucha to comment the different roles of private investors and international financing institutions such as the EIB.

Mr Hicham N'HAMMOUCHA, Director of Marine Trade of the Ministry of Equipment and Transport of Morocco, fully agreed with Mr Ottavy and commented that PPPs are indeed regarded as ideal tools for various infrastructural investments (such as ports, motorways, etc.) in southern Mediterranean countries entailing limited risks. As such, there is a great need to support the PPPs in the region by any means available.

Mr N'Hammoucha focused on Moroccan ports, whose sea traffic increased by 9% in 2010. According to the national strategic framework, the Moroccan ports aim to handle more than 300 million tons by 2030 and, thus, are in need for sufficient infrastructural investments. In this context, the Tanger Med I port became operational a few years ago (2007) while the development of Tangier Med II port began only recently (2009). The latter is financed by the EIB (with a 200 million euros loan), yet further private investments are needed and new instruments and mechanisms should be developed towards this end. According to latest estimations, the Tanger Med II requires approximately 260 million euros of public investments. Moreover, in Morocco there is a great need for an institutional reform resulting

in the separation of various authorities (port authorities, commercial authorities, etc.), in order to accelerate the needed investments.

Moroccan ports are found in a central geographical location in the Mediterranean, in close proximity with Spain and the European continent. It is estimated that approximately 98% of Moroccan international trade is facilitated through local ports. The development of logistics infrastructures in the country is well advanced and a specialised agency aims to facilitate the flow of cargoes in the hinterland.

Mr N'Hammoucha remarked that numerous projects should be developed in Morocco in the near future, in line with the country's strategic framework for 2030. Especially for Moroccan ports, there is a great need to intensify efforts, capture international traffic and, in extent, obtain a more important role in the region by taking in advantage their geo-strategic position. Finally, in terms of blue economy, the latest indexes published by the OECD demonstrate the country's efforts and effectiveness towards this end. Indicatively, Morocco's performance over the Liner Shipping Connectivity Index is extremely encouraging as it the second best African country and the fifth best Mediterranean country (data refer to 2012).

Mr Lazzaroli observed that there is a great emphasis on port infrastructures while the importance of the Motorways of the Sea (MoS) has also been often highlighted during the conference. As such, he noted that it would be really interesting to hear the opinion of an operator and hence asked for Mr Kyprianou's perception on the future of the MoS concept in the Mediterranean sea.

Mr Paul KYPRIANOU, Director of External Affairs of the Grimaldi Group, supported that the future of the MoS is very positive. Despite Europe's current difficult economic situation and increased unemployment, there is a great potential for the MoS. The Mediterranean is an area with more than 400 million inhabitants and several booming economies. An indicative example is Morocco with extended investments over the latest years. Despite the severe economic constraints witnessed by countries such as Spain, Greece and Italy, they all have been greatly benefited by the MoS in the last ten years. Nowadays, there is a need to further support the Southern Mediterranean coasts endorsing a great potential for operators in the near future.

Mr Kyprianou also wanted to comment on a previous question regarding the need of funds allocation or the need of developing more projects in the region. According to his view, several important projects do already exist (especially in ports) while maritime operators are launching new services; funds are also available. As such, attention should be directed towards the legislative frameworks often not being very clear and, thus, constraining private investments. Moreover, the MoS are directly connected not only with ports but with hinterland connections as well and there is a great need for intensified investments towards this end.

The Mediterranean Sea is characterised by a developed network of MoS, particularly in Italy, Spain and Greece. At the same time, however, new lines are developed in countries such as Turkey, Morocco, Egypt or between countries of which only few had thought in the past, such as ro-ro lines between Turkey and Egypt. Given this, the emphasis for the further development of the MoS should be redirected from the consuming sites to the newly developed production sites. Countries that managed to attract investments from multinational companies are the ones that mostly need and progressively develop MoS. Indicative examples are Morocco (Renault is a major customer of the Tanger Med port) and Turkey. On the contrary, consuming markets, such as the Euro-Mediterranean countries, are greatly affected by the economic crisis and pose threats on the sustainable development of the MoS. In extent, private operators are nowadays more and more interested on the southern Mediterranean countries in an effort to compensate the shrinking traffic from/to the northern Mediterranean countries.

Finally, Mr Kyprianou noted that passenger lines should not be neglected. In the southern Mediterranean there is a great demand for the development of coastal services mainly due to large immigrant communities found in France and Spain.

After this, Mr Lazzaroli commented that Mr Kyprianou had provided a good overview and highlighted the importance of proper regulations being in place. He also stated that advantages of synergies prevail over the countries' temptation to use different regulations in order to gain a competitive advantage over its competitors.

The moderator then thanked all the panellists and apologised that the session had to be shortened to just one hour. Finally he gave the floor for the conclusions to the next session.

12th FEMIP Conference
**“MEDITERRANEAN BLUE ECONOMY:
ENHANCING MARINE AND MARITIME COOPERATION”**

Athens, 18 - 19 April 2013

Roundtable 3:
**Addressing synergies across projects and opportunities
for development and investments**

Conclusions

Topic: Transforming the roles of public and private sectors

Shortcomings:

- True beneficiaries (private sector) are not aware of the numerous projects currently developed in the Mediterranean region.
- Public sector is currently acting as the prime operator while there is a great need to enforce its capacity as a regulator.
- The current economic, political and regulatory environment is not favorable for the ownership of infrastructures and the provision of services by private operators.

Projects/Actions:

- The government should facilitate the continuous development of a competitive and efficient business environment in favour of the private sector.
- The public sector should act as a much-needed regulator and develop win-win alliances with the European business sector.
- The private sector needs to lead the efforts towards the regional development in terms of trade, investments and eventually blue economy.

Topic: Increasing synergies between the various projects in the Mediterranean

Shortcomings:

- There is a great need to increase the awareness of the true beneficiaries regarding the numerous projects currently developed in the Mediterranean region.
- Numerous projects currently carried out in the Mediterranean are not aware of other on-going initiatives leading to significant overlapping activities and waste of resources. Economies of scale are largely absent in this respect.
- There is a need to prioritise the limited available financial resources (especially during the on-going economic crisis).
- There is an excess of information not easily accessible and in an unstandardised format. Thus, most projects are wasting significant resources on collecting information and data.

Projects/Actions:

- The various Mediterranean projects and initiatives should closely coordinate, collaborate, exchange information and pursue the realisation of economies of scope.
- An instrument/organisation providing easily accessible, verified, reliable, real time, transparent, non-politicised, self-sustainable, single window access to available information is highly needed in the Mediterranean area.
- There is a need for an active dialogue between the various stakeholders to commonly decide the strategies to be followed and to prioritise the available funds (already pursued by the EIB).
- The coordination between lenders and the EC in order to combine grants and loans in the best possible way is also desired (already pursued by the EIB).

Topic: Investments in maritime infrastructures

Shortcomings:

- Both equity and debt are needed to implement private and public marine infrastructures in the Mediterranean region.
- The implementation of the “Basel III” criteria restricted banks’ commitment of long-term grants for the development of maritime infrastructures.
- Only available sources of debt nowadays are Development Financial Institutions (which are no more than half a dozen) being unable to cover all the existing needs.
- InfraMed is now regarded as the only equity provider currently active in the Mediterranean region.
- Port infrastructure investments are extremely attractive for privates. Yet, the same does not stand true for the investments targeting towards the development of sufficient and effective hinterland connections.
- Investments are mainly directed towards the development of infrastructures; however, there is a great need for investments on less physical projects such marine spatial planning or VTS systems.

Projects/Actions:

- Initiatives to attract private lenders on financing marine and maritime-related infrastructures would definitely benefit the market.
- Need to put more emphasis and devote more funds to the development of hinterland connections in the Mediterranean region.
- Devote investments on the development of a proper organisational and regulatory framework (via major policy reforms) for the development of a competitive playing field for maritime activities.

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Closing session

Closing remarks

Panel

Mr Frédéric CUVILLIER, Minister attached to the French Ministry of Ecology, Sustainable Development and Energy and responsible for Transport, the Sea and Fisheries, thanked Commissioner Ms Damanaki, Mr de Fontaine Vive, Mr Winbow and the Ministers who were present in the context of the Conference as well as the organisers.

Mr Cuvillier started his speech by sharing his belief that a positive message in the context of the blue economy can be conveyed to the world, which is not only an optimistic message but also a challenge that shall unite all stakeholders. The speaker raised the question whether there is another sector that can actually provide so many prospects for growth, particularly in the Mediterranean region. In fact, during the FEMIP Conference, blue growth was mentioned repeatedly as a predominant factor that might contribute to the recovery of the economy in the Mediterranean area. Actually, 30% of the international maritime trade takes place in the Mediterranean, which is a very optimistic figure. Moreover, 30% of the global tourism is also located in the Mediterranean. Apart from the international trade and the tourism, there is also the fact that the population around the Mediterranean region increases during the tourism season; this is also an opportunity that shall be taken into account.

However, at the same time there is the need to take into consideration the risks of pollution related to all these activities. 45% of the Mediterranean coasts are heavily built-up. Many regions are faced with problems of water scarcity which is a problem that needs attention, too. Also the need for energy has increased and will continue to increase in the next decades. Moreover, the Mediterranean is a region where many conflicts are taking place.

On the other side, the Mediterranean is also a place that has many historical sites, from which additional economic value can be derived; this is another reason why it is important to promote the blue economy. These insights and all the different attractive aspects of the Mediterranean basin shall be integrated in the development of the blue economy. In line with this, it is necessary to have a joint vision and common ways in order to reach the objectives set.

After this, Mr Cuvillier highlighted the following three points:

1. **The need for public governance.** There is the need to enhance the support to the Integrated Maritime Policy (IMP), especially with regard to the public governance, in order to achieve important steps.
It is also important to deepen the cooperation and to create one-stop-shops. Also, the different states have to join forces and facilitate the exchanges between them.
2. **The need to finance innovative projects.** The work done by the European Investment Bank (EIB) is very important in this regard and shall be underlined. The EIB provides support to the small and medium-sized enterprises (SMEs) and finances their projects related to the blue economy. Innovation must be supported, along with the encouragement of the cooperation between the universities, the research foundations and institutes and the different enterprises.

3. **The need to enhance basic research and to support the cooperation between universities and institutes.** The coordination of the various activities undertaken by the different partners must be supported. Besides, the creation of maritime clusters – being a prerequisite for the growth of the blue economy – must be encouraged. It is also important to increase awareness regarding maritime issues, an activity already realised in France.
4. **The need to mobilise the private and public partners by increasing the exchanges between the Mediterranean countries.** First of all, there must be a right framework that will govern these exchanges. Through them, the opportunity will be given to support all the initiatives taken by those countries that want to ensure the growth of the Mediterranean region. In this way, the solidarity among the Mediterranean countries will be enhanced.

Mr Cuvillier expressed his believe that the EURO MED Forum on Transport, which will take place in November of this year, will make the most of the conclusions of the 12th FEMIP Conference and will come up with solutions that will help meeting the challenges of the future.

In this regard, the speaker enumerated some of the forthcoming challenges of the sector. More precisely, he highlighted the need to:

- enhance the blue economy and particularly the blue transport;
- expand the coastal infrastructure;
- strengthen the maritime clusters;
- make the most of the available knowledge and sea culture.

France, on its part, would like to support the maritime action in general and the establishment of a maritime policy and, thus, contribute to the European vision. For example, the port of Marseille will upgrade its infrastructure until the year 2015 and aims to connect with other transport means, such as the railway, as well as with other countries like Italy and Malta. In this regard, different actors have been invited to submit proposals that could enhance the maritime transport.

According to Mr Cuvillier, by serving this common vision, they are actually betting on the growth of the future. This will be a sustainable growth that will take into consideration the environmental, social and economic dimension. France is planning to reform the administrative bodies in the sector of maritime affairs. Recently, the Minister in charge of the administrative reform talked about the need to exploit the wealth of the sea. He also made an important announcement where he highlighted the importance of the sea and suggested to perceive the sea as a separate entity that comprises different activities, like maritime, social and economic activities. This new concept for the Mediterranean Sea gives the opportunity to proceed with the economic growth while respecting all perspectives of development.

Mr Cuvillier concluded his speech by stressing that many stakeholders themselves engage in these initiatives in order to reach the best results. This is due to the trust they have to the blue economy of the Mediterranean, notwithstanding the difficult times. He also underlined the fact that the countries have the opportunity to provide the new generations with a new culture of the Mediterranean as a united sea.

Mr Yigit ALPOGAN, Deputy Secretary-General of the Union for the Mediterranean (UfM), thanked the European Investment Bank, the European Commission (EC) and the International Maritime Organization (IMO) for the invitation as well as the Government of Greece for hosting the event and for their hospitality.

Mr Alpogan started his speech by stating to be aware of the fact that the multiplication of initiatives related to marine and maritime issues in the Mediterranean is impressive and needs to be coordinated in an effective and efficient way. As stated in the Paris and Marseille Declarations, the central mission of the Secretariat of the UfM is to increase, promote and ensure the coordination of regional, sub-regional and transnational European projects in order to improve social and economic development, regional integration, sustainable development and the exchange of knowledge among and within the member countries of the Union for the Mediterranean. As it would be recalled in the launching of the UfM, the heads of state and government identified six priority areas, which include the de-pollution of the Mediterranean as well as maritime highways.

Therefore, the marine and maritime sector is an internal part of UfM work. Within the UfM Secretariat, maritime issues are being dealt by the Transport and Urban Development Division, while environmental aspects are being dealt by the Environment and Water Division with a close collaboration between both units and taking into account the cross-sectoral nature of maritime issues. With this vision, the UfM considered the tripartite initiative by the EIB, the EC and the IMO as a positive first step forward towards enhancing cooperation on marine and maritime sectors. Because of the close relationship between the UfM Secretariat and the marine and maritime issues, the UfM has been approached by the EIB at the start of this initiative and invited to take part in it. The EIB has also informed the UfM about the decision that the marine and maritime issues would be tackled within a multi-organisational framework. The UfM was satisfied with the progress, although the outcome was not the expected. Nevertheless, the Secretariat of the UfM, given its mandate, vision and scope of work, felt involved from the beginning of the process.

The UfM is ready to cooperate further in the future, should this initiative be enlarged, especially to the projects that will be beneficial in the Mediterranean context. The on-going initiatives, such as the Integrated Maritime Policy for the Mediterranean and SAFEMED, will provide the basis for country projects that the Secretariat of the UfM could receive and support in the coming years.

On the first day of the present Conference titled “Mediterranean blue economy: enhancing marine and maritime cooperation”, the valuable perspectives of the distinguished Ministers and political masters were provided. During the roundtables, experts, who are working in the field and facing the challenges, expressed their views with regard to the access to information, the establishment of maritime clusters, networking, ensuring safety and surveillance as well as the ways for improving synergies across various projects and initiatives.

More specifically, this conference provided an opportunity to discuss three main issues related to the enhancement of maritime and marine cooperation in the Mediterranean:

During the first roundtable on “Starting-up maritime clusters and promoting networking across training institutes”, the importance of a stronger engagement of stakeholders – such as representatives of the industry and employers, civil society, academia and training institutes – in the overall governance of marine and maritime activities in the Mediterranean region, as well as the relevance of networking in improving career attractiveness were discussed. In this regard, the opportunity was given to hear directly from the experts working in the field about on-going initiatives and existing cluster examples as good practices.

In the second roundtable, “Bridging the gap towards effective safety and surveillance”, given the increasing shipping activity in the Mediterranean region, the need for a network, for physically defined navigational roads based on the adaption of traffic separation schemes (TSS) and vessel traffic management and information systems was emphasised for a safer and more secure navigation. In this regard, the Transport Division of the UfM Secretariat is

ready to receive and support projects which should bear a regional approach and provide improvement in order to have a strong technical and financial structure.

Mr Alpogan also underlined the achievements of the SafeMed project which aims to develop the Euro-Mediterranean cooperation in the field of maritime safety and security, prevention of pollution from ships and marine and environmental issues by providing technical advice and support to non-EU Mediterranean countries.

Effective enforcement and respect of the applicable rules also need to be guaranteed, especially when it comes to preventing or fighting threats, illegal activities and major accidents in the Mediterranean. Coastguard functions play a key role in that regard; furthermore, multilateral cooperation and information sharing could be enhanced. The Mediterranean Coast Guard Functions Forum (2013) could be considered as a useful platform for dialogue to this end. On the other hand, maritime safety, security and prevention of pollution from ships in the Mediterranean should be considered as key priorities within the Regional Transport Action Plan for 2014-2020 under the auspices of the European Commission.

In the discussions during the third roundtable on “Addressing synergies across projects and opportunities for development and investments” it has clearly emerged that, for an effective marine and maritime cooperation in the Mediterranean, improving synergies across different initiatives and projects is of key importance. Given the cross-sectoral nature of the Integrated Maritime Policy, the UfM Secretariat is looking into this policy from different angles, integrating specific transport-related considerations with issues of relevance for other sectors, like environment and fisheries. The IMP-MED project could initiate the first steps in defining a possible Virtual Knowledge Centre and could possibly enable in the future the partner countries to move towards a maritime clustering approach – depending on their willingness.

Having listened to all these perspectives and ideas, Mr Alpogan expressed his belief to be in the initial phase of a process that could make a considerable impact on the Mediterranean and its economic development. The UfM Secretariat’s division responsible for transport issued the main message that, as international institutions, they should intensify their work to support the Mediterranean partner countries, the private sector and the training institutions on this issue. Mr Alpogan’s noted that his division will start to devote its time and energy more and more to the issues taken up during the Conference. The speaker also acknowledged the outcome of the FEMIP Conference with regard to UfM’s work in the coming months and, particularly, in the context of a potential ministerial conference where all issues regarding marine and maritime cooperation will be presented for recognition and political endorsement of the Ministers. The Conference could give political imperatives on marine and maritime cooperation in the region and bring all on-going activities under a common umbrella. Mr Alpogan underlined the willingness of the UfM Secretariat to play its role in the Ministerial meeting and to contribute to its success.

Finally, on behalf of the Secretariat of the UfM, Mr Alpogan reiterated their readiness to further contribute to the initiatives and projects of marine and maritime nature in the Mediterranean Sea.

Mr Michael KÖHLER, Director of the Directorate-General for Development and Cooperation of the European Commission, started his speech by saluting the Commissioner and the Deputy Secretary General and expressed his wish to make two personal remarks:

First, Mr Köhler commented that, feeling as many others passionate about the seas, he has the privilege of being among those Commission officers who were assigned to the development of an Integrated Maritime Policy as from 2005 onwards. In his subsequent function as a Head of Unit responsible for the Mediterranean, he was involved in the organisation of the first Mediterranean Conference in 2010. The speaker expressed his

satisfaction to see how the IMP is developing and gains in scope and interest over the years. He also acknowledged the dynamism of Commissioner Damanaki and her team.

Secondly, when he entered the conference room (i. e. the Megaron Athens International Conference Centre), he had the impression to be in a theatre room. In a theatre one has spectators and actors. Now, the English or the respective French word “acting” stands for two things: it can mean “playing” but it can also mean “doing” something. In this sense, the speaker said that it is not enough to feel passionate about the Maritime Policy and about the seas. In order to achieve results, all stakeholders, “spectators” and “players/actors”, need to become “do-ers” of the Euro-Mediterranean policy.

In that respect, Mr Köhler noted that the two days of conference had brought a lot of interesting ideas. Besides, the audience’s attendance at the conference had shown the high interest that exists for the Maritime Policy and for blue growth.

Blue growth is an important subject for which a number of arguments were presented during the Conference. It is a vector of growth for societies not only in coastal, but also in inland areas of the European Union. There are 6 – and soon 7 – Member States bordering the Mediterranean Sea; this is why there is a domestic interest but also a shared interest with the Mediterranean partners to drive this agenda dynamically in the right direction. This strong interest translates also into a strong commitment.

There is a consensus on the fact that there is a scope for more and better jobs in the Mediterranean area. These jobs can be created, among others, by diversifying the maritime activities while doing, at the same time, what is necessary to preserve the maritime environment. This is what blue growth is about and it is needed to be pursued in a cooperative and collaborative manner in order to be able to reach these common objectives in the areas of maritime safety, environmental protection, joint investment, trade facilitation, etc.

All this comes at a moment where Europe is watching and following with the greatest interest the transformation in the Arab world. The EU and its Member States do not follow it as bystanders, but there is the attempt to be active facilitators of democratic transition and growth, while tackling social economic needs in Europe’s direct neighbourhood region. If Europe’s southern neighbours do not live in peace and happiness, then it is very hard for people in the north to live peacefully.

Mr Köhler underlined the feeling of solidarity of the EU. South Mediterranean countries are not only a priority for the European foreign policy, but also for many other line policies. In this respect, it is understandable that the European Commission and those representing the Foreign Security Policy have responded vigorously with a renewed and increased commitment (including financial commitment) to the changes that is undergoing the Arab world since 2011. Europe sees a commitment to political reform and wants to support the development of a deep democracy and also the change for better economic and social conditions. In this context, blue growth plays an important role when it comes to stimulate economic growth and job creation and to improve governance, e. g. through just a reform of a rule of law.

Europe has programmed a grant of 2.3 billion Euros for the Southern Mediterranean between 2011 and 2013, plus another 540 million Euros under the Spring Programme for 2011-2013. Not alone the European Commission is increasing the financial commitment: The EIB, the EBRD (European Bank for Reconstruction and Development) and other lenders and supporters have also expressed their commitment and Europe wants to support the political change through inclusive growth as well. In this case, the inclusive growth has of course a very strong maritime component. This is being and will be implemented in bilateral cooperation between Europe and the various partner countries, in a regional dimension, through the establishment of a right platform for supporting also the objectives of the IMP. Issues related to maritime safety, transport facilitation, IMP, biodiversity, etc. have of course a regional dimension, so it makes only sense to address them on a bilateral level.

Subsequently, Mr Köhler made some brief comments on the three roundtables (RT).

Roundtable 1: Starting-up maritime clusters and promoting networking across training institutes

The topic discussed in roundtable 1 is essential if Europe wants to diversify and boost career opportunities in the South Mediterranean just as much as in the north. This is necessary as a source of growth and job creation. According to the speaker, democracy cannot be de-linked from economic processes. Europe will support the consolidation of the democratic transformation process if, at the same time, the South Mediterranean countries are able to address people's needs with regard to their economic circumstances, their social security needs, etc. The EC has therefore intensified its involvement and commitment, for example, in vocational and training programmes for higher education in the Southern Mediterranean (working, among others, with the European Training Foundation), scaling up Erasmus Mundus exchange programmes, mobility grants, Tempus and others. Vocational training is of course a key issue, as well as it is crucial to promote clusters in this context. The exchange of expertise between the various stakeholders from industry, research and academic institutions, employers, representatives of trade unions, etc. is also a major issue. The EC has vast experience in bringing together the different actors and, according to Mr Köhler, the EC looks forward to share this experience with the Southern neighbours. Cross-sectoral cooperation is required in this context, but this can only be achieved if there is a very strong sense of commitment and involvement from all sides.

Roundtable 2: Bridging the gap towards effective safety and surveillance

In the frame of the second roundtable, it was reminded that 30% of the world's seaborne trade takes place in the Mediterranean. Consequently, surveillance and safety are absolutely key issues. There is the need to have international maritime cooperation also to fight illicit trade and trafficking across the sea.

In line with this, the EU is supporting capacity building to reduce the risks of accidents at sea as well as the dangers of maritime pollution. The European SafeMed Project promotes the alignment of maritime safety and security legislation, with relevance for EU policies, in partner countries of the EU. Also international agreements are of key importance. In this context, the EC is working closely with partner countries, also through the European Maritime Safety Agency (EMSA) based in Lisbon. Mr Köhler expressed his satisfaction with the fact that the scope of EMSA and its competencies would be extended with regard to aspects of safety, for example, of offshore drilling operations. EMSA is an agency which is open to Europe's neighbour countries. This is very much the rationale of the European Neighbourhood Policy which states that EU policies and its agencies are open to the active participation of neighbouring countries in the south and east.

Roundtable 3: Addressing synergies across projects and opportunities for development and investments

The speaker stressed the importance of the issues discussed during the roundtable as well as of the Integrated Maritime Policy, which can be the key vector in this context. The EU has launched together with the Directorate-General for Maritime Affairs and Fisheries (DG MARE) and the Directorate-General for Development and Cooperation (EuropeAid) the IMP-MED Project. It is the first of these kind of initiatives in the Mediterranean where the EU is trying to make its partners aware of the existence of certain coordination mechanisms, of the need for further coordination across the various maritime sectors and of the necessity to share best practices on relevant maritime affairs governance structures.

The EU wants to strengthen the regional exchange, an ambition which is also shared by Ms Damanaki, Commissioner of Maritime Affairs and Fisheries, as well as Mr Štefan Füle, Commissioner of Enlargement and European Neighbourhood Policy. Mr Köhler mentioned that a number of initiatives have been kicked off and that the EC is very much involved in networking among maritime training institutes. He also expressed the satisfaction of the EC on the upcoming Virtual Knowledge Centre (VKC). However, he also recognised that more

efforts have to be undertaken particularly with regard to investments, where the EC would like to improve the enabling environment as well as the investment framework. The maritime sector can be an attractive field for investments and it can trigger investments in related sectors as well. For this reason, reforms are needed in several countries, e. g. on the legislative side, on the financial sector side, etc. For instance, a lot has been said about the Motorways of the Sea; this is just another example of how efforts can translate into something concrete.

Mr Köhler stressed the need to have access to funding but also the need for commitment and ownership. He felt it very important to remind that there is considerable funding available for EU Neighbourhood Policy. However, this has led to a competitive situation which has been observed between individual countries that want to draw on these sources, between bilateral against regional sides of this dimension, between individual sectors, etc. Therefore, while being convinced that maritime cooperation and an Integrated Maritime Policy project is a key aspect, it is important to understand that there is going to be sufficient funding for this only if there is a clear commitment of the various governments and of the international institutions involved in the objectives of IMP.

At this point, Mr Köhler invited the various actors to put deeds to the words and to use the IMP as an approach to trigger growth and jobs since, as he observed, there is a need for job creation not only in the South but also in the North Mediterranean. In this way, funding will be available not only from the European budget, but also from the EIB, the KfW (Kreditanstalt für Wiederaufbau) and from all other development banks that already have a strong record in the region. The Commission has been working together with its partners and with the development banks (particularly the EIB) in developing innovative financing instruments, especially blending instruments, ever since 2008. They are using grants for co-investment, for interest rate subsidies or also grants for making technical assistance available for preparatory studies. Besides, they also provide equity and risk sharing mechanisms. The Neighbourhood Investment Facility (NIF) alone has made available 250 million Euros for port investment projects in South Mediterranean partner countries since 2010. While these 250 million Euros were blend, an investment of 3.5 billion Euros from public finance institutions, such as the EIB, followed, bringing all together about 8 billion Euros on the market. The speaker underlined the huge potential of using these instruments.

For example, on the side of SMEs, the EC would like to offer more possibilities. Accordingly, if there is a huge demand with good project and programme ideas, the Commission will invest more in these sectors and particularly in the maritime industries and clusters. Mr Köhler insisted on the fact that what is needed is to see real ownership in the projects. However, he clarified that there will be no specific fund for maritime industries and maritime affairs only. Maritime interests have to compete with other interests and the sector has to show that its potential in job creation is credible and can be turned into practice. If this is the case, he believes that significant means of cooperation in the form of grants will be available in this field.

By way of conclusion, Mr Köhler said that many interesting approaches have been heard regarding the better capitalisation and the strong potential of blue economy and the blue growth. There is a strong commitment from the side of the EC, the EIB and the other European institutions involved to assist the sector in this way. The Commission will be an active partner – a financial but also a policy dialogue partner – to invest, for example, risk capital and blending loans in effective port infrastructures, in the establishment of logistics platforms and in the entire logistics chain managed by private operators. Mr Köhler expressed his trusts that this will generate a real partnership based on mutual responsibility, helping the EU and all concerned partners around the Mediterranean basin to increase employment opportunities in the maritime sectors and beyond. This will strongly contribute to growth and prosperity and will ultimately allow building inclusive societies and democracy in the North and South Mediterranean.

Prof Konstantinos MOUTZOURIS, Secretary-General for Ports and Port Policy of the Greek Ministry for Shipping and the Aegean Sea, expressed his wish to briefly talk about the Blue Green Growth in the field of ports in Greece. He referred to the Executive Summary of the Final Report of the “Feasibility Study of the Mediterranean Sea Maritime Development Cooperation” made by the EIB, according to which infrastructure instruments could be gradually oriented to non-traditional, new domains due to the growing role of the private sector in the maritime industry. Prof Moutzouris explained that by “Blue Green Growth” he means that investments in port infrastructures should be primarily used given the large number of port infrastructures that have been constructed in Greek coasts during the last decades. In order to be more specific, the speaker presented some figures according to which in Greece, a country of 11 million inhabitants, with 16,000 km of coastline, thousands of islands of which only a hundred are inhabited, there are 1,120 ports. In average, this can be translated as one port per 10,000 inhabitants or one port for each 1,400 km of coastline. Prof Moutzouris continued by saying that, during the last decades, in Greece and especially in the Aegean, huge amounts of money coming from national and European Community resources have been spent in order to develop an almost excessive infrastructure in an expansive policy concerning the port system. This is due to the long coastline and high number of islands on one side, but is also the result of the pressure made by the local communities to have a port, e. g. also on islands with a limited number of inhabitants.

The research laboratory of the National Technical University of Athens has conducted different studies with a special focus on recording passenger ports. The last results they obtained in 2011 for the 14 ports of commercial marine in Greece showed with clarity the great deficiencies that exist in technical infrastructure, as, according to the speaker, 1,120 ports cannot possibly meet the quality standards.

In the General-Secretariat for Ports a new strategy has been launched which foresees a drastic reduction of proposals for the development of new infrastructures. The strategy rather focuses on the intensive use of the existing infrastructure which is not used as it could. As published in today's edition of the newspaper “Kathimerini”, there has been a mismanagement of resources coming from the 3rd Community Support Framework (CSF). Prof Moutzouris pointed to the fact that this Community Support Framework actually led to the construction of a port that has never been used and that has been now left abandoned. However, he acknowledged the importance of having a specialised port infrastructure and of upgrading ports according to the needs of technologically modern fleets. For example, there is the need for a big port for cruise ships and also for a multi-modal port in Southern Crete. Prof Moutzouris urged to finally put an end to this expansive development of the Greek port system and to focus on a quality improvement of the existing infrastructure.

The last speaker, **Mr Philippe DE FONTAINE VIVE**, Vice-President of the European Investment Bank, underlined that the purpose of this meeting was to talk about the challenges and, in this sense, all interventions heard had had a positive note. According to the speaker, from the two days of FEMIP Conference it can be concluded that the sector has all necessary prerequisites for a great success. One of the reasons for this success is that the EIB was inspired by Commissioner Damanaki, who has an important and strong voice that speaks on behalf of the marine sector not only in Greece but around the countries of the EU and the Mediterranean.

Mr de Fontaine Vive expressed the EIB's pleasure of the collaboration and discussions with all interested partners in order to make the most of the existent situation and see their efforts bear fruits.

During the Conference, he said, different Ministers took the floor and gave political notes to this desire for further cooperation and mobilisation of our capacities. Twenty-four organisations expressed their views in different ways. Of course, these views were raised mainly by men, since the only female speakers were Commissioner Damanaki and some very few other female presenters. In this regard, the speaker emphasised on the need to give more voice to the women as they constitute the future of this sector as well.

Mr de Fontaine Vive did not repeat the conclusions of the three roundtables of the conference since these had already been outlined by Mr Köhler. Thus, he decided to make some general suggestions.

Regarding roundtable 1, he noted that the creation of maritime clusters and networks with all the existing structures here in Europe would be a major step forward and that the EIB would support innovative projects in this context. Concerning roundtable 2, the speaker focused on the topics of maritime safety and marine motorways as two important issues, not only on a financial and economic basis, but also in a technical and legislative perspective, and highlighted the need for a framework expressed during the Conference. Mr de Fontaine Vive commented that the European Commission has ensured, at least for the coming seven years, sufficient funds for promoting the innovation in this sector. In line with this, the EIB in collaboration with the EC will support the implementation of those projects.

With reference to Mr Köhler's allusion to a theatre, Mr de Fontaine Vive concluded the session by saying that this had been “the first act” and that the next meeting would be held at the Ministerial level (Ministers of Transport) in November this year. He also expressed his hope that the proposals made during the FEMIP Conference would be ready to bear fruits and expressed the EIB's support to all related efforts.



ANNEX IV: Financial Overview

12th FEMIP Conference
18-19 April 2013 - Athens, Greece
Overview of Expenses

FEMIP Conference, 18-19 April 2013, Athens, Greece							
No	Tasks	Functions of individuals or detailed tasks	Price person/day or unit price	No. Of	No. Of	Total	Comments
				Units	days		
1.	General coordination and supervision	Project leader	€450,00	1	6,5	€2.925,00	one day extra for amendments
	These costs cover:	Event manager	€420,00	1	15	€6.300,00	
	coordination with the client, the Greek Ministry and the Protocol Unit of the EIB	Event assistant	€350,00	1	15	€5.250,00	
	coordination with venue						
	Sending invitations and practical info to participants, registration management						
	set-up list of participants, preparation of conference materials (badges, desk names, register of attendance, etc.)						
		CFP & Maritime Affairs Chief expert	€890,00	1	2,5	€2.225,00	Briefing with DG MARE, identification of experts and experts' coordination
		CFP & Maritime Affairs Expert	€775,00	3	0,5	€1.182,50	0,5 day of preparation prior to the workshops
	Identification and selection with the approval of DG MARE of the moderator for High level session (day 1) contract and briefing	CFP & Maritime Affairs Chief expert	€890,00	1	1	€890,00	
	Moderator's briefing in BE at the EC premises	CFP & Maritime Affairs Chief expert	€890,00	1	1	€890,00	CFP & Maritime Chief experts' line used to cover this item
	Photography	Photographer	€600,00	1	0,5	€300,00	Initial briefing
	Press & Multiplier Manager	Press & Multiplier Manager	€420,00	1	3	€1.260,00	Included website promotion on other websites and towards the press
	Hotel group bookings for organisers and paid participants	Event manager	€420,00	1	4	€1.680,00	
	Post mailing of save the date and invitations 1200 save the dates + 1200 invitations (600 non EU (mostly North Africa, Middle East, Western Balkans and Turkey) - 600 EU)	Event assistants	€350,00	1	10,5	€3.675,00	line assistant used to cover the post mailing costs. B51 save the dates (A5 save the date + programme A5) and 837 (FR and EN programme in A3 folded + invitations FR and EN) sent as per the excel lists received. Initial has been revised according to effective number.
		Event assistant	€350,00	1	5,25	€1.837,50	line assistant used to cover the printing costs and coordination with the mailing company. Lay-out provided by EIB/EC. Mailing addresses provided by EC and Partners preferably in Excel tables.
	Extra costs for postal mailing	Event assistants	€350,00	1	2	€700,00	Extra cost for postal mailing for extra weight due to A3 programme folded in 2
	Printing of 800 copies of the programme, A3, 200 gr, full colours to be sent with the invitations	Event assistants	€350,00	1	3	€1.050,00	800 Programmes and invitations had to be printed. 700 in EN and 200 in FR. 0,5 day added due to the extra cost for printing the documents in French.
	Extra emailing	Event assistant	€350,00	1	0,8	€280,00	Preparation of extra emailing
		Event assistants	€350,00	1	0,8	€280,00	Initially, 1200 emails to be sent but more than 4200 were sent at the end. Plus sending 2 reminders
	Cleaning of the mailing lists received	Event assistant	€350,00	1	3	€1.050,00	Cleaning of mailing list
	Site visit	Project leader	€450,00	1	0	€0,00	No site visit was organised
	Preparation of documents						
	Preparing and assembling the participant pack, incl. Programme, list of participants, speakers' guide and working document	Event assistant	€350,00	1	2	€700,00	380 participants
	Printing: Programme (380 copies in full colours), List of participants (cover page in colours and rest in BW, 1 staple, +/- 20 pages, 380 copies), Register of attendance for both days.	Event assistants	€350,00	1	8	€2.800,00	Assistant's line used to cover the production and shipment of documents. Ready to print files provided by EIB/EC/IMO. Folders provided by EIB. Programmes were also produced by the EIB, as where not ready in time.
	Printing of a Working document of max 15 pages (cover page in colours and rest in BW, 380 copies)	Event assistants	€350,00	1	3,25	€1.137,50	Assistant's line used to cover the production costs. Ready to print files to be sent by EIB/EC
	Visual identity and lay-out of conference materials		€350,00	0	0	€0,00	Ready to print files + jpegs for Word docs to be provided by EC/EIB
	Conference material	Badges	€1,82	346	1	€644,32	Effective number
		Speakers' desk names	€2,40	37	1	€68,80	Effective number
		Production department	€370,00	1	1,5	€655,00	
		Roll-up	€276,00	6	1	€1.858,00	RPF provided by EIB
		Roll-up	€276,00	2	0	€0,00	
		Speakers' table banner	€240,00	1	1	€240,00	Replaced by lectern banner, as requested by the client
	Shipment of roll-ups and speakers' table banner	Event assistants	€350,00	1	0	€0,00	roll ups and lectern banner were produced in Athens
	Speaker guide (CV / resume/photo)	Event manager	€420,00	1	4	€1.680,00	
		Writer	€475,00	1	4,5	€2.137,50	
		Event assistants	€350,00	1	4,25	€1.487,50	Assistant's line to cover the production of the paper version of speaker's guide.
	Registration form	On-line registration	€600,00	2,5	1	€1.500,00	
		Event manager	€420,00	1	3	€1.260,00	

12th FEMIP Conference
18-19 April 2013 - Athens, Greece
Overview of Expenses

No. Tasks	Functions of individuals or detailed tasks	Price person/day or unit price	No. Of	No. Of days	Total	Comments
Welcoming and registering the participants ad-hoc actions and assistance to participants	Project leader Event manager	€450,00 €420,00	1 1	4 5	€1.800,00 €2.100,00	arrival on 16/04 and departure on 19/04 leaving afternoon of 19/03 arrival on 16/04 and departure on 20/04, to take care of dismantling and shipment of materials back to Brussels.
Taking photographs	Photographer	€800,00	1	3	€1.800,00	briefing on 17/4, on-site on 18-19/4.
Note-takers	CFP & Maritime Affairs Expert	€775,00	3	3	€6.975,00	arrival 17/04; departure: 19/03
Moderator for high level session	Moderator for high level session	€890,00	1	2	€1.780,00	Effective number
Transport / pick-up of paid participants (30)	from airport to venue or hotel and from venue or hotel to airport	€15,00	18	1	€270,00	Effective number charged.
Transport / pick-up of speakers	from airport to venue or hotel and from venue or hotel to airport	€15,00	60	0	€0,00	Would be paid by EIB GOPA-Catermill to coordinate. Individual transfers.
Transport / pick-up of paid participants and all speakers	between hotel and Gala dinner venue	€600,00	2	1	€1.200,00	transfer service for 60 people in total
	Assistant	€350,00	1	2,5	€875,00	
Venue hire	Plenary: capacity for 380 pax	€33,10	380	2	€25.158,00	
	BO rooms	€484,80	4	4	€7.758,80	
	BO room for press conference	€484,80	1	2	€969,60	not used but last-minute decision: not possible to release the room
	Space for decorations (roll ups)	€278,00	1	0	€0,00	Was not Charged by Megaron
	Technician facilities plenary	€800,00	1	2	€1.200,00	
	Technician to handle the presentations and switch from one laptop to another	€800,00	1	2	€1.200,00	As requested by EIB
	Hostesses	€240,00	8	2	€3.840,00	1 hostess for 50 pax. 18 and 19 April
	Hostesses	€240,00	2	0,5	€240,00	for set-up on 17/4
Equipment plenary	Beamer	€336,00	2	2	€1.344,00	Finally 2 beamers where requested by EIB instead of 3 initially foreseen.
	Laptop	€300,00	2	2	€1.200,00	2 laptops requested by EIB
	Laptop switcher	€60,00	1	2	€120,00	Switcher Kramerer VP-724 XL to change the laptops
	Screen	€120,00	1	2	€240,00	
	Fixed microphones for plenary	€60,00	8	2	€960,00	
	Wireless microphones for plenary	€72,00	2	2	€288,00	2 wireless microphones
	Lectern	€60,00	1	2	€120,00	including 2 fixed microphones
	Remote control	€60,00	1	2	€120,00	Line 'teclm' used in order to cover the remote control
Equipment Secretariat						
	Rental of printer	€33,60	1	2	€67,20	
	Paper for printer	€33,60	1	2	€67,20	Line Rental of printer used to cover this item
	Photocopy facilities	€33,60	1	2	€67,20	
	Paper for photocopy machine	€33,60	1	2	€67,20	Line Photocopy facilities used to cover this item
	Laptop	€300,00	1	2	€600,00	
	Rental of Fax	€33,60	1	0	€0,00	not applicable
	Rental of Telephone	€33,60	1	0	€0,00	not applicable
	Technician for Secretariat	€600,00	1	2	€1.200,00	Technician at the secretariat present both days
Catering	Buffet lunch DAY 1	€26,40	287	1	€7.576,80	Final nr of pax for catering: 300 - agreed with client: catering for 13 paid pax included in DSA
	Buffet lunch DAY 2	€26,40	287	1	€7.576,80	Final nr of pax for catering: 300 - agreed with client: catering for 13 paid pax included in DSA
	High-level Gala dinner	€48,00	80	1	€2.880,00	Confirmed number
	Bev package gala dinner	€22,80	80	1	€1.368,00	Confirmed number
extra catering	3rd coffee break	€22,80	150	1	€3.420,00	Beverage pack. Line used to cover this item (22,8€2 = 11,4€/pax for CB). 300 guests confirmed for catering
	Beverage package for lunch on DAY 2	€22,80	287	1	€6.543,60	Agreed with client to have a bev. Package to cover for the 2nd day beverage and wine costs.
	Permanent Coffee Stations in the BO rooms	€22,80	27,5	2	€1.254,00	Nr of people calculated on the basis of rooms capacity as indicated by EIB (tot. of 55 people).
	Permanent Coffee Stations in the Press Conference BO room	€22,80	18	1	€410,40	Nr of people calculated on the basis of nr of guests provided by EIB (36 people).
Interpretation booths for the plenary	4 languages: English, French, Arabic, Greek	€870,00	4	2	€6.960,00	Including technician interpretation and other equipment as per FWC

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Overview of Expenses

No. Tasks	Functions of individuals or detailed tasks	Price person/day or unit price units	No.	No. Of days	Total	Comments
Interpretation booth for the Press Conference room	2 languages: EN and GR	€370,00	1	1	€370,00	The BO room for the press conference only needed on DAY 1. Including technician interpretation and other equipment, as per FWC
Interpreters for plenary and press conference		€840,00	0	0	€0,00	Contracted by EIB
Travel						
Travel Athens	Team	€500,00	2	1	€1.000,00	
Travel Athens for on-site visit	Team	€500,00	1	0	€0,00	not applicable
	Photographer	€0,00	1	1	€0,00	based in Athens. Not entitled
Travel CFP expert	CFP & Maritime Affairs Expert 1	€680,00	1	1	€680,00	From Italy
	CFP & Maritime Affairs Expert 2	€264,00	1	1	€264,00	From Greece, more than 200km
	CFP & Maritime Affairs Expert 3	€0,00	1	1	€0,00	based in Athens. Not entitled
Travel moderator		€0,00	1	1	€0,00	based in Athens. Not entitled
Travel 30 paid pax	11 paid pax		11	1	€4.641,55	Outside the EU. Reimbursement based on invoices
	2 paid pax travel information missing. Deadline on 12/06		2	1	€0,00	Waiting for the invoices until 12/06. 2 Reminders sent
DSA Greece	13 paid pax	€222,00	13	2	€5.772,00	Adapted to effective accommodation needs
	Team 1	€222,00	1	3	€666,00	Arrival on 16/04, departure on 19/04
	Team 2	€222,00	1	4	€888,00	Arrival on 16/04, departure on 20/04
	Photographer	€222,00	0	1	€0,00	not applicable
	DSA Moderator	€222,00	1	0	€0,00	based in Athens. Not entitled to DSA
	CFP & Maritime Affairs Expert 1	€222,00	1	2	€444,00	
	CFP & Maritime Affairs Expert 2	€222,00	1	2	€444,00	
	CFP & Maritime Affairs Expert 3	€222,00	1	0	€0,00	based in Athens. Not entitled to DSA
Moderator travel to Belgium for briefing	CFP & Maritime Affairs Expert	€500,00	1	1	€500,00	Price of travel will be adapted to country of origin (Greece)
Moderator DSA for briefing in Belgium	CFP & Maritime Affairs Expert	€232,00	1	1	€232,00	Moderator briefing in Brussels on 10/04
Follow-up						
	Project leader	€450,00	1	2,5	€1.125,00	
Including invoicing, follow-up with suppliers, drafting of final technical report, reimbursement of travel for speakers and paid pax, sending thank you email, assess evaluation questionnaire, gather all relevant	Event manager	€420,00	1	3	€1.260,00	includes assessment of the evaluation questionnaire. No evaluation questionnaire provided by GOPA-Cartamill. Therefore half a day was deducted
	Event assistant	€350,00	1	5	€1.750,00	including travel reimbursement for 11 paid participants
Drafting the minutes and summary of workshops, 1 set of corrections	Chief CFP & Maritime Affairs expert	€890,00	1	0,5	€445,00	
	CFP & Maritime Affairs Expert	€775,00	3	2,5	€5.812,50	2,5 days/expert X 1 workshop: finalise minutes, draft summary, one set of corrections
Burn photographs taken on CD	photographer	€300,00	1	0,5	€300,00	
					€176.684,00	



ANNEX V:
Declaration Mr Ghoneim on the
missing travel documents

To : GOPA-Cartermill
From : Ayman Ghoneim
Subject: Ticket reimbursement

Dear Ms Moelle

Re ticket nbr 077-3290799398-99 (HBE-CAI-ATH-HBE from 17APR to 19APR) issued to me through Thomas Cook kindly note that I'm still waiting for reimbursement from your side inorder to settle the payment to Thomas Cook. Also note that I didn't recieve the cost of the ticket from any other organization. The total amount is 5772EGP.

N.B.: The boarding pass is missing.

Your urgent reply is highly appreciated.

Thanks


Ayman Ghoneim