



**Activity T3.3 - B_B Transnational Cross-Field Visits
&
Activity T2.4 - B_B Activity Brokerage Event in
Thessaloniki**

**Expression of Interest
for the selection of the participants to the Brokerage Event and
the Blue_Boost Cross-Field Visit in Thessaloniki – Region of
Central Macedonia on the 5th and 6th of June 2019**

Activity T3.3 - B_B Transnational Cross-Field Visits

The Blue_Boost **Cross-Field Visits** Programme is composed by a cycle of **7 transnational cross- field visits** - 5 back-to-back with the Blue_Boost Steering Committee meetings and Final Event and 2 as stand-alone actions, for “**in loco understanding**” of:

- innovation structures,
- successful showcases,
- initiatives of interaction and cooperation among local institutional/non-institutional innovation actors working in traditional and emerging maritime sectors.

The 7 Blue_Boost target maritime regions (Zadar County - Croatia, Marche Region - Italy, Region of Central Macedonia - Greece, Region of Friuli Venezia Giulia - Italy), coastal areas of Durres, Vlora, Saranda and Shengjin - Albania, Region of Western Greece, Apulia Region – Italy) can offer different, but complementary potential of transnational networking inspiring solutions and new concepts of transboundary and cross- sectoral fertilization, bench learning and best practices sharing. Therefore, the aim of the Cross- Field Visits Programme is to put into connection the different maritime stakeholders from the Blue_Boost areas in order to upgrade concretely their international innovation cooperation capacity, as well as to accelerate and facilitate their aggregation at local level.

Accordingly, the 7 delegations are composed of:

- Project Partners (PPs);
- Observers Groups (Associated Project Partners - ASPs)
- Institutional/not- institutional maritime actors from Blue_Boost target regions.

The participants are selected by PPs (1)CROATIAN CHAMBER OF ECONOMY – ZADAR COUNTY CHAMBER (Croatia), 2)UNIVERSITY OF CAMERINO (Italy), 3)THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY (Greece), 4)CENTRAL EUROPEAN INITIATIVE – EXECUTIVE SECRETARIAT (Italy), 5)ALBANIAN DEVELOPMENT FUND (Albania), 6)PATRAS SCIENCE PARK S.A. (Greece), 7)APULIA REGION (Italy)) – at local level - thanks to a public Expression of Interest (EoI): winners are awarded with “B_B” travel fiches. Observers Groups (ASPs) will participate only in Cross-Field Visits in Central Macedonia, Albania and Marche Region.

Activity T2.4 - B_B Activity Brokerage Event in Thessaloniki

The BLUE_BOOST project innovation voucher pilot action intends to offer the opportunity to micro, small and medium sized enterprises and start ups operating in blue growth sectors or blue economy (fishing, aquaculture, coastal and maritime tourism, shipbuilding, blue biotechnologies etc) to acquire knowledge and coaching services supplied by Knowledge Providers (KPs) who will help MSMEs/Start ups to develop an innovation project. More precisely, the goal of the pilot action is to help MSMEs to design and/or create, through small innovation projects, new products, services, processes or business models. To this aim, the consortium has a budget of 350.000€ in innovation vouchers, amounting max 10.000€ per project, that will be granted, after evaluation, to at least 35 MSMEs/Start ups located in pilot projects’ regions (at least 5 vouchers are available for each target region).



The **Brokerage Event** is a very crucial event for the feasibility of the pilot action. There is a need to both minimize the application burden on enterprises and to provide effective matching to suitable knowledge expertise.

Thus, to create the favorable ground where ideas, collaboration and networking activities can be fertilized, a 1-day transnational brokerage event is taking place at Thessaloniki about 1 month after the launch of the call, coordinated by PP3 “THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY” in close coordination with Transnational delegations composed of BLUE_BOOST PPs representatives and the participation of transnational Knowledge Providers (KPs) and the Blue MSMEs& START-UPS already “diagnosed” in local Blue Hackathons of the 7 ADRION territories which all are taking part at the event.

Transnational **Knowledge Providers (KPs)** and the **Blue MSMEs& START-UPS** will be selected by their local Pilot PPs thanks to the current public Expression of Interest (EoI) and winners will be awarded with “BLUE_BOOST travel fiches”.

The event is coordinated by PP3 “THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY” and the LICs members from all the territories play the role of intermediaries supporting potential beneficiaries in considering and/or choosing the most appropriate KP.

Apart from the networking of Blue MSMEs & START-UPS with KPs in view of the BLUE_BOOST Innovation Voucher Scheme, the Brokerage Event aims also at promoting more generally cooperation of Blue Growth actors from different project areas, for example cooperation between Blue MSMEs& START-UPS or between KPs from different BLUE_BOOST Regions.

GENERAL CONDITIONS FOR STAKEHOLDERS' SELECTION

A procedure is called for assessing applications based on CV or Profiles and possible interviews for the **selection of 5 candidates** per partner, **preferably 3 SMEs' and 2 KPs'** representatives, who will participate in the **Brokerage Event** and the **Cross-Field Visit** in Thessaloniki – Region of Central Macedonia (Greece), which will take place **respectively on 5th and 6th of June 2019**. An effort should be made to ensure a considerable number (at least 2) of participant SMEs per pilot Region, so that the brokering – networking process developed during the two events will be effective.

The Programmes of the Brokerage Event and the Cross-Field Visit is attached to these Terms of Reference as Annexes 2 and 3. In the selection, particular attention will be paid for ensuring equal opportunity, non-discrimination and equality between men and women.

REQUIREMENTS FOR THE APPLICANTS

1. Applicants can be a) **Blue MSMEs & START-UPS**, potential beneficiaries of the BLUE_BOOST innovation vouchers or b) Skilled Enterprises / Research, Development & Innovation Organisations / non institutional New Innovation Agents (NIAs), potential **Knowledge Providers (KPs)** in the framework of the BLUE_BOOST pilot action.
2. All the above can be private bodies (professionals included) or public bodies. As regards MSMEs / Start Ups' applicants (potential voucher beneficiaries), their business activities (not necessarily core activities) should fall within the following list of sectors NACE codes:
Coastal and Maritime Tourism: 55 Accommodation; 56 Food and beverage service



activities; 79 Travel agency, tour operator reservation service and related activities; 55.10 Hotels and similar accommodation; 55.20 Holiday and other short stay accommodation; 55.30 Camping grounds, recreational vehicle parks and trailer parks; 55.90 Other accommodation; 77.11 Renting and leasing of cars and light motor vehicles; 77.34 Renting and leasing of water transport equipment; 93 Sports activities and amusement and recreation activities; 93.29 Other amusement and recreation activities. **Aquaculture:** 03.2 - Aquaculture; 03.21 – Marine aquaculture. **Fisheries:** 03.1 - Fishing; 03.11 – Marine fishing. As regards potential KPs' applicants skilled SMEs, R&D organisations, or NIAs, there is no restriction in their activity, but they should be able to provide services to the above sectors' MSMEs / Start Ups, in the framework of the BLUE_BOOST pilot action.

3. Applicants must have their headquarters or an operative branch in the **Zadar County**.
4. Participants (applicants' representative) must:
 - be at least eighteen years old at the date of submission of the application;
 - have appropriate and valid documents for travelling in Greece at the date of submission of the application and for the entire duration of the Cross-Field Visit;
 - be provided with a declaration signed by the legal representative of the applicant, giving mandate to the participant to represent the applicant within the Cross-Field Visit;
 - have a good level of knowledge of English.

SUBMISSION OF APPLICATIONS

1. Deadlines: Applications, written on plain paper using the form enclosed with this notice (Annex 1), must be sent no later than the **23rd of May 2019** until 12 a.m. to the attention of Mr. Ivan Jadreško, to the email address ijadresko@hgk.hr. **Applications must be sent online as PDF bearing the signature of the legal representative on both the application form and any attachment.** Applications received after the date indicated above will be excluded from the selection.
2. Documents to send:
 - a) Application form (Annex 1) describing the activities carried out in the sectors concerned (for Blue MSMEs/ Start Ups & KPs) or activities which could possibly involve the sectors concerned (only for KPs). The application form must include the authorization for the treatment of data and shall be signed by the applicant's legal representative;
 - b) Declaration by the legal representative of the applicant and scanned photocopy in color front and back of a valid identity document;
 - c) Scanned photocopy in color front and back of a valid identity document and other documents for travelling of the participant.

PHASES AND CRITERIA OF SELECTION

EVALUATION – the commission will evaluate the profile of the applicants, as well as their motivations and expectations for participating in the Cross-Field Visit. The selection will take place according to the following procedure:

1. Analysis of the documentation with respect to:
 - Compliance with the requirements;
 - Timing of the submission of the application;
 - Contents and motivations expressed in the application form
2. Should the analysis of the documentation not enable the selection of participants, the commission will carry out individual interviews with eligible candidates to evaluate: a) Motivations and expectations expressed to take part in the project; b) Level of knowledge of one or more foreign languages; c) Training and professional experience related to the

project topics. In this case, the list of candidates admitted to the selection, as well as dates, times, and locations of the interviews will be published on the Croatian Chamber of Economy – Zadar County Chamber website; <https://www.hgk.hr/zupanijska-komora-zadar>, in addition to a direct notification to candidates via e-mail. Candidates must have a valid identity document to make the interview. As a final step, the commission will draw up a list of selected participants that will be communicated to all applicants, as well as published on the website

FINAL REPORT / QUESTIONNAIRE - Each participant organization will also assume the obligation to fill-in, at the end of the experience, two brief reports/ questionnaires respectively for the CFV and Brokerage Event, on their activities, the competence acquired, the possibility of transfer the same in their own contexts, based on the forms attached to these ToR as Annexes 4 &5.

COSTS COVERED BY CROSS-FIELD VISIT PROGRAM

The funding covers the cost for 1 participant for each selected applicant organization, up to a maximum of 900 EUR per participant, through the contribution of the ADRION Programme, including:

- Travel from the legal seat of the organization to the Cross-Field Visit venue and back (business or first class is not eligible);
- Accommodation (5 stars hotels are not eligible);
- Meals if not provided by the hosting organization (Costs for alcoholic beverages are not eligible);
- Local transports (taxi is not eligible except when it can be demonstrated that no public transport was available at the time and place needed).

There is no fee to participants or any refund or recognition of the hourly cost to the selected organization. The reimbursement of the incurred costs will be issued just through the presentation of the Reimbursement Form provided by the competent partner, with annexed the proof of expenditures (invoices, tickets, bills, etc) in original copy. The Applicant, by signing the relative Application Form - declaration allows BLUE_BOOST partners to process the data given solely for the project needs (including publishing of general information) and statistical reasons, even through electronic or computerised devices, in respect of the security and privacy within the law.

Treatment of personal data will follow the principles of fairness and transparency according to Regulation (EU) 2016/679 – GDPR and the subsequent national transposing laws. Details about the document to be submitted and the treatment of personal data are provided at Annex 6.



ANNEX 1



BLUE_BOOST



**Application Form for the selection of participants at the
 Blue_Boost Brokerage Event & Transnational Cross-Field Visit,
 Thessaloniki, Region of Central Macedonia (Greece),
 5-6 June 2019**

APPLICANT PROFILE	
Name of the Applicant	
Legal Status	
Type of Applicant (MSME, Start - Up, Skilled enterprise (KP), Research - development & innovation organisation, New Innovation Agent, Other)	
Possible role of the Applicant in BLUE_BOOST pilot action (please choose)	MSME / Start-Up (potential voucher beneficiary) <input type="checkbox"/> Knowledge Provider (KP) <input type="checkbox"/>
Address (if the legal seat is not in the concerned pilot Region - Zadar County please provide also the address of the branch in this pilot Region)	
Website, E-mail and Phone number	



VAT or other national identifying number (if no VAT number is provided)	
Business activities - NACE codes (if available)	
Description of the products and services offered	
Technology applied	
Turnover in the last 3 years	
Number of employed people	
Participation to Clusters, Networks or Flags	
Quality Certifications	
Previous participation to local, national or international projects	
Legal representative name	
Legal representative contact (E-mail and Phone number)	
Participant name	
Participant contact (E-mail and Phone number)	
Role in the applicant organisation	



MOTIVATIONS AND EXPECTATIONS

Main reasons for participating to the Brokerage Event and the Cross - Field Visit	
Main expectations from the participation to the Brokerage Events and the Cross- Field Visit	

Place and date

Signature of legal representative

I hereby agree for processing the personal information included in this application form strictly for the purposes of this selection and in accordance with the regulation for the protection of personal data Regulation (EU) 2016/679 – GDPR .

Treatment of personal data will follow the principles of fairness and transparency according to Regulation (EU) 2016/679 – GDPR and the subsequent national transposing laws. Details about the document to be submitted and the treatment of personal data are provided at annex 4.



**Applicant's Declaration
for the selection of the participants to the
Brokerage Event and Blue_Boost Cross-
Field Visits programme**

The undersigned

Surname _____

Name _____

Born in _____ on _____

Living in _____

Address _____ nr _____ Postal code _____

Phone number _____ Mobile _____

e-mail _____

in my capacity as the **legal representative** of

Name of the applicant organization _____

Postal code _____

Address _____ nr _____

Phone number _____

e-mail _____

website _____

VAT or other national identifying number (if no VAT number is provided) _____

Require

to be admitted to participation to the Brokerage Event and the Cross-Field Visit in
Thessaloniki – Central Macedonia (Greece) on the 5th and 6th of June 2019



To this end declare:

All information concerning the participation of my organization in the Brokerage Event and the Cross-Field Visit in Thessaloniki – Central Macedonia (Greece), as enclosed in the application form, has been verified and it is true and correct;

☐ As far as the above mentioned Brokerage Event and Cross-Field Visit and the related tasks are concerned, my organization will be represented by:

Surname _____

Name _____

Born in _____ on _____

Living in _____

Address _____ nr _____ Postal code _____

Phone number _____ Mobile _____

e-mail _____

Role in the organization _____

- I give full mandate to (name and surname of the participant) to participate to the above mentioned Brokerage Event & Cross-Field Visit for representing my organization;
- (name and surname of the participant) have the following level of knowledge of the English Language (mark with an X the level held for each type)

	Listening and reading	Speaking	Writing
BASE			
MEDIUM			
ADVANCED			

- (name and surname of the participant) has appropriate and valid documents for travelling in Greece (here-to attached) at the date of submission of the application and for the duration of the Brokerage Event & Cross-Field Visit;
- The undersigned declares to have taken note of the notice/announcement and that, if selected to benefit the Blue_Boost Brokerage Event & Cross-Field Visits programme, will fill-in at the end of the experience, 2 brief reports/questionnaires



on their activities, the competence acquired, the possibility of transfer the same in their own contexts (Annexes 4 & 5).

- The applicant organisation agrees to allow BLUE_BOOST partners to process the data given solely for the project needs (including publishing of general information) and statistical reasons, even through electronic or computerised devices, in respect of the security and privacy within the law.

Place and Date.....

Signature.....



ANNEX 2

BLUE_BOOST

BOOSTing the innovation potential of the triple helix of Adriatic-Ionian traditional and emerging BLUE growth sectors clusters through an open source/knowledge sharing and community based approach

Brokerage Event

Thessaloniki, June 5th 2019

Venue: Hotel.....

Thessaloniki

AGENDA

Blue Boost Transnational Brokerage Event at Thessaloniki

Wednesday 5th of June 2019

Hotel.....

General Idea

The BLUE_BOOST Brokerage Event takes place in the framework of the project's pilot action, Brokering is crucial to the feasibility of the pilot action. There is a need both to minimize the application burden on enterprises and to provide effective matching to suitable knowledge expertise. Thus, to create the favorable ground where ideas, collaboration and networking activities can be fertilized, a 1-day transnational brokerage event is taking place at Thessaloniki about 1 month after the launch of the call, coordinated by PP3 "THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY" in close coordination with Transnational delegations composed of BLUE_BOOST PPs representatives and the participation of transnational Knowledge Providers (KPs) and the Blue MSMEs& START-UPS already "diagnosed" in local Blue Hackathons of the 7 ADRION territories which all are taking part at the event.

Transnational Knowledge Providers (KPs) and the Blue MSMEs& START-UPS were selected by their local Pilot PPs thanks to public Expression of Interest (EoI) and winners were awarded with "BLUE_BOOST travel fiches".

The event is coordinated by PP3 "THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY" and the Local Innovation Committees' members from all the territories play the role of intermediaries supporting potential beneficiaries in considering and/or choosing the most appropriate KP.

Apart from the networking of Blue MSMEs& START-UPS with KPs in view of the BLUE_BOOST Innovation Voucher Scheme, the Brokerage Event aims also at promoting more generally cooperation of Blue Growth actors from different project areas, for example cooperation between Blue MSMEs& START-UPS or between KPs from different BLUE_BOOST Regions.



Programme

08:30 - 09:00	Registration of participants
09:00 - 09:10	Welcome – BLUE_BOOST Transnational Brokerage Event Agenda Emmanuel Vlachogiannis 1 st Vice-President of the Thessaloniki Chamber of Commerce and Industry (TCCI)
09:10 - 09:30	Presentation of BLUE_BOOST Innovation Voucher Mechanism Scheme Georgios Emmanouilidis Officer of the Department of Studies and Research of the TCCI
09:30 - 11:30	Pitch Session 1 Knowledge Providers' (KPs) Presentation (5 min each)
11:30 - 12:00	Coffee Break
12:00 - 14:00	Pitch Session 2 SMEs' Presentation (5 min each)
14:00 - 15:00	Lunch Break
15:00 - 16:30	B2B Sessions (Blue MSMEs – KPs / Blue MSMEs - Blue MSMEs / Blue MSMEs- LICs / KPs – KPs etc)
16:30 - 17:00	Coffee Break
17:00 - 18:00	B2B Sessions (Continued)
18:00	Closure – End of Brokerage Event



ANNEX 3

BLUE_BOOST

BOOSTing the innovation potential of the triple helix of Adriatic-Ionian traditional and emerging BLUE growth sectors clusters through an open source/knowledge sharing and community based approach

Cross-Field Visit

Thessaloniki, Nea
Michaniona, June 6th 2019
Venue: Thessaloniki Chamber of
Commerce & Industry, 29 Tsimiski St.
54624 Thessaloniki

AGENDA



Thessaloniki, Kymina, Nea Michaniona - Thursday, June 6th 2019

Cross-field visit	
08.30	Departure from the centre of Thessaloniki to DARMOUSLIS LTD company's premises in Kymina
09.00	Visit of DARMOUSLIS LTD "Frutti di mare" company's premises
10.00	Departure from Kymina to DIOPAS SA company's premises in Nea Michaniona
11.00	Visit of DIOPAS SA company's premises (3 rounds of visit according to the number of participants)
13.00	Visit of the Thessaloniki fish wharve in Nea Michaniona
14.00	Visit of the Nea Michaniona fishing harbour guided by Fishing Association "Thermaikos"
14.30	Lunch
17.00	Visit of traditional fishing methods' & mussels cultivation sites by Fishing Association "Thermaikos"
17.30	End of visit – departure to Thessaloniki

DESCRIPTION OF THE STRUCTURES TO BE VISITED	POTENTIAL BENEFITS FROM THE VISIT
<p>DARMOUSLIS LTD « FRUTTI DI MARE » https://darmouslis.gr Frutti Di Mare: Product Trading and Transportation of Mussels</p> <p>FACILITIES The mussel farm is situated in the estuary of the rivers Axios – Loudias – Aliakmonas in the wetlands of Thermaikos Gulf, which are protected by the international RAMSAR Convention. Mussels are cultivated through the establishment of pole and long-line cultures at the river mouths, where the river water flows into the sea, resulting in the production of prime quality mussels, as established by international ichthyology, veterinary and chemistry conferences. The company's annual production currently amounts to 4,000 tonnes and it has the capacity to significantly increase its production and exports to Europe.</p> <p>TRANSPORTATION The mussel production facility possesses all the specialised equipment required for processing and shipping mussels, including houses for workers and harvesting boats, and it is staffed by permanent personnel with expertise in the field. Refrigerated trucks are used for shipping the products, which are either strung together on pallets or packed individually in sacks of different sizes depending on the purchaser's order. All refrigerated trucks used for shipping the products are accompanied by export health certificates, which are issued by the competent veterinary authority and certify that the product is suitable for export.</p>	<ul style="list-style-type: none"> • Sharing of knowledge on mussels cultivation current situation in Central Macedonia • Transferring of marketing and commercialization strategies/ partnerships for selling mussels to Europe • Exchange of knowledge on Mussels Trading and Transportation • Sharing of best practices for properly mussels packaging



DIOPAS S.A.

<https://www.diopas.com/index.php>

DIOPAS SA is a specialized company in terms of the net and his creations. Specifically, manufactures and sells fish nets, fishing nets, nets for sporting fields, playgrounds nets, shading nets and any special construction based on the net. The nets used are of excellent quality as well as High quality is the materials used on these (ropes, yarn, etc.).

FACILITIES

DIOPAS S.A has contemporary facilities of 8,500 sqm area which allow the regulated production and delivery of goods. It has separate areas for each sector of production and machinery with high standards. DIOPAS S.A sells its products through Greece and abroad and provides a comprehensive and personalized service.

History

By early 1960 the nets used in Greece were cotton yarn, resulting in great inconvenience to the fishermen which they had to wash and dry their nets every day after the fishing because otherwise it rotted. With the invention of nylon, the Japanese built nets of nylon so that fishermen no longer need to wash and dry their nets every day after fishing. In this way created the need for the introduction of nylon nets at first from Japan.

Ioakim Diamantidis – father of the current owners company- had nicknamed diopas. The nickname given (according to the habits of the time) due to the level that had been in the navy (diopas) then began to deal with import fishing nets and resale to fishermen in Michaniona area and environs.

After the death of Ioakim Diamantidis 1982 their children continued selling fishing nets and created a new company called DIOPAS S.A.

The company step by step grew and then started manufacture nets for fishing. In 1993 DIOPAS S.A. after the start of the fish farming in Greece (at the end of the 1980s) began manufacturing net cages for fish farming. Alongside started and impregnation of nets with Antifouling and other materials.

Expanding its activities in early 2000 the company was also involved in the construction of protection nets, shading nets etc. Until 2013 the company purchased the nets in rolls and either sold as pieces either processed and then offered as final products to fishermen to fish farmers etc.

In 2014, after the advent of the new generation to the company DIOPAS S.A. realizing the necessary investments proceeded to vertical integration of its production buying yarn and after appropriate process longer manufactures nets as pieces or rolls in any dimension.

DIOPAS S.A. manufactures nets with knot and without knot. Here it must be emphasized that it is the first time made nets with knot in Greece.

DIOPAS S.A. participates in several research programs that occasionally shall be designed to promote fisheries and aquaculture in Greece.

- Sharing of experience inside the “control room” from the production procedures
- Transferring of marketing and commercialization strategies/ partnerships for selling products to many countries worldwide
- Getting acquainted with differentiation strategies for adapting the product to different customer needs
- Sharing of best practices for the development of nets for fishing and nets for fish farming
- Getting acquainted with strategies for introducing a product to different markets (nets for sport, nets for playgrounds)



<p>After relevant program participated DIOPAS S.A. built with the help of special software and using the appropriate output nets of the new trawl which reduces fuel consumption 20%. The company's headquarters and production sites are situated in the industrial area of Michaniona housed in facilities owned area of 8500 m2 building.</p>	
<p>Thessaloniki Fishing Wharve, Nea Michaniona, Central Markets and Fishery Organizations S.A. https://www.okaa.gr/en/organization/our-facilities/fish-wharves/</p> <p>ORGANIZATION'S HISTORY</p> <p>Central Market and Fishery Organizations (CMFO SA), was founded in 1955 under the name "Athens Central Fruits and Vegetables Market". In 1970 meat wholesalers were transported to CMFO SA and in 1989 the Organization renamed "Central Market of Athens". In 1998 converted in SA by the name "Central Market of Athens SA" and in 2004 the modernization of its facilities begun. In 2011, after ETANAL merging, it converted the 11 fish wharves of the country into branches. In 2014 Patras Central Market was assimilated in the organization. Moreover, in 2012, "Consumer's Market a unique retail market was created in order to accomplish consumers' needs. Today, CMFO is a company whose only shareholders is the Ministry of Finance and is supervised by the Ministry of Ministry of Development and Ministry of Rural Development and Food.</p> <p>FACILITIES</p> <p>The Central Markets & Fishery Organisation SA (CMFO SA) consists of two Central Markets and 11 fish wharves across the country.</p> <p>FISH WHARVES</p> <p>The 11 local branches - fish wharves of CMFO throughout Greece, ensure the toil and effort of the Greek fisherman, supplying fresh and quality fish across the country. At the same time they stimulate the local economy of each region through commercial activity developed both inside and around them, supported by added-value services such as packing centers, increasing the value of the raw material for the benefit of the producer and the trader, and facilitate the export process through facilities certified by the competent authorities of the EU.</p> <p>Thessaloniki's Fishing Wharve is the most important Fishing Wharve of Northern Greece.</p> <p>Thessaloniki's Fishing Wharve Statistics:</p> <p>2017 Boxes of fishes traded:4.616.678, Fishes traded (kg): 28.556.869,2</p> <p>2018 Boxes of fishes traded: 4.747.930 Fishes traded (kg): 28.897.089,4</p>	<ul style="list-style-type: none"> • Sharing of knowledge on fisheries current situation in Central Macedonia and Northern Greece • Sharing of experience on how fish is traded into fish wharves • Understanding of the business and commercial structure of local/regional fisheries - aquaculture ecosystem



Fishing Association “Thermaikos”

The Thermaikos’ Municipality Fishing Association “Thermaikos” was founded in 2012 and is located in Nea Michaniona. The association’ members are more than 200 fishers from all the territory of the Municipality of Thermaikos, on the eastern coast of Thermaikos gulf, where is situated also Nea Michaniona, most important fishing harbour of Northern Greece, but other fishing harbours as well. The members of “Thermaikos” association include fishermen who make use of all existing means of coastal fishing, including traditional fishing methods, as well as mussels’ cultivators.

- Exchange of knowledge on traditional fishing techniques and tools.
- Exchange of knowledge how many members to the fishing association collaborate
- Sharing of best practices of a community - based and collaborative approach in fisheries sector



ANNEX 4



BLUE_BOOST



Activity T3.3 - B_B Transnational Cross-Field Visits

Cross Field Visit Final Report

1. First Name:

Last name:

2. Position:

3. Name of your organization:

4. Field of activity

Aquaculture

Fishery

Biotechnology

Coastal & Maritime Tourism

Renewable Energy

Mineral Resources

Transport

Offshore oil and gas

Coastal Protection

Desalination

Utilities

Shipbuilding and Ship Repair

Higher education

Public administration

Marine aquatic products



- Research & Innovation

5. Country:

6. Type of organization:

- SME
 Skilled SME or Big company (potential KP)
 University / Research Institute
 Technology Transfer Organization
 Local/National Authority
 End-users Organization
 New Innovation Agent
 Cluster

7. Number of employees:

- 1-10 11-25 26-50 51-250 over 250

8. Turnover

- Non-profit organization
 0 – 100 k€
 100 k€ - 1 M€
 1 M€ - 10 M€
 10 M€ - 50 M€
 over 50 M€

9. Are you a Blue_Boost Project or Associated Partner?

- Yes
 No

If yes, please tick your corresponding box.

If no, please tick the box of the Project Partner which invites you.



- LP – CROATIAN CHAMBER OF ECONOMY / ZADAR COUNTY CHAMBER
- PP2 – UNIVERSITY OF CAMERINO
- PP3 – THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY
- PP4 – CENTRAL EUROPEAN INITIATIVE – EXECUTIVE SECRETARIAT
- PP5 – ALBANIAN DEVELOPMENT FUND
- PP6 – PATRAS SCIENCE PARK S.A.
- PP7 – APULIA REGION

10. Did you identify some good practices that you could reproduce in your activity or that could be implemented in your region?

- Yes
- No

If yes, please describe them:

What would be the barriers to overcome?

Would it be interesting for you to get some support to overcome these barriers?

- Yes
- No

If yes, what kind of support?

11. Did you identify any kind of potential collaboration with the experiences you got in touch during the Cross Field Visit?

- Yes
- No



ANNEX 5



BLUE_BOOST



BOOSTing the innovation potential of the triple helix of Adriatic-Ionian traditional and emerging BLUE growth sectors clusters through an open source/knowledge sharing and community based approach

Blue Boost Transnational Brokerage Event at Thessaloniki Evaluation questionnaire



1. What is your country of origin

- Albania
- Croatia
- Greece
- Italy
- Other (Please specify)

2. What is your role in the project?

- Blue Boost Project member
- Local Innovation Committee (LIC)
- Knowledge Provider (KP)
- Blue SME
- Other (Please specify)

3. What's your level of satisfaction on the following points

	Not satisfied	Satisfied	Very satisfied	I don't have a clear answer Or I was not in that part of the event
The information received before the event was good enough? (Purpose of the event, type of participants, clarity on the agenda, etc.)				
Were the information and objectives explained and the activities developed during the event clear?				
Were any Business Collaboration opportunities arisen from the event?				



	Not satisfied	Satisfied	Very satisfied	I don't have a clear answer Or I was not in that part of the event
Was the time of each activity well balanced?				
Facilities and venue of the event				
Catering services provided				
Overall experience from the event				

4. Were the B2B meetings among KP & SME interesting? What would you improve or comment regarding their organization?

.....

5. What did you gain most from this event?

.....

6. Do you have any additional recommendations towards the improvement of future similar events?

.....



ANNEX 6



BLUE_BOOST



BOOSTing the innovation potential of the triple helix of Adriatic-Ionian traditional and emerging BLUE growth sectors clusters through an open source/knowledge sharing and community based approach

INFORMATION ON PROCESSING OF PERSONAL DATA FOR SCIENTIFIC RESEARCH PURPOSES (ART. 13 REG. UE 2016/679)

**Blue_Boost (in the following,
“Project”):**



Dear applicant,

pursuant to Regulation (EU) 2016/679 and the subsequent national transposing laws (jointly, the "GDPR"), with this privacy information notice we wish to inform you about the processing of your personal data by the partners of the Project.

Aims and data flow of the Project

The project, which aims to make public data of the selected applicants (in the following, the selected applicants are called "participants") in order to build a public list of participants to the Cross Field Visits programme & BLUE_BOOST Brokerage Event and to provide them with travel fiches, is led by the CROATIAN CHAMBER OF ECONOMY, University of Camerino (in the following, UNICAM) and Thessaloniki Chamber of Commerce and Industry (TCCI), in collaboration with all Project partners. The characteristics of the project and its methods of implementation are described in the following: the applicant will provide its data within a procedure for the selection of participants to the Cross-Field Visits & Brokerage Event organised by the Project partners. If selected, the participants will make an agreement with BLUE_BOOST Partners with which it undertakes to participate in the Cross-Field Visit and the related tasks in return for a travel fiche that covers the cost for the participation. Each participant organization will also assume the obligation to fill-in, at the end of the experience, 2 brief reports/questionnaires on its activities, the competence acquired, the possibility of transfer the same in their own contexts, based on the forms provided by UNICAM & TCCI. The data and information released within the procedure for the selection of participants and through the report can be processed by UNICAM, TCCI, Project partners and the ADRION Programme through paper and electronic tools for internal analysis and, finally, published on digital platforms. Data can be used to profile the participants, generate travel fiches vouchers and send e-mails to the participants.

Data Controller and Data Protection Officer

The data processing controllers are:

- a) For the Cross-Field Visits UNICAM and can be contacted at: protocollo@pec.unicam.it.
The UNICAM responsible for data protection can be contacted at: rpd@unicam.it
- b) For the Brokerage Event TCCI and can be contacted at: root@ebeth.gr. The TCCI responsible for data protection can also be contacted at: root@ebeth.gr

Purposes of data processing and storage

The processing of participants' data is carried out for the realization of the scientific purposes of the Project. The Project has been drawn up according to the methodological standards of the related scientific sector and it is deposited at the School of Science and Technology of UNICAM, where it will be kept for five years from the planned conclusion of the research. The Project will also be kept at the TCCI for five years.

Legal basis of data processing

The processing of participants' personal data is carried out by the owner in the execution of his duties of public interest pursuant to art. 6, paragraph 1, lett. e) of the GDPR. The treatment of particular



categories of personal data (sensitive data) is carried out for scientific research purposes pursuant to art. 9, paragraph 2, lett. j) of the GDPR. Category and type of personal data processed. The realization of the Project implies the treatment of the following personal data: Name of the Applicant, Legal Status, Type of Applicant (MSME, Start – Up, Skilled enterprise (KP), Research - development & innovation organisation, New Innovation Agent, Other), Address, Website, E-mail and Phone number, VAT or other national identifying number (if no VAT number is provided), Core activities-NACE code, Description of the products and services offered, Technology applied, Turnover in the last 3 years, Number of employed people, Participation to Clusters, Networks or Flags, Quality Certifications, Previous participation to local, national or international projects, Legal representative name, Legal representative contact (E-mail and Phone number), Participant name, Participant contact (E-mail and Phone number), Role in the applicant organisation

Methods of data processing

Your personal data shall be processed exclusively by the scientific responsible and/or authorized subjects in the realization of the Project. UNICAM, TCCI, as well as any Project partner in accordance with the instructions provided by the CROATIAN CHAMBER OF ECONOMY, have been appointed to carry out certain tasks or to conduct specific stages relating to the data processing, such as by way of example the allocation, management and maintenance of the electronic databases, or other supporting, instrumental and ancillary activities, such as the transmission of information and/or documents. In this case, the processor will provide sufficient guarantees to meet the requirements set forth by the applicable law provisions governing data processing, including all security-related provisions.

Data storage and retention

The participants' data collected and processed for the purposes indicated in section "Aims and data flow of the Project" shall be stored and retained during the whole Project duration - unless the participants has submitted a specific and legitimate request for erasure - and at most up to 5 years after the end of the project.

Motivation of provisioning data

The provision of the participants' data for the aforementioned research purposes is essential for the development of the Project and does not derive from a regulatory and/or contractual obligation. Failure to provide such data determines the inability to participate in the Project.

Recipients of personal data and transfer of data to Countries abroad

The applicants' personal data in the unapproved state will not be made visible to the public and will only be visible to UNICAM & TCCI (in a non-anonymous way) for acceptance. This data will not be disclosed to third parties. Once accepted, the data will be visible to the whole Project Partners and, if needed, to the web through a public list of participants to the Cross Field Visits & Brokerage Event.

Dissemination of research results

Statistical and/or scientific results can be disseminated (for example through the publication of scientific papers and/or the creation of databases, also with open access methods, participation in

conferences, etc.) only in anonymous and/or aggregated way and in any case in ways that do not make the participants' identifiable.

Rights of the Participant

As an interested party, the participant can ask the data processing controller at any time for the exercise of rights described in the art.15 of GDPR and, in particular, access to their personal data, rectification, integration, deletion, limitation of processing that concerns them or to oppose their processing.

Pursuant to art. 17, paragraph 3, lett. d) the right to cancellation does not exist for data which must be elaborated for the purposes of scientific research if the objectives of the research itself cannot be obtained without them. For the exercise of the aforementioned rights, please contact the Data Controller and / or the Data Protection Manager at the addresses specified in section "Data Controller and Data Protection Officer". The participant may also propose a complaint to the Guarantor for the protection of personal data.

For information related to the Project, please contact the Scientific Responsible of the Project at the following address: diletta.cacciagrano@unicam.it. Regarding the Brokerage Event, you can contact the TCCI BLUE_BOOST team at the following address:

The undersigned, taking into account the information received
