

# MINUTES

## Stakeholder meetings implementing database

Final version of 28/12/2022

D.4.4.2

Project Full Title	Framework initiative fostering the sustainable development of Adriatic small ports
Project Acronym	FRAMESPORT
Project ID	10253074
Project Website	<a href="https://www.italy-croatia.eu/web/framesport">https://www.italy-croatia.eu/web/framesport</a>
Priority Axis	4 – Maritime Transport
Specific Objective	4.1
Work Package	4
Work Package title	CONVEYING KNOWLEDGE OF MACRO-THEMES INTO ACTIONS
Deliverable Nr.	4.4.2
Status	<del>Draft/Revised</del> /Final
Partner in charge	CORILA
Dissemination Level	Public/ <del>Partnership</del>

#### ACKNOWLEDGEMENT

The work described in this document was supported by the INTERREG V-A IT-HR CBC Programme - “Strategic” Subsidy Contract - Project: “Framework initiative fostering the sustainable development of Adriatic small ports, FRAMESPORT” (Project ID: 10253074).

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## General introduction and remarks on the FRAMESPORT project

- FRAMESPORT project aims to perform a coordinated initiative supporting an integrated and sustainable development of small ports from a strategic perspective, thus allowing them to be pro-active socio-economic drivers of the development in the Adriatic coasts.
- Such a strategic objective calls for a multifaceted approach, including both the adoption of concrete pilot actions as well as the identification of priority themes to be promoted within the overall strategy.
- Priorities will be individuated by means of a bottom-up approach, involving local and national stakeholders since the project inception phase. Partners, which have been chosen in order to guarantee a wide territorial approach, will address planning and management topics, business models implementation, enhancement of training and competence, as well as develop ICT tools and services, thus supporting an effective development of small ports in the whole IT-HR area.
- Furthermore, a tailor-made ICT platform will collect and systematize relevant key data on small ports to be shared as starting point for any further development. FRAMESPORT will build on existing knowledge and capitalize the results of pilot initiatives by integrating them into a new strategic framework boosting small-scale maritime nodes' performances along the Adriatic coasts.

### 1. MINUTES of the meeting (MoM)

#### The brief from the stakeholders' meeting April 06<sup>th</sup> 2022 Veneto Region Cavallino Treporti (VE)

The meeting held on April 6<sup>th</sup> was aimed at involving selected stakeholders within the FRAMESPORT activities, in order to align the project to the real challenges and opportunities daily faced by Adriatic small ports' operators and gather a direct input on the small ports' phenomenon through relevant information and data.

More specifically, in this occasion **CORILA (LP)** met the general manager of Marina Fiorita, a small port located in the area of Cavallino Treporti (VE), in the Veneto region.



In addition, the meeting was also attended by the **Port Authority of Umag Novigrad (PP7)** as well as a small group of **managers of ports facilities situated in the Istra County**, as to strengthen synergies between the two areas and enhance a real dialogue between small ports of the Adriatic, in order to transnationally share best practices and opportunities.

The aim of the meeting was essentially related to the description provided in the Application Form and reported below.

#### **D.4.4.2. Stakeholder meetings implementing database**

At least 2 technical meetings are going to be organized per each region/county in order to meet relevant stakeholders and observers with the main aim of confronting information sources and data to be collected regarding the small port phenomenon and available best practices.

### **1.2. Organization of the stakeholders' meeting**

- A meeting was held on the premises of **Marina Fiorita**, a small port located in Cavallino Treporti, near Venice, where CORILA had the opportunity to meet **Stefano Costantini** (general manager) and **Alvise Costantini** (employee) of **Cantiere Celli Srl**, who is the company in charge of managing Marina Certosa.

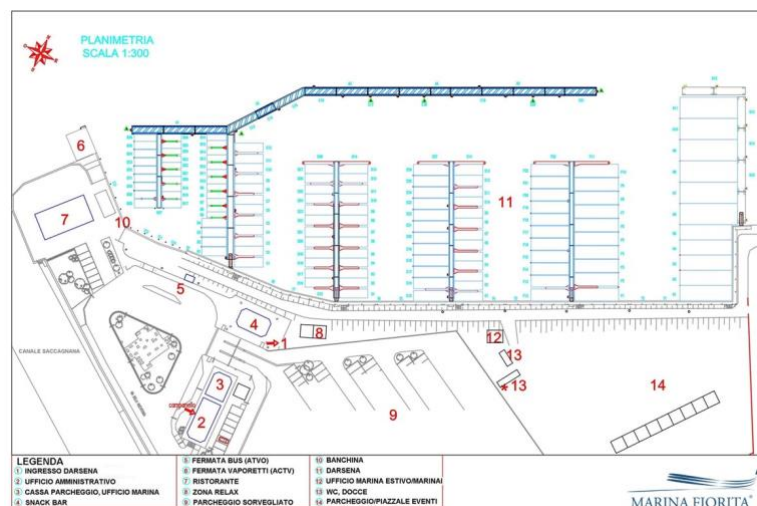
- The meeting consisted, first of all, of a **guided visit** of the small port, in order to understand and see first-hand its main facilities as well as services offered to users. The visit was followed by a brief **operational meeting and discussion** during which CORILA explained the main aims of the FRAMESPORT project and gathered the input of the stakeholder on a range of different topics summarized below.
- **Discussion** points revolved around the following **themes**:
  - Brief presentation of the **FRAMESPORT project**,

CORILA took the floor to provide the stakeholders with an overview of the FRAMESPORT project, including its aims, main activities and expected outputs. A particular attention was paid to the purpose of the project activities and the results that are expected, including the FRAMESPORT ICT portal, which is fed by a transnational database containing a wide range of information on Adriatic small ports' facilities and services. In addition, CORILA carefully explained the aim of the final strategy, whose ambition is to serve as a compass for the sustainable and integrated development of small ports of the Adriatic basin, providing clear cut indications on best practices and fields of development to be exploited by small ports' managers.

- Overview of **facilities of the Marina Fiorita**;

The guided visit offered the opportunity to have an overview of the facilities available to the Marina. Marina Fiorita was built according to the most modern engineering technologies, on floating berths that make mooring easier for all types of boats. More specifically, it is able to accommodate 160 boats, with a length going from 6 to 50 meters, with a seabed whose depth varies between 4 and 6.5 meters.

A more accurate depiction of the area of the Marina is reported below.





- Brief explanation of **services offered** to the small ports' users;

As explained by Mr. Costantini, Marina Fiorita provides the boater with many complementary services that, with the beauty of the landscape and a refined and relaxing atmosphere, offer to customers a unique experience.

An extended list of available services is hereby provided:

- Reception;
- Accessibility thanks to dedicated paths free from architectural barriers;
- Wi-Fi;
- Bar and restaurant;
- Yatch club;
- Toilets;
- Showers;
- Pier lighting;
- 24/24h surveillance and mooring assistance;
- Fire prevention service;
- Separate waste collection;
- Electricity supply;
- Water supply;
- Weather forecasts;
- Secure parking for cars.

Furthermore, additional services provided by third parties are available on request. These include:

- Fuel station;
- Engine workshop;
- Outdoor and indoor storage for boats;
- Sports center;
- Newspapers;
- Maritime authority;
- Repair of wooden and GPR hulls;
- Tower crane;
- Slide;
- Electromechanical repairs;
- Hauling and launching;
- Tobacco shop;
- Divers;
- Nautical equipment shop;

- Health centre;
  - Boat-car-motorcycle rental;
  - Nautical school;
  - Taxi service;
  - Organized excursions;
  - Conference room;
  - Catering service.
- Discussion of **main challenges and obstacles** hampering the further development of small ports.

Among the challenges and obstacles faced by small ports there is definitely the seasonal nature of the sector, which is mainly active during the late spring and summer months. At the same time, also the categories of users visiting small ports' facilities are often limited, also due to the capital-intensive nature of the boating activity.

Another bottleneck to be underlined is the scarcity of professional training related to this industry, which in turns makes it difficult for port operators to hire experienced personnel, also in relation to the use of foreign languages, which are absolutely necessary to welcome and assist foreign customers.

Last but not least, the management of waste can also be a problematic issue, including old and dismissed boats' components.

- Discussion of **opportunities for development**, also with a view to regional, national and European policies concerning the maritime field as well as sustainability;

The opportunities for development of small ports concern many different fields. Some examples that were mentioned are the expansion of small ports' offer, especially of services related to hospitality such as short-term rentals, in order to extend the presence of users well beyond the traditional high-peak summer season; this could be done also through the organization of events, conferences and other initiatives. This would imply also the use of new and more complex business models taking into account the new activities implemented in each small port.

At the same time, the expansion of activities beyond the simple provision of berths to locate boats would also allow the small port to become more attractive and better integrated within the local population who do not own a boat, but that would maybe be interested in making use of other services available within the small port.

This would mark the shift from a small port perceived as distant and aimed at a specific category – that of boat owners – to a more open place of aggregation that can benefit a wider audience. In this purpose, a better promotion of available services and facilities should also be performed.



Last but not least, the European and national indications in terms of energy management and sustainability also imply an element of opportunity for small ports to champion the green transition and become active players, for instance through the installation of photovoltaic panels to cater for the energy demand deriving from the port and its users.

- Discussion of the best **modalities to gather data on small ports** in order to implement a harmonized database involving facilities of the whole Adriatic basin;

The provision of information about small ports' services and facilities lacks a coherent organization into a single and legitimate source. As a matter of fact, some different portals are already available to users, but the source of data that they present is not confirmed or official. Therefore, all small ports' operators should be encouraged to take actively part in this process by providing accurate information. The FRAMESPORT portal will definitely be a first step in the right direction.

- Exchange of **best practices** implemented by Marina Fiorita that could be shared transnationally, in order to enhance and harmonize the development of all small ports of the Adriatic basin;

As for best practices, it is to be mentioned the provision of a system of online booking dedicated to users, in order to facilitate this procedure for both Italian and foreign customers. This is definitely a tool that is more and more important, but that not all small ports already offer, and therefore could be definitely transfer as a good example of small ports' management.

In addition, another positive initiative is the strive of the Marina to involve users through the local Yacht Club, which represents an important point of aggregation that is able to foster a sense of community among people who frequently visit the Marina.

- Discussion of **differences and similarities** between the small ports of **Italy and Croatia**.

The presence of small ports managers from the Istra County allowed to debate on the differences and similarities that exist between the small ports of Croatia and Italy. In the first place, what was mostly underlined by all stakeholders was the lack of a shared and harmonized standard of available facilities and services offered in each small port. This, in turn, has a negative impact on the whole sector, as potential customers are not provided with a coherent framework of services available along both coasts of the Adriatic basin.

In this purpose, the FRAMESPORT project represents a precious input, as it has definitely highlighted this issue among the primary actors of this sector, thus fuelling a necessary debate and a cooperation between the two countries facing the Adriatic basin.

Also from the legislative point of view, a clear definition of small ports as a legal entity is still missing, even at the European level. Therefore, there is certainly a lot to work on to bring the sector up to speed and fully integrated.

## 2. Meeting agenda

- **Welcome and greetings**

Participants of the meeting arrived at the premises of the Marina Fiorita, where they were welcomed and greeted by Stefano Costantini and Alvis Costantini, general manager and employee of the Marina.

- **General overview of the small port facilities and services offered**

A guided visit of the small port was offered to participants, in order to see first-hand which are the main facilities and services that are available for the users visiting Marina Fiorita. This will be useful to gain a better insight on the challenges faced and opportunities for development discussed later.

- **Introduction and brief tour de table**

Following the visit, a brief tour de table was held to give the opportunity to participants to shortly introduce themselves, in order to kickstart the operational meeting and discussion.

- **Operational meeting and discussion**

The meeting was opened by CORILA and was aimed at discussing important topics in order to gather the input of the stakeholders on a range of issues, including the best way to collect data and to involve small ports as well as the best practice implemented by the port to face challenges hampering its development and better exploit opportunities for a sustainable growth.

In addition, stakeholders from Istra County and Veneto region had the chance to debate on issues thanks to an exchange of experiences and opinions.

### 2.1. Attendees at the meeting

The meeting was attended by a total number of 10 participants (total number of people) from 7 entities (total number of bodies/institutions/companies), of which:

- n. 1 Enterprise,
- n. 5 Infrastructure operators/providers,
- n. 1 Universities and research Institutions.

Hereby attached are a few **pictures** of the guided visit and brief tour de table.





