May 2024

4BIZ NEWSLETTER

Boosting the Blue Economy in the Black Sea Region

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The Regional Business Forum "Boosting Black Sea Blue Biz - 4BIZ"

On May 9th and 10th, 2024, the Regional Business Forum "Boosting Black Sea Blue Biz - 4BIZ" took place at the Astor Garden Hotel and in the city of Varna, organized by the Marine Cluster Bulgaria. The event was part of the 4BIZ project, supported by the Enterprise Europe Network and the European Commission's initiative "European Maritime Day in My Country 2024".

The forum brought together over 70 representatives from the blue economy of the Black Sea region, including businesses and stakeholders from Bulgaria, Georgia, Romania, Turkey, Ukraine, and Spain.

The forum was opened by Mrs. Ilze Atanasova, Chair of the Managing Board of the Marine Cluster Bulgaria. Among the official guests were Mrs. Gabriela Mitova, representative of the Ministry of Transport and Communications of Bulgaria, Mr. Stanimir Apostolov, Deputy Mayor of Burgas Municipality, and Mr. Alexander Kalchev, Chairman of the Managing Board of the Bulgarian Chamber of Shipping.

In his welcome address, captain Alexander Kalchev emphasized the significant challenges facing the maritime business in the Black Sea and called for optimism and cooperation.

Mr. Stanimir Apostolov highlighted the priority of Burgas Municipality to become the blue-green gateway of Europe through investments, job creation, and marine environment preservation by 2027.

Mrs. Gabriela Mitova welcomed the organizers and participants, emphasizing the importance of joint projects to enhance cooperation and create a favorable environment for innovation and investment in the blue economy.

During the plenary session, prof. Eden Mamut, coordinator of the 4BIZ project, presented the goals and outcomes of the project. Mr. Stavros Kalognomos from the Conference of Peripheral Maritime Regions and Ms. Georgia Chantzi from the International Centre for Black Sea Studies highlighted the challenges and best European practices for the blue economy in the Black Sea region. Mr. Oscar Díaz from the Spanish maritime cluster ACLUNAGA shared Spain's experience in creating a successful business environment through the coordination of different management levels within the blue ecosystem. The session concluded with a presentation on the progress and opportunities for cooperation in the Black Sea region under the DBAN project by Mr. Georgi Sakaliev from Burgas Municipality.

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A lively discussion on financial instruments and business support generated great interest, with participation from Mrs. Iliana Ivanova, Deputy Head of the Debt Financial Instruments Department at the Fund of Funds, the Fund Manager of Financial Instruments in Bulgaria and Mr. Pavel Velkov, Managing Partner at the venture capital fund Morning Side Hill Capital Management. Participants learned about new financial instruments available next year and the conditions for attracting investors, supported by successful examples.

The afternoon session presented support and financing opportunities for businesses at various stages of their development. The first day concluded with individual B2B meetings, organized with the support of the Enterprise Europe Network, where participants established new business contacts and discussed potential partnerships.

On the second day, participants visited the Institute of Oceanology "Prof. Fridtj of Nansen" and the Institute of Fisheries Resources in Varna. They were introduced to the research activities and had the opportunity for idea exchange and future collaborations. The event concluded with a partnership meeting on the 4BIZ project.

Simultaneously, participants from the Spanish maritime cluster ACLUNAGA visited leading shipbuilding and ship repair companies and held discussions with company representatives for future joint ventures.

The Regional business forum "Boosting Black Sea Blue Biz - 4BIZ" created new perspectives for innovation and sustainable growth in the Black Sea region.

EMD IN UKRAINE

Team Europe Mykolaiv and Ukrainian Maritime Cluster, with the support of the EU Delegation to Ukraine within the framework of European Maritime Day (EMD) 2024, successfully organized a significant event aimed at uniting key stakeholders in Ukraine's maritime industry **at the May 30, 2024**

The event aimed to consolidate efforts among key market players, central and local authorities to safeguard and foster the development of Ukraine’s maritime industry while enhancing its engagement within the European Maritime Community. A primary objective was to address the reconstruction of Ukraine’s maritime sector into a sustainable and robust structure. Discussions also highlighted the vital role of Ukraine’s maritime industry in the context of European economic integration and emphasized the urgent need for maritime preservation and development.

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Key Areas of Discussion Included:

1. **Ukraine's Economic Recovery:** Emphasizing the restoration of the maritime industry and Ukrainian port infrastructure.
2. **International Cooperation:** Exploring opportunities for mutually beneficial partnerships and development of the maritime industry, with a focus on EU policies.
3. **Role of the Ukrainian Maritime Cluster:** Discussing integration processes and the cluster's role.
4. **UMC Cooperation Projects:** Presenting experiences and future plans.
5. **Ukrainian Cluster Alliance:** Introduction to the Clusters 4 Ukraine initiative.
6. **Strategy for Maritime Industry Development:** Outlining strategies for sectoral growth.

Participants included leaders and managers from various sectors such as shipbuilding, ship repair, design, yacht maintenance, trade, ship freight, coastal services, marina services, marinas, crewing, and rental, alongside representatives from central and local authorities, and members of the European maritime community.

Event Highlights:

- **Networking and Opening Ceremony:** The event commenced with networking opportunities followed by opening remarks from Artem Vashchylenko, Chairman of the Supervisory Board of Ukrainian Maritime Cluster, Oleksander Senkevych, Mykolaiv City Mayor, Olena Zhukova, Executive Director of Ukrainian Maritime Cluster, and Denys Chernykov from the EU Delegation to Ukraine.
- **EU Policies and Practices:** Insights were shared on EU policies and practices towards the recovery and sustainable maritime economy of Ukraine by representatives from the EU Delegation to Ukraine.
- **Blue Economy Discussion:** International experts, including Rodin Genoff, Eden Mamut (coordinator 4BIZ project) Tadeusz Kopowski, explored the potential of the blue economy and strategies for its development.
- **Future Perspectives:** Discussions were held on the future perspectives and plans of the maritime community.

The event concluded with a productive discussion session and the General Assembly of the Ukrainian Maritime Cluster, setting a positive trajectory for the sustainable growth of Ukraine's maritime industry and its integration into the broader European maritime community.

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LET'S LOOKING BACK FOR OUR 4BIZ PROJECT

4BIZ Boosting the Blue Economy in the Black Sea Region by Initiating a Business Collaboration Framework in the field of Fisheries and Aquaculture, Coastal and Maritime Tourism and Maritime Transport - is a project funded by the European Maritime, Fisheries and Aquaculture Fund (EMFAF) aiming to develop a collaboration framework that will bring together blue economy stakeholders in Black Sea countries to identify and tackle local capacity building needs to boost innovation, digitalization and investment in the Black Sea blue economy with the main focus on fisheries and aquaculture, coastal and maritime tourism and maritime transport. Identification of the key business actors and supporting them for a sustainable growth is one of the main targets of our research activity.

Duration: 24 months (01.06.2022 – 31.05.2024)

EU contribution: € 510,484.15 (80% funding rate)

PARTNERS

- Black Sea Universities Network (BSUN)-Coordinator
- International Center for Black Sea Studies (ICBSS)
- Galati Chamber of Commerce, Industry and Agriculture (CCIA Galati)
- Igor Sikorsky Kyiv Polytechnic Institute (KPI)
- Public Union "Ukrainian Maritime Cluster" (UMC)
- Batumi State Maritime Academy (BSMA)
- Doğu Karadeniz Kalkınma Ajansı (DOKA)
- Marine Cluster Bulgaria (MCB)
- Bucharest Academy of Economic Studies (ASE Bucuresti)

ASSOCIATED PARTNERS

- Organization Of The Black Sea Economic Cooperation (BSEC)
- CONFERENCE DES REGIONS PERIPHERIQUES MARITIMES D EUROPE (CPMR)
- VARNENSKA TARGOVSKO-INDUSTRIALNA KAMARA (VCCI)
- ASOCIATIA CLUSTER PENTRU PROMOVAREA AFACERILOR SPECIALIZATE IN ECOTEHNOLOGII SI SURSE ALTERNATIVE DE ENERGIE -MEDGREEN (REGIUNEA SUD-EST SI REGIUNEA BUCURESTI ILFOV) (MEDGREEN)
- Asociatia Grup Local pentru Pescarie Durabila Delta Dunarii (FLAG DELTA)
- Business Support Centre LLC(BSC)
- ASSOCIATION 'INDUSTRIAL AUTOMATIONOF UKRAINE (APPAU)
- ADMIRAL MAKAROV NATIONALUNIVERSITYOF SHIPBUILDING (NUOS)
- UKRSUDPROM (UKRSUDPROM)
- THE MYKOLAIV REGIONAL CHAMBER OFCOMMERCE AND INDUSTRY (MYKOLAIV CCI)
- CENTRAL FISHERIES RESEARCH INSTITUTE (SUMAE)
- KARADENIZ TEKNIK UNIVERSITESI (KTU)

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- TOURISM INSTITUTE (TOURISM INST.)
- Georgia's Innovation and Technology Agency (GITA)
- Womens International Shipping and Trading Association Georgia (WISTA)
- STATE HIGHER EDUCATION INSTITUTIONPRYAZOVSKYI STATE TECHNICAL UNIVERSITY (PSTU)
- KHERSON STATE UNIVERSITY (KSU)

Project deliverables

- D2.1 Country reports regarding Blue Business sectors in Ro, Bg, Tr, Ge, Ua
- D2.2 Consolidated Regional Report on Pathways for Boosting Blue Businesses in the BSR
- D3.1 Report on the Assessment and Identification of best Practices of other Regions and Sea Basins that could match with the identified gaps.
- D3.2 Concept design of the 4 BIZ collaboration Framework
- D3.3 Detailed Design of Collaboration and Support Services for SMEs on Fisheries & Aquaculture, Coastal & Maritime Tourism and Maritime Transport in the BSR

WORK PACKAGES

- WP1 Project management and coordination (M1-M24)
- WP2 Mapping of existing services and assessment of needs (M1-M10)
- WP3 Designing pilot services to address the identified gaps in the targeted regions (M4-M18)
- WP4 Testing and validation of business services by pilot activities in the targeted regions (M10-M24)
- WP5 Dissemination of results and raising the Blue Business awareness (M1-M24)

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In the framework of the 4BIZproject, a number of activities were carried out, namely

WP	Date	Title
WP2	18/08/2022	Joint Venture Opportunities between Companies from Romania and Ukraine for Boosting Blue Businesses in Maritime Transport
WP2	17/03/2023	Workshop for the analysis of the final country reports
WP2	16/06/2023	Workshop on Boosting Blue Biz in Aquaculture & Fisheries in the Black Sea Region
WP2	14/07/2023	Workshop on Boosting Blue Biz in the coastal and maritime tourism in the Black Sea Region
WP2	08/09/2023	Workshop on Current Trends in the Ship Building and Maritime Transport in the Black Sea Region
WP4	24-27/10/2023	XII International Festival "Sikorsky Challenge 2023" in Kyiv, Ukraine
WP4	2-3/11/2023	Regional Brokerage event „Boosting Black Sea Blue Biz – 4BIZ" in Batumi, Georgia
WP4	29/02/2024	"Regional Brokerage event „Boosting Black Sea Blue Biz – 4BIZ"" in Constanta, Romania
WP4	9-10/05/2024	Regional Brokerage Forum „Boosting Black Sea Blue Biz – 4BIZ" in Varna, Bulgaria
WP4	April 2024	4BIZ Project's "Implementation of Support Services For The Pilot Companies", "DOKA" Turkey
WP5	25/05/2025	Participation in EMD 2023 dedicated events
WP5	30/05/2024	Participation in EMD 2023 dedicated events
WP5	27/03/2024	Online-meeting with investors for companies in the Blue economy sector
WP5	19/03/2024	International Workshop on "Policy Recommendations for Boosting Blue Economy in the Black Sea Region"
WP5	23/11/2023	On the Black Sea CMA Stakeholder Conference. The 4BIZ Project "Boosting Black Sea Blue Biz" was Awarded by the European Commission as the "BEST PROJECT" at the category Fostering Investment in the Black Sea Blue Economy
WP5	13/04/2024	Public Union "Ukrainian Maritime Cluster" tested a new tool for raising visibility by developing TV showcases including the presentations of different entrepreneurs and successful businesses

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FEEDBACK FROM CONSORTIUM PARTNERS

The 4BIZ project had a multifaceted impact, opening up new opportunities, encouraging international cooperation and strengthening regional connections. The project supported the development of skills through workshops and training sessions.

Exposure to new business models and technologies sparked ideas for innovative projects.

The businesses involved have gained information and access to new markets, potentially expanding their customer base.

The project facilitated connections with international partners, creating a network of professionals and organizations.

The project promoted partnerships, research initiatives and business collaborations between countries.

The project contributed to strengthening regional connections with regional businesses and government bodies.

The project enabled the sharing of resources and expertise across the region, leading to more effective problem solving and innovation.

The visibility and credibility gained through participation attracted potential investors, who provided the necessary financial support to expand operations.

Although the project sparked many initiatives, there may have been a lack of long-term sustainability planning.

Also, insufficient funding for some initiatives limited the scope and potential impact.

There could be gaps in ensuring equal participation from all regions and demographics, leading to unequal benefits.

Overall, Project 4 BIZ was a significant initiative that brought many benefits, but also highlighted areas for improvement to ensure more inclusive, sustainable and impactful outcomes in the future.

Galati C.C.I.A. team

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4BIZ project was an extraordinary opportunity to strengthen the collaboration between academic and business environment. It opened new opportunities of collaboration in the future projects with the 4BIZ partners or the associated companies. The 4BIZ project activities contributed to emergence of new research ideas. Also, it contributed to strengthening the connections between different partners in the Black Sea Region and to increasing the awareness about the economic, social or environmental problems in the Black Sea Region. Opportunities for networking and strengthening regional connections. Media exposure, social media and profile area

If we talk about what was missing from the project? We think that a longer implementation period (at least 3 years) would have led to better outcomes and longer-term solutions.

Strengths and weaknesses of the project:

Strengths:

- Very good collaboration between project partners
- Strong project coordination that allows both to keep the project activities flux and an open discussion related to any disturbance or unexpected situation.
- Is was an extraordinary adaptation of all project partners to the new context generated by the Ukraine war
- Networking between industry experts, entrepreneurs, investors and Academia
- Discover new opportunities for collaboration and growth
- Bring together blue economy stakeholders in EU and eligible non-EU Black Sea countries to identify unique opportunity for SMEs and startups in the blue economy sector across the Blue Sea region to come together, collaborate, and tap into the wealth of knowledge
- Improving the visibility of investment opportunities in the target sectors from the Black Sea
- Created the possibility for public/private investors to identify SMEs and start-ups
- Contributing to the development of a network, multi-stakeholder blue investment and innovation ecosystem in the Black Sea region.

Weaknesses:

- The Ukraine war disturbed a lot the project activities. It was not possible to have the meetings originally planned but is was an extraordinary adaptation of all project partners to the new context
- A slight lack of openness and involvement of companies in the support activities.

Bucharest University of Economic Studies (ASE) team

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Igor Sikorsky Kyiv Polytechnic Institute was involved in all project activities envisaged by the work plan, that have brought valuable experience in analysis and identification of challenges faced by SMEs in Blue Economy and development of appropriate corrective measures. Also, the 4BIZ project has opened new opportunities for international cooperation in the Black Sea Region.

The area of special attention and responsibility for our team was the presentation of the 4BIZ project at the XII Festival of Innovative Projects "Sikorsky Challenge 2023". We set out to use all the opportunities provided by the Festival to draw attention to the blue economy and to provide relevant services to the pilot SMEs selected by the consortium partners, in particular through their involvement in the Competition of Innovative Projects and Startups. The inclusion of the Blue Economy in the festival's priorities has raised awareness of the sector's issues among various stakeholders, including government officials, researchers, investors, entrepreneurs and the general public. This increased awareness serves as a catalyst for addressing sectoral issues, as it fosters public debate and advocacy aimed at solving pressing problems in the blue economy. The festival is also an important platform for developing interdisciplinary partnerships. By bringing together stakeholders from different fields, including academia, industry and government, the event creates opportunities for collaboration and knowledge sharing that is important for promoting innovation and stimulating the development of sustainable solutions in the blue economy sector. The festival also provides SMEs with a unique opportunity to showcase their innovative solutions and network with potential investors and partners that helps them to obtain funding and establish partnerships as well as to promote their solutions, products or services to a wider audience. Guaranteeing participation in the final competition, the festival encourages SMEs to strive for excellence in their projects and helps them on this way – the participating SMEs were provided with access to key support services, including trainings, individual consultations and networking opportunities, which are important for

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increasing their competitiveness and viability. This, in turn, contributes to the overall growth and development of the blue economy ecosystem.

More details about the Blue Economy section of the Sikorsky Challenge 2023 Festival please see at https://cutt.ly/5ey2XzBW.

We are grateful to all the consortium partners who contributed to the preparation of the Blue Economy section at the Sikorsky Challenge 2023 Festival and participated in its events. Thanks to our fruitful joint efforts, the participating SMEs highly appreciated the usefulness of their participation in the Festival, as evidenced by the results of the post-festival survey (https://cutt.ly/pey2X5MZ).

The Igor Sikorsky Kyiv Polytechnic Institute team is ready for further cooperation, and we are confident that thanks to it, the impact of the Sikorsky Challenge Festival on the development of the blue economy in Ukraine and the Black Sea region will be significant in both the medium and long term.

Igor Sikorsky Kyiv Polytechnic Institute team

4BIZ Boosting the Blue Economy in the Black Sea Region

Ukrainian Maritime Cluster

Participation in the 4BIZ project is our Success Story. We applied for the project in 2021, while February 2022 became a turning point for all of Ukraine. The aggressive invasion of Russia into Ukrainian territory led to drastic changes in the socio-economic life of the country, with most projects put on hold. The decision of the 4BIZ Consortium to approve the participation of the Ukrainian side, understanding all the force majeure circumstances, was a breath of fresh air for us.

The Ukrainian Maritime Cluster participated in all activities related to the project's implementation. Workshops, brokerage events, service development, and mapping of blue economy enterprises allowed us to identify key players in the industry. Our "white horses" have taken full advantage of all tools and opportunities.

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- The 4BIZ brokerage events aim to foster innovation, which is one of the project's goals. Innovations require investments, partners, knowledge, personnel, and other resources for enterprises to develop successfully. For this purpose, similar events have been held for the third time within the framework of the 4BIZ project, and it is crucial that members of the Ukrainian Maritime Cluster had the opportunity to participate both physically and online. Among the active participants were LLC "MDEM", LLC "C-Job Nikolayev", LLC " Company Gulfstream ", LLC "Amico Digital", which became the "white horses" (leading enterprises) of the maritime sector of the Black Sea region, representing Ukraine on the international stage with dignity – noted Olena Zhukova, Executive Director of the PU "Ukrainian Maritime Cluster".

As part of the 4BIZ project, English and Ukrainian promotional videos of the members of the PU "UMC" who actively participated in its implementation were prepared, namely:

Promo-video LLC "Amico Digital"
Promo-video LLC "C-Job Nikolayev"
Promo-video LLC "MDEM"
Promo-video PU "Ukrainian Maritime Cluster

Also, Public Union "Ukrainian Maritime Cluster" tested a new tool for raising visibility by developing TV showcases including the presentations of different entrepreneurs and successful businesses. In the studio of the «Dialog» program on the local TV-station "MART", representatives of the PU «Ukrainian Maritime Cluster» discussed the current situation and prospects for the development of the blue economy in the Black Sea region and, in particular, in Mykolaiv Oblast. Source of the video: https://youtu.be/YTtoPoQCgYU?t=1

The development of the blue economy is crucial for the Black Sea region and Ukraine. It encompasses key sectors such as fisheries, aquaculture, coastal and maritime tourism, and maritime transport, all of which are vital for sustainable economic growth. For Ukraine, tapping into the blue economy's potential means creating jobs, fostering innovation, and enhancing the economic resilience of coastal communities.

The 4BIZ project has played a significant role in the boosting this development by bringing together stakeholders from various sectors. Through workshops, brokerage events, and mapping initiatives, 4BIZ has identified key players and provided them with tools and opportunities to grow. The project has also promoted Ukraine's capabilities on the international stage, attracting investment and partnerships that strengthen the blue economy ecosystem in the Black Sea region.

Public Union "Ukrainian Maritime Cluster" team

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Supported by the 4BIZ project, Bulgarian companies have had the opportunity to participate in numerous national and international B2B events and forums, enabling them to discover new partners, clients, and investors.

One of these innovative companies is Galera 07 Ltd., known for its modern solutions in maritime transport. The company specializes in small craft design and production shipbuilding and has delivered several innovative vessels in recent years, including fully electric-powered vessels. Galera 07 Ltd. is also behind a project to build the first electric yacht in Bulgaria.

Another example of a company driving innovation in this sector is Solumar Ltd. - a Bulgarian startup that provides solutions to reduce harmful emissions in industrial enterprises, maritime transport, and port infrastructure. The startup team has developed a new technology for air and gas purification that captures 92-99% of all types of emissions (mechanical particles, soot, volatile organic compounds, and gases (CO2, SOx, NOx)).

Solumar's systems are custom-designed regardless of size, type, and nominal airflow, and do not require significant infrastructural changes.

Marine Cluster Bulgaria is actively working towards the development of the blue economy in Bulgaria and the region. The Cluster supports companies in the maritime sectors in their growth and helps them access international markets.

Following the official completion of the project, Marine Cluster Bulgaria will continue to support Bulgarian companies and work towards the development of innovations and the blue economy in Bulgaria and the region.

Marine Cluster Bulgaria team

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The 4BIZ project, supported by the European Maritime, Fisheries and Aquaculture Fund (EMFAF), has an important place for our institution as it is the first EU Blue Economy project carried out by DOKA has enabled us to make new contacts, prepare more EU Blue economy projects. Thanks to this project, we had the opportunity to strengthen and expand our regional connections with the countries in the Black Sea Basin by increasing our international cooperation. We came together with experts and sector representatives from different countries, shared our experiences and produced common solutions. This allowed us to support each other in the international arena and create an opportunity for mutual learning. We have deepened and enriched our knowledge on different components of the blue economy.

The following can be given as examples to region wide collaboration examples. Aquaculture and ship building companies of Trabzon (Mimarine Ship Building and Yomra Aquaculture Companies) have established business contact in Batumi Brokerage Event and Varna Business Forum with Georgian and Bulgarian companies. Companies agreed to visit each other to make further agreements about manufacturing, marketing subjects. By means of the initiatives of BSUN, with Turkish and Georgian Transportation Ministries, the ferry cruises between Batumi and Trabzon has been brought to agenda. Further contacts with Trabzon and Batumi will be made to make a deal with both sides for the start of the ferry cruises. For this reason, Mimarine ship building company is planned to have a visit to ANCONAV (The Romanian Shipbuilders Association) in Constanta.

One of the valuable contributions of this project for us is that it encourages us to place the blue economy at the center of our institution's future vision with the inspiration it provides. With the contribution of the experience and background gained in the 4BIZ project, the Blue Economy Results-Oriented Program (ROP), which our Agency will implement between 2024-2028, was created. Within the scope of ROP, it is planned to establish intra-regional, inter-regional and nationwide collaborations. Collaborations will be developed within the scope of capacity building, project preparation, investment and promotion activities.

In addition, under Interreg Next Black Sea Basin Program of which one of the main priorities is Blue&Smart Region, DOKA as a leader partner has applied a Blue Economy project in 2023 with the partners (Recep Tayyip Erdoğan University, Burgas Municipality, Odesa National Maritime University and The Black Sea Universities Network) from Türkiye, Bulgaria, Ukraine and Romania. The project called "Blue Gates" was approved. DOKA will sustain its cooperation and partnership successfully with BSUN in Blue Gates project such as 4BIZ project. This is an indication that the collaborations and networks established within the scope of the project will be continued. As a result, we see the project as a gain for us in every aspect.

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The lacks of the project can be stated as there has been no study and site visits to review the good and best practices of developed EU countries within the activities of the project. Budget constraints were one of the important reasons of this deficiency.

In Eastern Black Sea Region (TR90) of Türkiye the locomotive blue economy sector is aquaculture and fisheries. In this sector the following companies are identified as leading companies in terms of production and export in TR90 Region.

I)Kuzuoğlu Grup(Kuzuoğlu Group Inc.

Operates especially in aquaculture and processing of Turkish Salmon(rainbow trout which its last stages of aquaculture period takes place in Black Sea) .The company established in 1974 is the first company that farms and processes different species of trout including Turkish Salmon in Black Sea Region. The company is the leading company of Türkiye in the aquaculture production and export of Turkish Salmon. In the entire export of fisheries products the company is the 5th exporter of Türkiye and 1st of Eastern Black Sea Region with the amount of approx. 70 million USD. The company also ranks 1st in terms of production, employment and turnover in TR90 Region. The export market has reached more than 10 countries in different regions of the world, primarily Central Asia and Far East countries. In their modern facilities in Fındıklı district of Rize province; Kuzuoğlu, which supplies the whole, fillet, smoked, marinated, salted and sauced fish to the world market, has become a world brand today with its production processes at high quality standards in the international arena.

2) Politek İnş. Amb. Gıda ve Su Ürünleri San. ve Tic. A.Ş. (Polifish Fisheries Inc.)

The factory plant process, which started in 2007, based on the demand for SALMON, and by continuing to invest in farms and factories, POLIFISH has become a brand known worldwide, with its products being in demand. POLIFISH exports 98% of its production to foreign markets such as Japan, China, Canada, Vietnam, Thailand, USA, France and Germany. The company has a turnover of approx. 88 million USD per year. It ranks 2nd in terms of production, turnover, export and employment in Eastern Black Sea Region Polifish able to produce fresh, frozen, HOG, H&G salmon fillet (Trim A,B,C,D,E) in their processing factory according to the demands of our customers.

The expert institutions and organizations in the Consortium have extensive knowledge on the blue economy. This expertise and experience brought a number of strengths and improved the quality of the outputs produced within the scope of the project. Institutions in the consortium provided detailed and comprehensive content in many areas such as research, analysis, reporting and policy recommendations. Thanks to the wide network of consortium members, it was possible to quickly access the best practices, innovations, investors and companies in the field of blue economy.

Doğu Karadeniz Kalkınma Ajansı (DOKA) team

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