



Boosting the Blue Economy
in the Black Sea Region

NEWSLETTER



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WELCOME MESSAGE

Dear Readers,

It is a great pleasure for us to share with you the 4th Newsletter of the **4BIZ Project**.

The 4BIZ Project Consortium, includes 9 project partners and 17 associated partners from Romania, Bulgaria, France, Greece, Turkey, Georgia and Ukraine, together with their stakeholders, plan to develop a unique set of activities to support SMEs and start-ups specialized on Fisheries and Aquaculture, Coastal and Maritime tourism and Maritime transport that is covering all the signatory states of the CMA.



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.

The Award Ceremony was organized during the Black Sea Stakeholder Conference, on November 23rd, 2023, in Bucharest.

This Award Category emphasized the contributions of the candidate projects to preparing the access to financial resources, promoting sustainable investment in the Blue Economy, and supporting maritime entrepreneurship and clusters.

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At the Conference the 4BIZ Project Consortium was represented by Prof. Eden MAMUT, the Coordinator of the 4BIZ Project and Secretary General of the Black Sea Universities Network.

We are pleased to inform you that several major events took place within the framework of the 4BIZ project in this autumn, namely:

- September 8, 2023, the **Workshop** on "Current Trends in the Ship Building and Maritime Transport in the Black Sea Region".
- October 25, 2023 12th **Festival** of Innovation Projects "Sikorsky Challenge 2023" (online/offline Kyiv, Ukraine).
- November 2-3, 2023 the Regional **Brokerage event** - „Boosting Black Sea Blue Biz – 4BIZ" (online/offline Batumi, Georgia)

And we invite you to share these moments with us again on pages of the Newsletter 4.

We hope that you will envisage this Newsletter as a springboard for your ideas about how we can creatively join our efforts for boosting innovation, digitalization and investment in the Black Sea Blue Economy!

Warmly,
4BIZ team

4BIZ EVENTS AND OTHER MEETINGS

NAVIGATING THE BLUE HORIZON: 4BIZ SHOWCASE AT THE 12TH FESTIVAL OF INNOVATION PROJECTS «SIKORSKY CHALLENGE 2023»

The 4BIZ project was showcased successfully at the 12th Festival of Innovative Projects "Sikorsky Challenge 2023", held in Kyiv from October 24 to 27. The Festival provided a 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 available at this international event.

The "Blue Economy" pitch session, which took place on October 25, was preceded by a general presentation of the 4BIZ project, delivered by its coordinator, Prof. Eden Mamut of BSUN. Notably, the 2023 edition of the Festival attracted a record number of guests, with 710 on-site and 150 online participants from Ukraine, Bulgaria, Romania, Greece, Georgia, Turkey, Poland, Germany, Spain, Sweden, Portugal, the Czech Republic, the USA, the UK, Israel, Japan, and several other countries, ensuring a wide and diverse audience for the 4BIZ project.



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Overall, the "Blue Economy" section featured ten innovative projects pitched by partners of the 4BIZ project: seven projects from Ukraine, two from Bulgaria (presented by Galera 07 Ltd and Solumar Ltd.), and one from Romania (presented by Severnav SA Drobeta Turnu Severin). From the Ukrainian competitors, the jury selected the project "Protection of the critical infrastructure of the coastal seabed area" as the winner of the Blue Economy section. This project, presented by Prof. Nataliia Zuievskia from the Department of Geoengineering at Igor Sikorsky Kyiv Polytechnic Institute, focuses on developing a system for identifying the characteristics of the seabed and underwater objects. Its primary goal is to enable the early detection and prediction of geonomalies that could jeopardize the integrity of vital underwater infrastructure. Additionally, Ukrainian Blue Economy projects also competed in the "Infrastructure and Industrial High-Tech" section, and the "PROPER BOATS – a Heavy-Duty HDPE Flotilla" project by Oleksandr Kushnyriov from Mykolaiv won the jury's vote in the "Best Solution to a Problem" nomination.

[Video from the event](#) * [Learn more](#)

4BIZ-focused event within the "Sikorsky Challenge 2023" Festival was the Blue Economy Discussion Panel. This Panel provided a platform for members of the 4BIZ consortium and their SME partners to present the key achievements of the 4BIZ project, showcase collaborative projects, discuss their experiences working in the Blue Economy sector in their respective countries, and share success stories from blue businesses.

The Panel was moderated by the Igor Sikorsky Kyiv Polytechnic Institute team and included the following keynote speeches:

- *"Boosting Blue Businesses in the Black Sea Region – Outcomes of the 4BIZ Regional Report"* (Bucharest University of Economic Studies),
- *"Black Sea Accelerator for Sustainable Blue economy"* (Marine Cluster Bulgaria),
- *"Comparative Analysis of the situation of Business Frameworks on Blue Economy between Black Sea and other EU Sea Basins"* (International Center for Black Sea Studies),
- *"Presentation of the AI SENSOR MAPPING project by Marine Design Engineering Mykolaiv LLC"* (Ukraine Maritime Cluster),
- *"Implementing Blue Economy projects in Türkiye"* (Doğu Karadeniz Kalkınma Ajansı, Politek Construction; Food & Fisheries Industry and Trade Incorporated Company; and Kuzuoğlu Fisheries Industry and Trade Incorporated Company),
- *"Supporting SMEs from Romania (South East Region) in the process of EFQM certification of their business in the tourism sector in the context of the project EXCELTOUR BSB 874"* (Galati Chamber of Commerce, Industry and Agriculture).

All presentations from the Discussion Panel are available for viewing by the [link](#).

The **International Centre for Black Sea Studies (ICBSS)** participated in the **12th Festival of Innovation «SIKORSKY CHALLENGE 2023»**. The Festival provided a unique opportunity for Blue Economy SMEs and startups across the Black Sea region to come together, exchange experience and collaborate.

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ICBSS – as a core partner of the 4BIZ project, in charge of promoting inter-basin cooperation and knowledge exchange – presented its comparative analysis on Blue Economy between the Black Sea & other EU sea basins, in a special session dedicated to the **4BIZ project showcase** at the Festival.

DOKA Economic and Social Development Unit experts Murat Karaca and Arzu Aslaner participated in the panel. Providing information to the participants about DOKA's fields of activity, planning, programming, projects, promotion, cooperation, capacity building, entrepreneurship and investment ecosystem development studies carried out in the field of Blue Economy, DOKA Expert Karaca said that DOKA will implement the Blue Economy between 2024-2026. He also made a presentation about his Focused Program and activities within the scope of the EMFAF 4BIZ project.

Officials of the companies that participated in the online panel and carry out their activities in the fishing and aquaculture sector in the Eastern Black Sea Region made presentations in which they shared the brief history of their companies, their fields of activity, annual production and export capacities, employment data, and their knowledge and experiences for new entrepreneurs.

Descriptions of Blue Business enterprises that participated in the Festival as 4BIZ project partners can be downloaded from the following **link**.



This are some of them: [Galera 07 Ltd](#) (Bulgaria, Ezerovo), [Solumar Ltd.](#) (Bulgaria, Sofia), [SEVERNAV S.A](#) (Romania, Drobeta Turnu Severin), Association Global Project (Romania, Galati), Politek Construction, Food & Fisheries Industry and Trade Incorporated Company (Türkiye, Trabzon), [Kuzuoğlu Fisheries Industry and Trade Incorporated Company](#) (Türkiye, Rize), [Marine Design Engineering Mykolayiv](#) (MDEM) (Ukraine, Mykolaiv), [AMICO Digital LLC](#) (Ukraine, Mykolaiv).

Also, [UMC's](#) members, namely: Marine Design Engineering Mykolayiv LLC, C-Job Nikolayev LLC, Amico Digital LLC, Company Gulfstream LLC – presented innovative projects in the Blue Economy sector.

The “PROPER BOATS – a Heavy-Duty HDPE Flotilla” project by Oleksandr Kushnyriov (Company Gulfstream LLC) won the jury’s vote in the “Best Solution to a Problem” nomination. The project is about the construction of robust and dependable motor vessels for both civilian and military applications, designed for challenging operational conditions. These vessels are built on platforms composed of high-density polyethylene (HDPE) material, ranging from 4 to 24 meters in length, ensuring safety and durability.

Amidst the challenges faced by Ukraine, including the ongoing war waged by Russia, the 12th Festival of Innovative Projects “Sikorsky Challenge 2023” in Kyiv successfully transpired without any interruptions due to air raid alerts. The global audience that gathered at the Festival, including partners of the 4BIZ project, underlines the importance of collaboration, innovation, and cross-disciplinary knowledge exchange, even in challenging times. Despite adversity, events like “Sikorsky Challenge” and projects like 4BIZ continue to foster fresh ideas and strengthen international bonds, providing hope for a brighter future.



REGIONAL BROKERAGE EVENT: BOOSTING BLACK SEA BLUE BIZ – 4BIZ” – 2-3.11

On November 2, the event “Regional Brokerage Event: Boosting Black Sea Blue Biz – 4BIZ” was organized by Batumi State Maritime Academy at LE MERIDIEN Hotel.

The event was attended by Nino Bagdavadze, Head of the International Relations Division of the Maritime Transport Agency of the Ministry of Economy, and A. Ajari. R. Tamar Kaikatsishvili, the first deputy chairman of the Department of Tourism and Resorts, opened it.



The participants were addressed with a welcome speech by the head of the Department of Foreign Relations of the Naval Academy, Teona Dzneladze, and the coordinator of the 4BIZ project, Eden Mamut.

– “The mentioned project is of great importance for the Maritime Academy as a maritime school. The concept of blue economy contributes to the sustainable development of the maritime transport, tourism and aquaculture sectors. It allows the employees and students of the Academy to learn about the latest trends, establish connections with partners in the direction of employment and scientific research activities”, – said Teona Dzneladze. - 6 -

The event brought together blue economy specialists, donors and startups in one space. Companies from Romania, Ukraine, Turkey and Bulgaria participated in the meeting online. The speakers spoke about the importance of a sustainable blue economy in the region. In the discussion format, they discussed the opportunities, challenges and prospects of future cooperation in the direction of the blue economy.

Opening Panel

Capt. Murtaz DEVADZE, Rector, Batumi State Maritime Academy

Prof. Eden MAMUT, 4BIZ Project Coordinator

Mrs. Kristina RZGOEVA, Deputy Director of Maritime Transport Agency of Georgia

Mrs. Tinatin ZOIDZE, Head of Department of Tourism of Autonomous Republic of Ajara

Plenary Session on Blue Economy in the Black Sea Region

Moderator: Teona DZNELADZE (Batumi State Maritime Academy)



Keynotes:

N. Bagdavadze – Maritime Transport Agency of Georgia

M. Berdzenishvili – Tourism Institute, Executive Director, BSAM CMA GE National Hub

I. Baramidze – Associated Professor BSMA, Project BRIDGE

[Concept and Program 4BIZ Regional Brokerage Event](#)



After the opening and the plenary sessions, reports of the honored guests of the event, and presentations of the invited companies, there were organized B2B sessions in order to find the connection points for cooperation development. [MDEM](#), represented by Stanislav Seleznov, Head of Engineering Services Department, had the possibility to attend a personal meeting with representatives of Solumar. It is a Bulgarian company specializing in the production of gas and air filtering solutions. They have developed and successfully tested filters for industrial use (best fit in the plastics, chemical, food and beverage, wood and metal industries), reducing the CO2 emissions by 98%. Stanislav Seleznov outlined Damen and MDEM new research and investigation projects within environmental protection—not only CO2 emissions but also URN and other types of environmental pollution. Both companies' representatives exchanged contacts and agreed on an action plan for future cooperation. - 7 -

Batumi State Maritime Academy is involved in the project: "4 BIZ – Boosting the Blue Economy in the Black Sea Region by Initiating a Business Cooperation Framework in the Field of Fisheries and Aquaculture, Coastal and Maritime Tourism, and Maritime Transport" a Business Collaboration Framework in the field of Fisheries and Aquaculture, Coastal and Maritime Tourism and Maritime Transport (EMFAF-2021-PIA-FLAGSHIP)", which aims to introduce blue economy concepts and best European practices in the Black Sea region.

[Video](#) from the event

[Learn more](#)

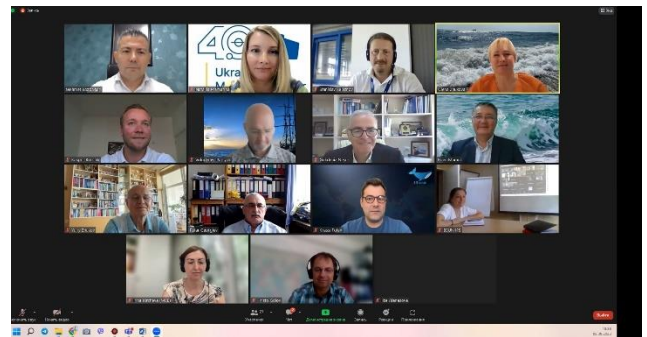
Workshop on “Current Trends in the Ship Building and Maritime Transport in the Black Sea Region

The [4BIZproject](#) (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) has already held 3 workshops with more than 100 participants from the scientific and business communities.

The workshops addressed topical issues of implementation and dissemination of blue economy principles in the Black Sea region. The focus was on fisheries and aquaculture, marine and coastal tourism, and maritime transport.

On September 8, 2023, the Romanian National Secretariat of the Black Sea Universities Network organized the Workshop on “Current Trends in the Ship Building and Maritime Transport in the Black Sea Region”.

The workshop, which was organized in online format, was attended by businessmen and specialists from Bulgaria, Georgia, Greece, Romania, Turkey and Ukraine.



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In the opening remarks, the organizers noted that significant changes are currently taking place in the Black Sea region and everyone should unite for further cooperation and development within the Common Maritime Agenda, and also in other blue economy initiatives.

The participants received a welcoming speech from Cpt. Murtaz DEVADZE, Rector, Batumi State Maritime Academy, Georgia; Kemal AKPINAR, DOKA Secretary General, Turkey; Prof. Eden MAMUT, BSUN, 4BIZ Project Coordinator, Romania; Ilze ATANASOVA, Maritime Cluster Bulgaria.

The event was attended by Prof. Gökdeniz NEŞER, “Dokuz Eylül” University, Izmir, Turkey, Assoc. Prof. Petar GEORGIEV, Technical University of Varna, Bulgaria, Assoc. Prof. Eng. Galina ILIEVA, Research Institute, Technical University of Varna, Kasper BOSSINK, Director DAMEN Romanian Yards, Bulgaria, Irina KIRCHEVA, Maritime Cluster Bulgaria

Olena Zhukova, Executive Director of the Ukrainian Maritime Cluster, was invited to moderate the discussion at this workshop.

Invited partner companies: SEVERNAV, Romania, MIMARINE, Turkey, GOMINA, Turkey, Galera Ltd. Bulgaria, Solumar Ltd., Bulgaria, 13 Mari Ltd. Bulgaria, Scortel Ltd. Bulgaria, Marine Design Engineering Mykolaiv Llc, Ukraine, C-Job Nikolayev, Ukraine

Learn more: [part 1](#), [part 2](#), [video](#)

Dissemination activities Bucharest University of Economic Studies - ASE

The 9th International Conference on
Tourism, 12-13 October 2023, Bucharest, ASE

Poster presentation:

Impact of the war between Russia and Ukraine
on tourism in the Black Sea Region

Authors *Gabriela Tigu, Vlad Diaconescu, Claudia
Tuclea*

Article: Pathways for Boosting Blue Businesses
in the Black Sea Region

Authors: *Gabriela Tigu, Elena Preda, Vasile
Strat, Andreea Daniela Giuca, Vlad Diaconescu*

In Top Business News journal available by the [link](#).



Workshops:

1. The Blue Economy Concept

Coord: prof. Robert Bumbac, ASE

12 of December, 15:00-18:00, Bucharest

Participants: students from Business and
Tourism Faculty, Bachelor degree, 3th year, ASE

2. Business Strategy – case study: Black Sea Region

Coord: prof. Daniel Zgura, ASE

13 of December, 16:30 – 18:00, Bucharest

Participants: students from Business and Tourism Faculty, Master degree, 1st year, ASE



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13th International Black Sea Symposium "The Black Sea in crises: challenges and opportunities in an unstable environment"

The 13th International Black Sea Symposium on "The Black Sea in crises: challenges and opportunities in an unstable environment" was held successfully in Athens (Greece), on 2 November 2023, organised by the International Centre for Black Sea Studies (ICBSS).

The 13th IBSS brought together seventy regional and international stakeholders to exchange on regional challenges and discuss rising opportunities in a continuously unstable environment, in relation to economic, geopolitical and environmental perspectives.



THANK YOU FOR JOINING US!

INTERNATIONAL CENTRE FOR BLACK SEA STUDIES



[Learn more](#)

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"Research and Innovations for a Sustainable Maritime Transport" Forum gathered business, research organizations, academia and public sector in Varna

On December 19, 2023, "Research and Innovations for a Sustainable Maritime Transport" Forum was held in Varna, organized by Marine Cluster Bulgaria.

The main objective of the event was to test and validate support services dedicated to Ecosystem Networking in the field of Maritime transport in Varna region.

Mrs. Ilze Atanasova, Chair of the Management Board of Marine Cluster Bulgaria, opened the forum and gave the floor to the official guests of the event. Mr. Blagomir Kotsev, Mayor of the Municipality of Varna, and Mr. Alexander Kalchev, Chairman of the Management Board of the Bulgarian Chamber of Shipping welcomed



the participants and highlighted the event's contribution towards positioning Varna in the field of the blue economy with the support of the marine ecosystem network.

Representatives of science, business and education introduced the attendees to the innovations and trends related to ecological and energy efficient shipping, the challenges facing the future development of marine technologies, port activities and living marine resources and aquaculture.

The four companies, supported under 4BIZ project: Galera 07 Ltd, 13 Mari Ltd., Scortel Ltd. and Solumar Ltd., pitched to the audience their innovative technologies for sustainable shipbuilding, reducing fuel consumption and emissions in the maritime transport sector and participated in an open discussion on potential opportunities for collaboration with representatives of the research, academia and public sector.

Marine Cluster Bulgaria presented the 4BIZ project objectives and achieved results, followed by an overview of upcoming opportunities for financing projects from the blue economy sectors with a focus on maritime transport through various EU funded programmes and in synergy with other EU initiatives for support of innovations and internationalization like the Enterprise Europe Network.

Bulgarian company participated in a pitching session with investors during the Black Sea Common Maritime Agenda Stakeholders Conference 2023 in Bucharest.

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The Bulgarian company 13 Mari Ltd successfully participated in a pitching session with investors, organized by Blue Invest, during the Black Sea Common Maritime Agenda Stakeholders Conference 2023, that was held on 22nd and 23rd November 2023 in Bucharest.



13 Mari Ltd is a company developing technological innovations in the field of maritime transport. The company offers various solutions to reduce fuel consumption, which in turn contribute to the fulfilment of the requirements, related to the decarbonization of maritime transport and the implementation of the Green Deal.

Learn more information about the company at their [website](#).

Set your reminders and save the date!!

Regional Business event "Boosting Black Sea Blue Biz – 4BIZ", Constanta, Romania

Date: 29 February 2024

Place: Constanta, Romania

Format: online|offline

Targeted audience At the event, there will be invited entrepreneurs, representatives of innovative companies, start-ups and stakeholders as Business Associations, Chambers of Commerce, Universities, Professional Business Consultants, Local Authorities, Innovation Clusters and other similar.



Opening Panel:

- Florin VIZAN, CEO, Constanta Port Administration
- Ruxandra SERESCU, General Manager, Constanta Chamber of Commerce
- Mihaela MIREA, Coordinator – Black Sea Assistance Mechanism, CMA for the Black Sea
- Sonia KARASAVVIDOU, Project Officer, European Commission
- Prof. Eden MAMUT, 4BIZ Project Coordinator

Keynote speakers:

- Feedback on implementation and short presentation of CINEA funding opportunities – Sonia KARASAVVIDOU,
- Plenary Session on Blue Economy in the Black Sea Region – Marian AVRAM, President, National Agency for Fishing and Aquaculture (TBC)

Funding Opportunities for Businesses on Blue Economy - Ilze ATANASOVA, [Морски клъстер България - Marine Cluster Bulgaria](#)(MCB)

Brokerage Session on Joint Projects and B2B Session

[Learn more](#)

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Regional Business Forum “Boosting Black Sea Blue Biz – 4BIZ” Varna, Bulgaria

Date: 9 – 10 May 2024

Place: Varna, Bulgaria

Format: online|offline



Targeted audience At the event, there will be invited entrepreneurs, representatives of innovative companies, start-ups and stakeholders as Business Associations, Chambers of Commerce, Universities, Professional Business Consultants, Local Authorities, Innovation Clusters and other similar.

Official Opening include welcome speeches from representatives of Varna Region: Varna District / Varna Municipality, blue economy stakeholders Ilze Atanasova, Marine Cluster Bulgaria, Prof. Eden MAMUT, 4BIZ Project Coordinator, DBAN project

Keynotes on the plenary Session:

Representatives of the associated partners:

- BSEC - topic tbc Best Practices from other Sea Basins, etc.
- CPMR – topic tbc –
- Other possible topics, include synergies with BSAM CMA and SRIA

Also will be presented Business and Investment opportunities in the Black Sea Region, Pitching session of innovative ideas and Presentation Potential investors (incl. Blue Invest, Fund of Funds, VCs); Matchmaking event – meetings between companies and investors.

[Learn more](#)



4BIZ PROJECT PARTNERS

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