

WP 3_Act. 3.5 Stakeholders analysis

Deliverables 3.5.1/3.5.3

D3.5.1) Individuation of the list of stakeholders in the Blue economy sectors (diving, fishing, aquaculture);

D3.5.3) Stakeholder analysis and their potential impact in the exploitation of reefs;

D3.5.4) Report of gained results.

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1. Introduction

The Adriatic Sea houses a large number of diverse and unique marine **ecosystems**. These ecosystems are a key developing factor for **Blue Economy** purposes. Enhancing their attractiveness is compulsory in order to foster **Blue Growth** across the Adriatic Sea. To this aim, ADRIREEF focuses on the development of project outputs able to open concrete opportunities for environment protection and to foster the creation of new economic activities, making the Adriatic area more attractive for SMEs investments and development. Moreover, ADRIREEF is expected to contribute to **knowledge transfer** by drafting relevant documents concerning both decision-makers and blue economy stakeholders.

In order to achieve these goals, a specific activity has been foreseen in the Adrireef Application Form, such as **A.3.5 “Stakeholders’ analysis”**, a systematic way to analyze stakeholders by their power and interest within Adrireef project and generally the Blue Economy sector. This activity is based on a specific strategy – developed by PPs – aimed at profiling and facilitating the involvement of the relevant stakeholders through 3 main steps: a) Individuation of the list of stakeholders in the Blue economy sectors (e.g. diving, fishing, aquaculture); b) Stakeholder analysis and their potential impact in the exploitation of reefs; c) Reporting of gained results.

This document is the report of the stakeholder analysis and the engagement strategy developed during the first year of the Adrireef project. It sets out the methodology and gives an account of the stakeholder analysis results and established engagement strategies. Also, it sites specific recommendations for further stakeholder engagement on activities concerning the selected case study sites. An effort has been made to summarize the collected information in a comparable format so to provide a comparative overview that can form the basis for further analysis, monitoring and evaluation, and that can feed the process of guidelines development. Hence, this document will provide basis for implementing further project activities, especially A.2.6 “Stakeholders’ survey”.

2. Stakeholders' analysis

2.1. Activity overview

The stakeholder analysis has been an important issue for both project implementation and dissemination of the results. The mapping was aimed at achieving a double result:

- ⇒ In the implementation phase of the project, it provided an overview of the stakeholders involved in the Blue Economy sector, focused on the countries directly involved in the Adrireef project;
- ⇒ In the communication phase, it allowed the selection and contact of specific actors (public and private) who can play a strategic role both in planning and in informing and awareness-raising activities of other parties involved.

The stakeholder analysis methodology provided partners with a standard strategy, steps and tools to identify, analyse and select stakeholders having the potential to produce a concrete socio-economic impact through the implementation and spreading of the guidelines and code of conduct, which will be part of ADRIREEF's outputs and deliverables.

The methodology approach was focused on the identification of the most relevant bodies – defined as **Key Stakeholders** – starting from those categories of stakeholders considered as strategic for the project purposes (according to the project Application Form) (*Figure n.1*):



Figure n.1 - Categories of strategical stakeholders

PPs directly responsible for the research activities were the following:

- Municipality of Ravenna;
- Association for nature, environment and sustainable development SUNCE;
- Public Institution RERA SD for coordination and development of Split-Dalmatia County;
- Zadar County development agency Zadra Nova.

Under the coordination of the responsible PPs a specific workplan was developed: as illustrated in the below infographic (*Figure n.2*), to ensure the success of act. 3.5 (and consequently the success of the abovementioned act. 2.6), the mapping is divided in three different and subsequent phases and sub-

phases. All partners were requested to go through the following steps and provide for each step the required output:

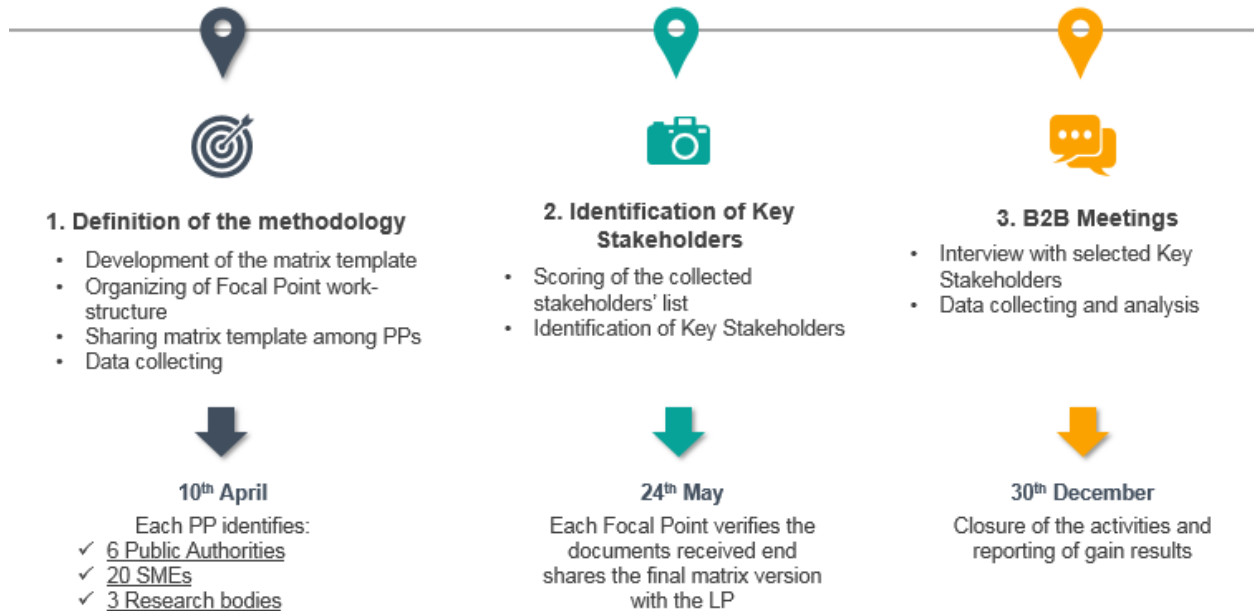


Figure n.2 - Workplan

2.2. Phase 1: Definition of the methodology

The starting point for carrying out the mapping activity was the development of a matrix aimed at cataloging the stakeholders. This matrix was made of 4 worksheets:

1. Public Authorities (*Figure n.3*)
2. SMEs (*Figure n.4*)
3. Research bodies (*Figure n.5*)
4. General sheet

N.B Associations and no-profit bodies in general are compiled in the SMEs category – apart from research bodies

Each worksheet is composed of two main sections:

- Stakeholder details – includes general information, such as company name, a short description of the performed activity, location and stakeholder contacts; each sheet also presents some specific features, that distinguish the target group categories;

- Project impact – includes the classification of the specific elements strictly functional for the project (i.e. influence, contribute and engagement strategy).

The matrix enabled PPs to **classify stakeholders** by:

- category;
- localisation;
- activity;
- possible impact on the project.

For an example of the three specific matrices provided to the PPs, please see the following snapshot):

ID	Partner Proposal	STAKEHOLDER DETAILS											PROJECT IMPACT					
		Nationality	Category	Field	Stakeholder Name	Short activity description	Localisation			Contact details			Contact person			Influence	Contribute	Engagement
							Region	City	Address	Web site	E-mail	Phone	Name	E-mail	Phone			
		Italy Croatia	Local body Regional body National body	Environment Tourism												Low Medium High	Activity/deliverable to contribute	Strategy for engaging

Figure n.3 – Template of Public Authorities matrix

ID	Partner Proposal	STAKEHOLDER DETAILS											PROJECT IMPACT					
		Nationality	Field	Stakeholder Name	Short activity description	Localisation			Contact details			Contact person			Influence	Contribute	Engagement	
						Region	City	Address	Web site	E-mail	Phone	Name	E-mail	Phone				
		Italy Croatia	Aquaculture Biotechnology Coastal & Maritime Tourism Fisheries Offshore Oil & Gas Renewable Energy													Low Medium High	Activity/deliverable to contribute	Strategy for engaging

Figure n.4 – Template of SMEs matrix

ID	Partner Proposal	STAKEHOLDER DETAILS											PROJECT IMPACT					
		Nationality	Category	Field	Stakeholder Name	Short activity description	Localisation			Contact details			Contact person			Influence	Contribute	Engagement
							Region	City	Address	Web site	E-mail	Phone	Name	E-mail	Phone			
		Italy Croatia	University Public research center/institute Private research center/institute Technology transfer institute	Aquaculture Biotechnology Coastal & Maritime Tourism Fisheries Offshore Oil & Gas Renewable Energy												Low Medium High	Activity/deliverable to contribute	Strategy for engaging

Figure n.5 – Template of Research bodies matrix

In reasons of their connection with different areas, each Project Partner was involved in the stakeholders' mapping. A blank matrix was delivered to all PPs for them to complete it with known stakeholders' details. In order to make the scouting simpler, the project foresees the creation of **4 Focal Points** (Figure n.6), managed by the 4 partners engaged in this task:

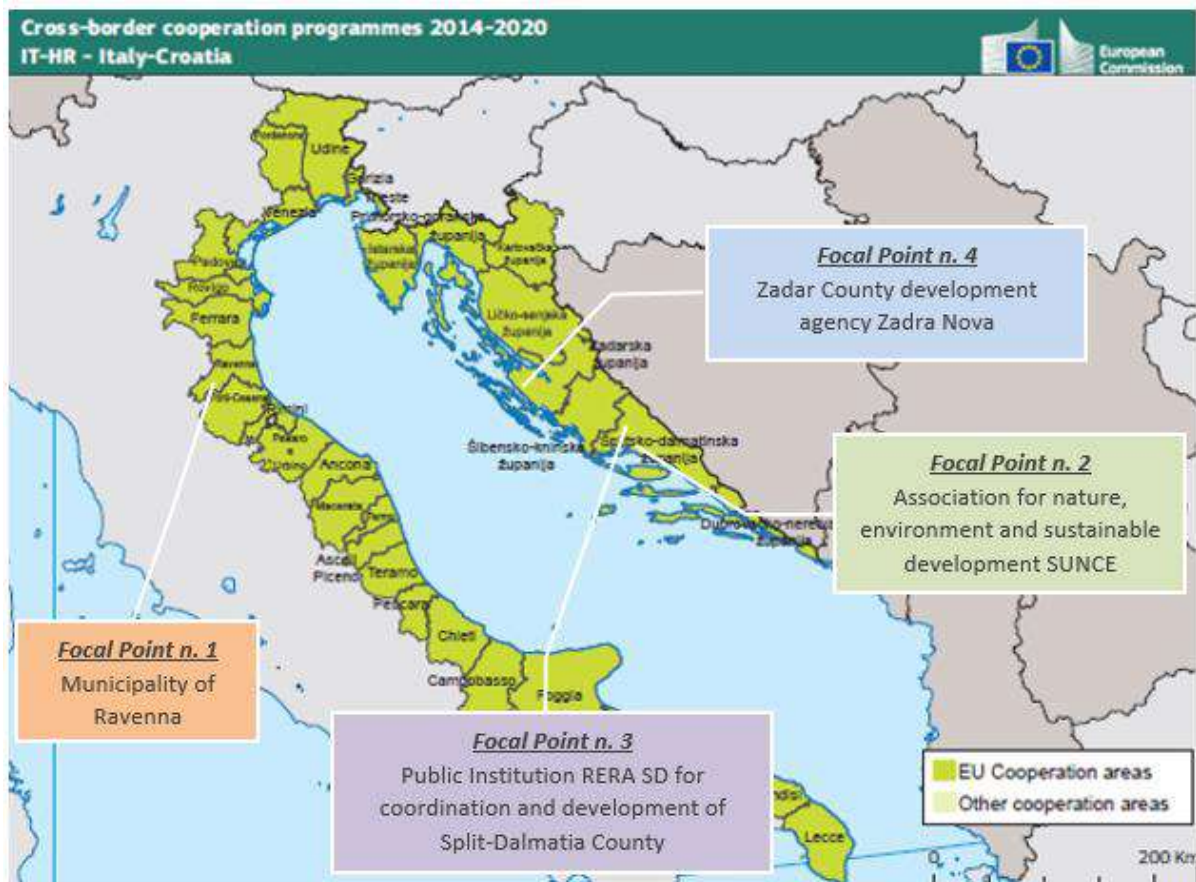


Figure n.6 – Focal Point structure

The Focal Point representatives (Figure n.7) are to take care of the following tasks:

- **Send** the matrix to the assigned PPs and guide them in the compilation;
- **Collect and verify** materials before sending them to the LP.

Focal Point 1 Ravenna	Focal Point 2 SUNCE	Focal Point 3 RERA SD	Focal Point 4 Zadra Nova
<ul style="list-style-type: none"> • Regional Agency for Prevention, environment and energy in Emilia Romagna • National Research Council 	<ul style="list-style-type: none"> • University of Zadar • Regional Agency for environmental prevention and protection of the Puglia Region public body 	<ul style="list-style-type: none"> • Ruđer Bošković Institute • University in Rijeka 	<ul style="list-style-type: none"> • National Institute of Oceanography and experimental geophysics - OGS

Figure n.7 – Focal Point representatives

Moreover, in order to gather information on a significant number of relevant stakeholders, each and every PP was required to identify a minimum number of stakeholders. Identified stakeholders' information was to be included in the given matrix. By 24th May, each PP of ADRIREEF is to submit to its Focal Point a matrix containing, at least:

- **6** Public Authorities details (3 municipalities or similar and 3 other public authorities);
- **20** SMEs contact details;
- **3** Research bodies.

The mapping activity led to the identification of the following stakeholders (*Figure n. 8*):



Figure n.8 – Stakeholders achieved from mapping activity

Therefore, the first phase of this analysis ended with a **List of stakeholders (Annex n.1 – D3.5.1)** which groups all Italian and Croatian potential actors who could most positively respond to project engagement initiatives. This list would be the working document to carry-out the Stakeholders' analysis and to research their potential impact in the exploitation of reefs, as described in the following phases.

2.3. Phase 2: Scoring and identification of key stakeholders

The objective of the second phase is to assess the relative importance of each stakeholder identified in the previous phase in order to establish a weighted hierarchy aimed at identifying Key Stakeholders to involve in the afterwards B2B meeting. In order to achieve this goal, LP carried out an in-depth desk-analysis focused on measuring levels of potential stakeholders' interest and influence over the project: each body is evaluated by a set of standardized enquiries associated to a standardized vote-based evaluation system through a specific methodology based on a quali-quantitative approach.

The desk-analysis of collected matrices is completed by the LP, who applies a set of criteria (**Annex n.2**) as above reported:

- ⇒ **Qualitative** data (*same for each category*):

- Thematic relevance (score weight 35%): possible impact on the project, as assessed by PPs in the matrix for stakeholders mapping;
- Coherence of stakeholders' mission with the project objective (score weight 35%): desk evaluation of the possible interest in project engagement and dissemination.

⇒ **Quantitative data:**

- Geographic relevance (score weight 10%) (same for each category): it scores the distance from the nearest case study
- Company dimension and possible economic impact (score weight 20%) (only for SMEs): company categorization by dimension (micro / medium / small)
- Impact on local policies (score weight 20%) (only for PAs): the highest score is assigned to local bodies, so to enhance the local impact of ADRIREEF.
- Former experience (score weight 20%) (only for Research): categorization by years of experience.

The quantitative matrices' weighting criteria are same for all stakeholders. Referring to the quantitative data, while 3 out of 4 of the matrices' weighting criteria are same for all stakeholders, there is 1 criterion specifically designed for each and every aforementioned group of stakeholders.

This particular attention in the evaluation system, matched with a score weight system, will return an absolute value for each stakeholder, depending on the sum of the votes of each evaluation criteria. This scoring mechanism guarantees quality and completeness in the evaluation.

The application of the methodology above described allowed the pre-selection of a number of **key stakeholders** for each target group, specifically (*Figure n.9*):

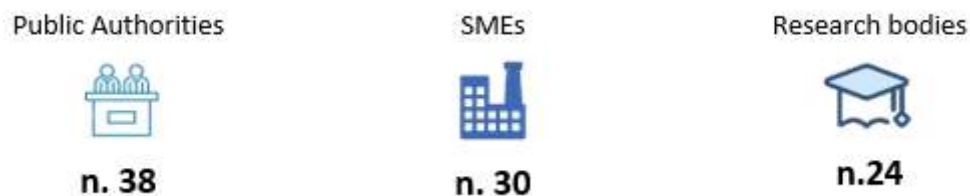


Figure n.9 – Key Stakeholders achieved from mapping activity

The final stakeholders' matrix (**Annex n.3**) is shared by LP with project PPs and becomes a project management tool which will be updated every 6 months for the entire project duration.

See below to have an idea of the matrix structure (*Figure n.10*):

FOCAL POINT	Entity	Evaluation criteria						RESULTS	
Public authorities		Geographic relevance	Thematic relevance	Coherence of stakeholders' mission project objectives	Company dimension	Relevance for local policies	Former experience		
Focal Point 4	Stakeholder 1	5	5	5	0	5	0	5	Key stakeholder
Focal Point 3	Stakeholder 2	5	5	5	0	5	0	5	Key stakeholder
Focal Point 1	Stakeholder 3	3	5	5	0	5	0	4,8	Key stakeholder
Focal Point 2	Stakeholder 4	5	5	5	0	3	0	4,6	Key stakeholder
Focal Point 3	Stakeholder 6	5	5	5	0	3	0	4,6	Key stakeholder
Focal Point 1	Stakeholder 7	3	5	3	0	3	0	3,7	Key stakeholder
Focal Point 3	Stakeholder 9	[...]	[...]	[...]	[...]	[...]	[...]	[...]	Key stakeholder

Figure n.10 – Matrix Snapshot (EXAMPLE)

Key stakeholders' matrix is highlighted in green (Results column), the other stakeholders are not; criteria shown in the example are not weighted, the overall formula is:

$[Geographic\ relevance] \times [10\ %] + [Thematic\ relevance] \times [35\ %] + [Coherence\ of\ stakeholders'\ mission\ project\ objectives] \times [35\ %] + [Company\ dimension\ or\ Relevance\ for\ local\ policies\ or\ Former\ experience] \times [20\ %] = RESULT.$

As only one of the last three evaluation criteria has a value different from zero for each category of stakeholder, and as this formula is a sum of weighted criteria, the other two of the three evaluation criteria are inserted but do not add in the final result. As mentioned before, for each stakeholders' category an ad-hoc evaluation criterion is taken into account, therefore, only one of the last criteria has a value different from zero.

Some specific tables extracted from stakeholders' matrix were realized by LP in order to show and compare results per each category (**Annex n.4**).

2.4. Phase 3: B2B Meetings

The first direct involvement of Key stakeholders in the project, was made through the organization of B2B meetings. The direct dialogue with the selected stakeholders was meant to allow to integrate the desk analysis (see par. 2) with the motivational aspects and to collect relevant suggestions on project implementation and further stakeholders' engagement.

B2B meetings are the basis to assess stakeholders' level of participation and information needs, also, they enabled PPs to collect useful elements for the elaboration of stakeholders' surveys (act. 2.6) since, as said, meetings are propaedeutical to act 2.6 (see AF).

The B2B meetings started during the Festivals of Adriatic reefs (act. 2.4) through dedicated training and information sessions. In view of the Festival of Adriatic reefs, and with the aim of collecting a relevant number of B2B minutes, PPs were allowed to schedule meetings well after 30/06/19, providing a natural handover between activities 3.5 and 2.6.

The listed key stakeholders represented a **minimum requirement** in terms of **B2B** – each PP could in fact organize B2B also with additional stakeholders not identified as “key stakeholders” during the mapping. To foster a greater involvement in project activities, PPs were free to contact any stakeholder listed in the scope of this action, to invite them to participate in B2B actions. The choice of engaging non-key stakeholders had to be duly motivated and communicated to the competent Focal Point. The decision may be taken for particular local relevance reasons and/or expected impact on parts of project implementation.

Focal Points, in agreement with all PPs, decided that each Partner would take care of “its own” stakeholders for B2B organizations. The decision was made considering that B2B would be more effective when run by PPs already known by the stakeholders. For this reason, the B2B methodology provided partners with a standard strategy, steps and tools:

- Report: each PP was requested to report on the meetings through a standard form
- Explanatory note: where B2B are not referred to identified “key stakeholders”, PPs were asked to provide an explanatory note justifying their choice.

Overall, the approach should ensure that a **minimum value of stakeholders** is engaged in B2B meetings to explain the scope of ADRIREEF and gather their initial insights in terms of needs, priority areas of cooperation and Blue Economy strategic views.

In the period June – December 2019, PPs organized a total of **114 B2B Meetings** composed of:

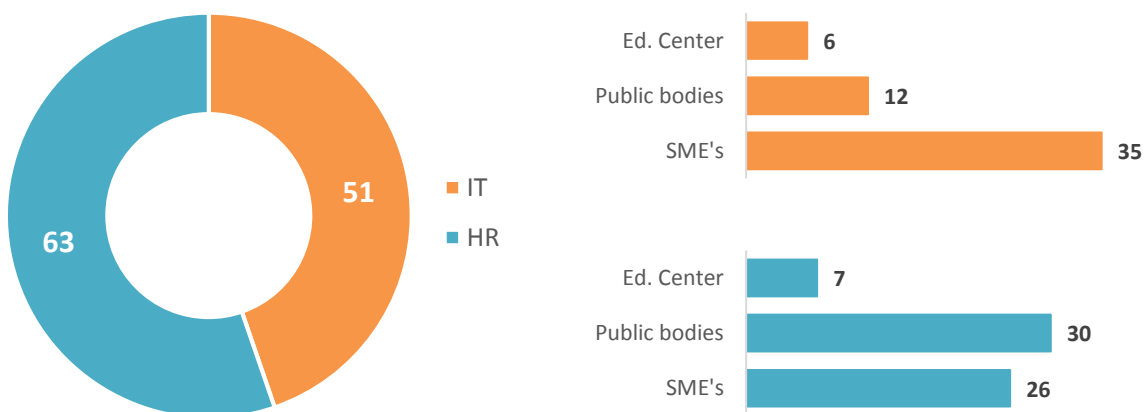


Figure n.11 – B2B meeting

Among the interviewed, only **n. 7** resulted as **Key Stakeholder** (i.e. K.S.) concerning Italy and **n. 19** concerning Croatia:

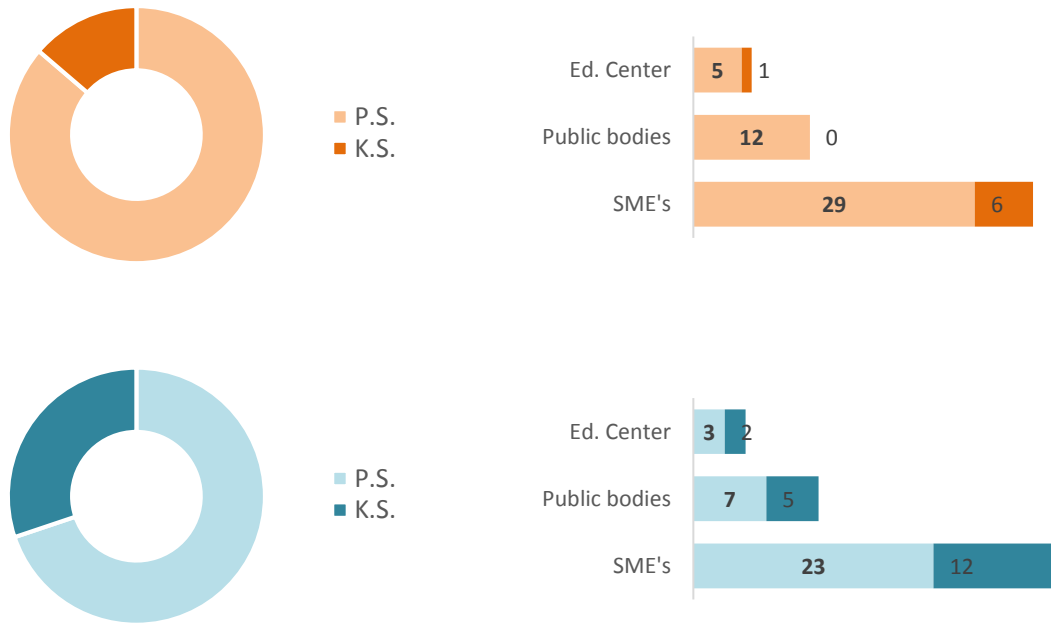


Figure n.12 – Key stakeholders achieved on B2B meeting

The collected data show a **wide interest in the project topics from Key Stakeholders'**:



Figure n.13 – Key Stakeholders interesting rate

From the Italian Stakeholders many of the collected suggestions concern the improvement of professional training in the Touristic Field, as strategy that can help the preservation of those many sites in the area to preserve those many sites in the area. Also, the implementation of awareness raising campaigns and the promotion of good behaviours is seen as crucial. The Project is therefore a good opportunity to reach that goal, for the Italian Stakeholder, who also proposed to foster the interaction among several Interreg Project, suggesting the introduction of an annual Festival.



Figure n.14 – Italian suggestion

Even according to the Croatian Stakeholders, the focus should be on cliffs preservation and touristic sites conservation, improving the current activities and trying to promote educational programs for children and kids.

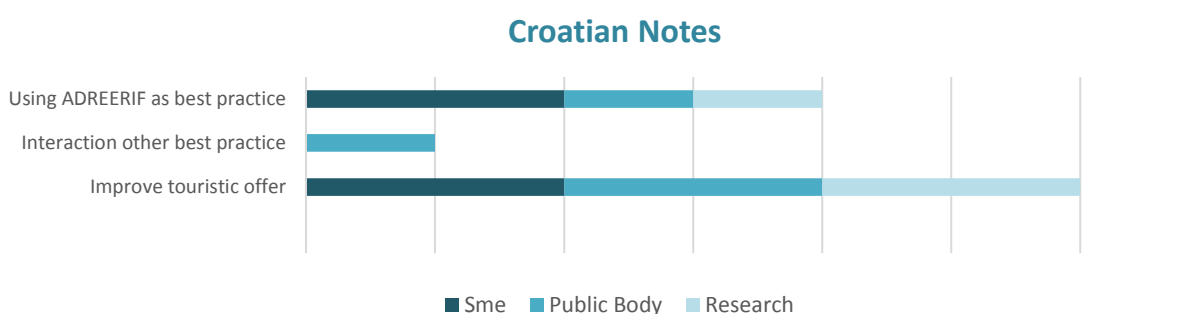


Figure n.15 – Croatian suggestion

3. Report of gained results

The stakeholder's analysis aims at evaluating the scope and size of the main Blue Economy Established sectors from Italian and Croatian sides, setting-up a baseline to support stakeholders in the quest for a sustainable development of sea and coastal resources.

In the period June – December 2019 a total of 114 B2B Meeting has been organized by PPs. Three different target groups have been involved in an ad-hoc developed methodology - based on a quality-quantity approach – aimed at investigating the stakeholders' **common feelings, needs** and **proposals** as described below.

In summary, stakeholders identify the Blue Economy as a sustainable way of allowing society to extract value from the seas and coastal regions. Meanwhile, they are aware that this extraction needs to be in balance with the long-term capacity of the oceans to endure such activities through the implementation of sustainable practices. For these reasons, main stakeholders' proposals imply that human activities must be managed in a way that ensures the health of the marine areas and where economic productivity is safeguarded, so that the potential they offer can be realized and sustained over time.

Among issues proposed in the investigation phase, those that found the most interest from the panel of stakeholders were mainly three:



Coastal Tourism

*Accommodation services and
Recreational Activities*



Marine Living Resources

*Fisheries and aquaculture
activities*



Natural Capital defense

*Sustainable management of
maritime areas*



Coastal Tourism

Coastal Tourism namely covers beach-based tourism and recreational activities and other activities for which the proximity of the sea is an advantage, as well as water-based activities and nautical sports, such as sailing, scuba diving and cruising.

The coastal tourism is the sub-sector which reported the higher responsive rate from potential and key stakeholders. Coastal communities, mainly composed of SMEs, are particularly interested in increasing maritime and coastal tourist flows, still avoiding, or reducing as much as possible, any negative impact on local ecosystems. Therefore, stakeholders' proposals are based on 3 main development drivers:

- ✓ Implement training courses for professionals working in the maritime and coastal tourism sector;
- ✓ Greater protection of natural sites through the application of international best practices aimed at limiting sites wear and damage;
- ✓ Communication campaigns aimed at raising awareness among citizens / potential tourists about the importance and beauty of local natural resources.



Marine Living Resources

According to the latest reporting documents, EU fisheries and aquaculture production have been stagnant in the last decades. Although in the EU wild-capture fisheries is still the main source of human-food production from the seas, the turnover and economic performance of the EU fisheries and aquaculture sectors have increased over time and they have been identified as sectors with a high potential for sustainable jobs and growth in the Blue Growth Strategy. Therefore, the fisheries and aquaculture communities are mainly composed of SMEs and micro enterprises usually characterized by a low innovation level and particularly vulnerable to economic, financial and political changes.

In the analysed context, there were significant difficulties in involving these categories; moreover, the few fisheries and aquaculture actors involved showed a low collaborative attitude towards project initiatives. This is mainly due to the mistrust of the fishermen in changing or expanding their offers whenever it involves new economic activities and, more generally, to a high level of distrust toward European funds and EU instruments.



Natural Capital defense

Preserving and increasing the natural capital accumulated in the seas and maritime areas is an important goal for Public Bodies and Research and Educational Center, who highlight the importance of maintaining the maritime areas and seas system in good health in light of the significant economic impact that its degradation could have in the future.

- ⇒ **Public bodies** - The economic operators working within the involved regions, generally choose a traditional model of economic exploitation of sea and reefs, based on the perception that traditional activities mean fast and safe income, while the transition to sustainable and innovative productive activities would not guarantee it, besides given the period of economic instability people need to be reassured. Therefore, interviewed Public Bodies pointed out the need to augment the information on the profitability of new development models. Guidelines are needed

and they have to be based on clear data and on the evidence that reef exploitation and innovative actions on the reefs are valuable and economically worthwhile. It would be preferable, to propose to SMEs (especially in the fishing sector) a plan to integrate their classical activities with recreational ones and to propose them a model based on the integration of income.

- ⇒ **Research and educational center** –The Blue Economy sector is nowadays an increasingly widespread and studied theme, also thanks to the support of EU funds. The role of the academic world is therefore to converge forces towards a single goal: promoting the contamination and deep interaction between heterogeneous but complementary projects (ie CTE Programs analysing natural ecosystems from different points of view), through the constant sharing of information, skills and tools acquired in the course of projects. To increase this contamination, the main suggestion that comes from interviewed Research and educational centres is to widen the audience of beneficiaries by involving also schools of all types and levels through little projects differentiated by age and course of studies.

4. Annexes

- Annex n.1 – List of stakeholders
- Annex n.2 – Set of criteria
- Annex n.3 – Final stakeholders' matrix
- Annex n.4 – Comparative tables

PUBLIC AUTHORITIES

FOCAL POINT	Entity	Contact person	Email
ZADRA NOVA	Ministry of sea, transport and infrastructure		
SUNCE	Marine Protected Area of Torre Guaceto -Management Consortium		
COMUNE DI RAVENNA	Delta 2000		
RERA	Turistička zajednica Grada Komiže		
RERA	Turistička zajednica Grada Visa		
RERA	Splitsko-dalmatinske županije More i krš		
RERA	Turistička zajednica SDŽ		
RERA	Turistička zajednica Split		
ZADRA NOVA	Općina Sali		
ZADRA NOVA	Općina Povljana		
ZADRA NOVA	Općina Kolan		
ZADRA NOVA	Zadarska županija		
RERA	Hrvatski savez za športski ribolov na moru		
COMUNE DI RAVENNA	Regione ER - Direzione generale cura del territorio e dell'ambiente		
COMUNE DI RAVENNA	Regione ER - Servizio Ricerca, innovazione, energia ed economia sostenibile		
COMUNE DI RAVENNA	Regione ER - Servizio turismo e commercio		
COMUNE DI RAVENNA	FLAG GAC Marche Centro		
COMUNE DI RAVENNA	Destinazione Turistica Romagna		
RERA	Turistička zajednica Grada Krka		
RERA	Turistička zajednica Općine Dobrinj		
COMUNE DI RAVENNA	CEAS - educazione, ambiente e sostenibilità		
COMUNE DI RAVENNA	Ente Parco Naturale Regionale del Conero		
COMUNE DI RAVENNA	Municipality of Numana - Tourism Office		
COMUNE DI RAVENNA	Municipality of Porto Recanati - Tourism Office		
COMUNE DI RAVENNA	Municipality of Potenza Picena - Tourism Office		
COMUNE DI RAVENNA	Associazione Riviera del Conero e Comunità turistica - Authority Marche		
RERA	Hrvatski ronilački savez		
RERA	Hrvatski savez za športski ribolov na moru		
COMUNE DI RAVENNA	Capitaneria Ancona		
SUNCE	Zadar county public institutions for management of protected areas		
SUNCE	areas		
COMUNE DI RAVENNA	Ministero Ambiente e Tutela del Territorio e del Mare		
COMUNE DI RAVENNA	Ministero Politiche agricole alimentari e forestali e del Turismo		
COMUNE DI RAVENNA	Ministero Sviluppo Economico		
RERA	Ministry of Tourism RH		
RERA	Hrvatski ronilački savez		
RERA	Ministry of Tourism RH		
RERA	Ministry of environmental protection and energy		
SUNCE	Šibenik Knin county public institutions for management of protected areas		
RERA	Savez za športski ribolov na moru PGŽ		
SUNCE	Puglia Region- DEPARTMENT OF ENVIRONMENTAL QUALITY		
RERA	Split Dalmatia County -department for Tourism and Maritime affairs		
RERA	Turistička zajednica Općine Bol		
RERA	Turistička zajednica Stari Grad		
ZADRA NOVA	Zadarska županija		
COMUNE DI RAVENNA	Azienda Promozione Turismo		
RERA	Turistička zajednica Kvarnera		
RERA	Turistička zajednica Grada Crikvenice		
COMUNE DI RAVENNA	Marche Region _ Fishery department		
COMUNE DI RAVENNA	Marche Region _ Tourism department		
COMUNE DI RAVENNA	Regione Marche Servizio Tutela, Assetto e Gestione del Territorio		
SUNCE	Carovigno Municipality		
RERA	Grad Vis		
RERA	Grad Krk		
COMUNE DI RAVENNA	Pro Loco Marina di Ravenna		
COMUNE DI RAVENNA	Comune di Cesenatico - Ufficio IAT		
COMUNE DI RAVENNA	Comune di Cesenatico Tourism and Sport service		
COMUNE DI RAVENNA	Autorità Portuale		
RERA	Turistička zajednica Grada Novi Vinodolski		
SUNCE	Nautical center Komiža		
COMUNE DI RAVENNA	ASSAM - Agency for agro-food sector services of the Marche region		
RERA	Grad Hvar		
SUNCE	Brindisi Municipality		
RERA	Grad Split		
COMUNE DI RAVENNA	Comune di Cesena IAT Office		
COMUNE DI RAVENNA	Comune di Rimini IAT Office		
COMUNE DI RAVENNA	Comune di Forlì IAT Office		
RERA	Savez za športski ribolov na moru PGŽ		
COMUNE DI RAVENNA	Port Authority of the Central Adriatic Sea		
SUNCE	Pugliapromozione		
SUNCE	AGRRA		
ZADRA NOVA	Ministry of Environmental Protection and Energy		
RERA	Ministry of agriculture RH-Directorate of Fisheries		
SUNCE	VALORISATION OF THE TERRITORY		
RERA	Split Dalmatia County-department for Agriculture and Fishery		
SUNCE	Administration Department for Maritime Affaires and Tourism		
SUNCE	Tourist board Split Dalmatia County		
RERA	Savez za športski ribolov na moru SDŽ		
SUNCE	TZ Zadar		
COMUNE DI RAVENNA	FLAG GAC Marche Sud		
COMUNE DI RAVENNA	Camera di Commercio		
COMUNE DI RAVENNA	Confartigianato		

COMUNE DI RAVENNA	Confcommercio
COMUNE DI RAVENNA	Confesercenti
COMUNE DI RAVENNA	CNA - Confederazione Nazionale dell'Artigianato e della piccola impresa
SUNCE	Unioncamere
RERA	Hrvatski ronilački savez
COMUNE DI RAVENNA	FLAG GAC Marche Nord
COMUNE DI RAVENNA	Istituto zooprofilattico Sperimentale dell'Abruzzo e del Molise "G. Caporale"
COMUNE DI RAVENNA	Agenzia Regionale per la Tutela dell'Ambiente - ARPA Abruzzo, Distretto Provinciale di Chieti
RERA	Entrepreneurship and Rural Development
SUNCE	TZ Dugi Otok
COMUNE DI RAVENNA	Capitaneria di porto
SUNCE	Capitaneria di Porto Brindisi
SUNCE	Consorzio Asi Brindisi
ZADRA NOVA	Colan Grad - Pag
RERA	Udruženje obrtnika grada Crikvenice i Vinodolske općine- sekcija ribara
SUNCE	TZ Pag
RERA	Hrvatska gospodarska komora Split
RERA	Grad Komiža
ZADRA NOVA	Aries
ZADRA NOVA	Capitaneria di Porto di Monfalcone
RERA	Grad Crikvenica
RERA	Grad Novi Vinodolski
RERA	Županijska lučka uprava Crikvenica
ZADRA NOVA	ARPA FVG
ZADRA NOVA	ARPA Marche
RERA	Obrtnička komora Splitsko-dalmatinske županije
RERA	Obrtnička komora PGŽ
RERA	Park prirode Učka
RERA	Županijska lučka uprava Novi Vinodolski
RERA	Turistička zajednica Istarske županije
RERA	National Park Komati
RERA	National Park Brijuni
RERA	National Park Mijet
RERA	Grad Šibenik
RERA	Grad Pula
ZADRA NOVA	Capitaneria di Porto Trieste
ZADRA NOVA	Camera di commercio, industria, artigianato e agricoltura Venezia Giulia
ZADRA NOVA	Regione Friuli-Venezia Giulia.
ZADRA NOVA	Ministry of Defense

SMEs

FOCAL POINT	Entity	Blue Economy sector covered	Contact person	Contact person email
ZADRA NOVA	Zadar SUB	Diving/Other services linked to blue economy		
COMUNE DI RAVENNA	Associazione Paguro	Diving		
COMUNE DI RAVENNA	Lega Navale Italiana	Other services linked to blue economy		
SUNCE	Centre for underwater research NAVALIS	Other services linked to blue economy		
COMUNE DI RAVENNA	Museo Attività Subacquee	Diving		
ZADRA NOVA	Škola ronjenja "BOZAVA"	Diving		
ZADRA NOVA	Fishermans cooperative Omega 3	Fishing		
COMUNE DI RAVENNA	Easydive	Diving		
SUNCE	FLAG Istarski švoj	Fishing/Acquaculture		
SUNCE	Pelagos	Acquaculture		
RERA	LAGUR/FLAG Brač	Fishing/Acquaculture		
SUNCE	Eko Zadar	Other services linked to blue economy		
ZADRA NOVA	Fishermans cooperative Zadar	Fishing		
ZADRA NOVA	Scuba Centar Pag	Diving		
COMUNE DI RAVENNA	FIPAS Regione Marche	Other services linked to blue economy		
COMUNE DI RAVENNA	Assonautica	Other services linked to blue economy		
COMUNE DI RAVENNA	Ravenna Incoming	Other services linked to blue economy		
COMUNE DI RAVENNA	Cooperativa spiagge Ravenna	Other services linked to blue economy		
COMUNE DI RAVENNA	Marina Flower	Other services linked to blue economy		
SUNCE	Federpesca Puglia	Fishing/Acquaculture		
COMUNE DI RAVENNA	Acqua Blu Sub	Diving		
COMUNE DI RAVENNA	Anyway sport shop	Diving		
COMUNE DI RAVENNA	G.S. Sub Delphinus	Diving		
COMUNE DI RAVENNA	Circolo Subacqueo Ravennate	Diving		
COMUNE DI RAVENNA	Ravenna Sub	Diving		
COMUNE DI RAVENNA	A.S.D. Cormorano Sub Forlì	Diving		
COMUNE DI RAVENNA	Centro Sub Monte Conero	Diving		
COMUNE DI RAVENNA	Blue & Deep	Diving		
SUNCE	Udruga za zaštitu mora HIPPOCAMPUS	Other services linked to blue economy		
RERA	Big Blue diving center	Diving		
ZADRA NOVA	Feral Tours	Other services linked to blue economy		
ZADRA NOVA	Kali Tuna	Fishing		
ZADRA NOVA	Foka Diving Center	Diving		
ZADRA NOVA	ADRIATIC CHARTER	Other services linked to blue economy		
ZADRA NOVA	MARINA ZADAR CHARTER	Other services linked to blue economy		
ZADRA NOVA	Sunturist Charter	Other services linked to blue economy		
ZADRA NOVA	ASTA YACHTING stars	Other services linked to blue economy		
ZADRA NOVA	D-Marin Marina Dalinacija	Other services linked to blue economy		
COMUNE DI RAVENNA	RED'S - Swimming & Diving Shop di Tabanelli Massimo	Diving		
COMUNE DI RAVENNA	Mareshop	Diving		
COMUNE DI RAVENNA	Dive Planet	Diving		
COMUNE DI RAVENNA	Sub Rimini "Gian Neri"	Diving		
COMUNE DI RAVENNA	A.S.D. Sub Nautilus	Diving		
COMUNE DI RAVENNA	G.S. Cesena Blu	Diving		
COMUNE DI RAVENNA	Sub Atlantide Cesena	Diving		
COMUNE DI RAVENNA	Centro Immersioni Cesena	Diving		
COMUNE DI RAVENNA	A.S.D. Nemo Diving	Diving		
COMUNE DI RAVENNA	Komaros Sub Ancona	Diving		
COMUNE DI RAVENNA	Ara Sub Civitanova	Diving		
COMUNE DI RAVENNA	ARCI PESCA FISA	Other services linked to blue economy		
COMUNE DI RAVENNA	ENAL PESCA REGIONE MARCHE	Other services linked to blue economy		
COMUNE DI RAVENNA	LegaCoop Marche	Other services linked to blue economy		
SUNCE	FLAG Tunera	Fishing/Acquaculture		
RERA	FLAG Škojli	Fishing/Acquaculture		
SUNCE	EMMA	?		
SUNCE	Nucleo Sub Molfetta	Diving		
COMUNE DI RAVENNA	Elios sub	Diving		
COMUNE DI RAVENNA	Dive Store Riccione	Diving		
COMUNE DI RAVENNA	FEDERPECCA Marche	Other services linked to blue economy		
SUNCE	FLAG Tramuntana	Fishing/Acquaculture		
SUNCE	FLAG Alba	Fishing/Acquaculture		
SUNCE	FLAG Galeb	Fishing/Acquaculture		
SUNCE	FLAG Istarska batana	Fishing/Acquaculture		
SUNCE	FLAG Plodovi mora	Fishing/Acquaculture		
SUNCE	FLAG Tri mora	Fishing/Acquaculture		
SUNCE	FLAG Vela vrata	Fishing/Acquaculture		
SUNCE	Centre for Underwater archeology	Diving		
ZADRA NOVA	Marina Zadar Tankercomerc	Other services linked to blue economy		
ZADRA NOVA	Mardešić	Other services linked to blue economy		
ZADRA NOVA	Dalimacija ribolov d.o.o.	Fishing		
ZADRA NOVA	Mišlov d.o.o.	Fishing/Other services linked to blue economy		
SUNCE	FLAG Brač	Fishing/Acquaculture		
SUNCE	FLAG Loštura	Fishing/Acquaculture		
COMUNE DI RAVENNA	Marinara	Other services linked to blue economy		
COMUNE DI RAVENNA	La Romagna	Other services linked to blue economy		
COMUNE DI RAVENNA	Motobarca Elisa	Other services linked to blue economy		
COMUNE DI RAVENNA	Pro Loco Marina di Ravenna	Other services linked to blue economy		
COMUNE DI RAVENNA	Ordine della Casa Matha	Other services linked to blue economy		
SUNCE	Manta Diving Center	Diving		
SUNCE	FLAG Južni Jadran	Fishing/Acquaculture		
SUNCE	FLAG Pinna nobilis	Fishing/Acquaculture		
SUNCE	BOA Gialla	Diving		
SUNCE	Slow food	Other services linked to blue economy		
SUNCE	Legambiente Puglia	Other services linked to blue economy		
RERA	Manta Diving Center	Diving		
RERA	Diving Center B-24	Diving		
RERA	ISSA Diving Center	Diving		
RERA	An-Ma diving center	Diving		
RERA	Nautički centar Liburnija d.o.o.	Other services linked to blue economy		
RERA	Diving center Neptun	Diving		
RERA	Ronilacki centar Modruj	Other services linked to blue economy		
RERA	Diving center Mihurić	Diving		
RERA	Dive side	Diving		
SUNCE	Diving centre Ugljan	Diving		
RERA	Squatina diving	Diving		
RERA	Alternatura	Diving		
COMUNE DI RAVENNA	Lega Coop agroalimentare	Other services linked to blue economy		
SUNCE	CROMARIS	Fishing/Acquaculture		
SUNCE	KALI TUNA	Fishing/Acquaculture		
SUNCE	Foka diving center	Diving		
RERA	Diving center Dolphin	Diving		
RERA	Diving center Viking	Diving		
RERA	Diving center Daulik	Diving		
RERA	Klub podvodnih aktivnosti Adria	Other services linked to blue economy		
RERA	Calipso scuba diving	Diving		
RERA	Scuba Diving School	Diving		
RERA	Podvodno istraživački klub "Mornar" Split	Diving/Other services linked to blue economy		
RERA	Ronilacki klub Zenta	Diving/Other services linked to blue economy		
RERA	Ronilacki klub Spinut	Diving		
RERA	Klub podvodnih djelatnosti Kostrena	Diving		
RERA	Diving centar Kostrena	Diving		
SUNCE	Draulik Milna	Diving		

SUNCE	Rostrum diving club	Diving
SUNCE	Trogir Diving Center	Diving
SUNCE	Diving centre Resnik	Diving
SUNCE	Diving club SV ROKO	Diving
SUNCE	Diving center ZLATNA LUKA	Diving
SUNCE	Kornati Diver	Diving
RERA	Klub podvodnih aktivnosti "3.Maj"	Diving
RERA	Ronilački centar Marco Polo	Diving
SUNCE	MZ Diving Center	Diving
SUNCE	Diving center FOKA	Diving
SUNCE	Dolphin divers	Diving
SUNCE	Diving Center Pongo	Diving
ZADRA NOVA	Pelagos net farma d.o.o. Vrgada	Fishing/Aquaculture
ZADRA NOVA	Marikultura Pag	Fishing/Aquaculture
COMUNE DI RAVENNA	FAI-CISL Marche	Other services linked to blue economy
COMUNE DI RAVENNA	Società Gestione Campeggi	Other services linked to blue economy
RERA	Nautički centar Komiža d.o.o.	Other services linked to blue economy
RERA	Moana Sub	Diving
RERA	Diving center Ruskamen	Diving
SUNCE	Gogo Diving Center	Diving
SUNCE	Comtuca - Associazione balneari	Other services linked to blue economy
SUNCE	Reise Nach Apulien	Other services linked to blue economy
SUNCE	Eridano	Other services linked to blue economy
RERA	CENTAR ZA PODVODNE AKTIVNOSTI	Other services linked to blue economy
RERA	RC Meduza	Other services linked to blue economy
ZADRA NOVA	JADRAN TUNA d.o.o.	Fishing/Aquaculture
ZADRA NOVA	LEGAMBIENTE	Other services linked to blue economy
ZADRA NOVA	Marine Protected Area - Miramare	Other services linked to blue economy
ZADRA NOVA	ONG GREENPEACE	Other services linked to blue economy
ZADRA NOVA	ONG LEGA AMBIENTE	Other services linked to blue economy
RERA	Aquarium Pula	Other services linked to blue economy
RERA	Ribarska zadruga Komiža	Fishing
RERA	Blue Cave Tourist Agency	Other services linked to blue economy
RERA	Srebrna Tours	Other services linked to blue economy
RERA	Nautički centar Hvar d.o.o. za usluge u nautičkom turizmu i ostale lučke usluge	Other services linked to blue economy
RERA	Dive City	Diving
RERA	Marinero Tours d.o.o.	Other services linked to blue economy
RERA	Omnivia Tourist Agency	Other services linked to blue economy
ZADRA NOVA	MAREVIVO -Delegazione Friuli Venezia Giulia Ambientalista	Other services linked to blue economy
ZADRA NOVA	Ocean s.r.l.	Other services linked to blue economy
ZADRA NOVA	ONG MARE AMICO	Other services linked to blue economy
ZADRA NOVA	ONG WWF ITALIA	Other services linked to blue economy
SUNCE	Carbrun	Other services linked to blue economy
SUNCE	L'eremo degli ulivi	Other services linked to blue economy
SUNCE	Grotta Miranda	Other services linked to blue economy
SUNCE	Thalassia coop	Other services linked to blue economy
SUNCE	Passi di Puglia	Other services linked to blue economy
SUNCE	Vacanze in Puglia	Other services linked to blue economy
SUNCE	Torre Guaceto resort	Other services linked to blue economy
SUNCE	Centro acquatico nord Salento	Other services linked to blue economy
SUNCE	Novigradska Dagnja	Aquaculture
RERA	F-Tours International	Other services linked to blue economy
ZADRA NOVA	Adriapan	Other services linked to blue economy
RERA	DIVING CENTER ŠIBENIK	Diving/Other services linked to blue economy
COMUNE DI RAVENNA	Manifattura dei Marinati	Aquaculture
RERA	Dodoro dive center	Diving
RERA	ŠBK Komiža	Fishing
RERA	Darlič & Darlič	Other services linked to blue economy
ZADRA NOVA	AGCI FVG	Other services linked to blue economy
ZADRA NOVA	ONG MAREVIVO	Other services linked to blue economy
ZADRA NOVA	O.P. Bivalvia Veneto S.C.	Fishing/Aquaculture
ZADRA NOVA	Shoreline	Other services linked to blue economy
RERA	Spalatum D.M.C. d.o.o. turistička agencija	Other services linked to blue economy
RERA	Helle Travel Agency	Other services linked to blue economy
RERA	Crikvenica Tourist	Other services linked to blue economy
RERA	Veta-Trade d.o.o.	Other services linked to blue economy
RERA	Aquarium Crikvenica	Other services linked to blue economy
SUNCE	Roniti se mora	Diving/Other services linked to blue economy
ZADRA NOVA	CoGeMo Monfalcone	Other services linked to blue economy
ZADRA NOVA	COGIUMAR	Aquaculture
ZADRA NOVA	Consorzio Mediterraneo s.c.a.r.l.	Other services linked to blue economy
ZADRA NOVA	Cooperativa Lisert	Fishing
ZADRA NOVA	Cooperativa pescatori Grado	Fishing
ZADRA NOVA	Cooperativa pescatori San Vito	Fishing
ZADRA NOVA	Ribarska zadruga Istra	Fishing/Other services linked to blue economy
ZADRA NOVA	Thetis Spa	Other services linked to blue economy
ZADRA NOVA	AMA	Other services linked to blue economy
ZADRA NOVA	ALMAR	Other services linked to blue economy
COMUNE DI RAVENNA	Associazione "Comitato per la casa dei pesci"	Other services linked to blue economy
ZADRA NOVA	LegaCoopFVG	Other services linked to blue economy

RESEARCH BODIES







FOCAL POINT	ENTITY	Contact person	Contact person email
RERA	Hrvatski hidrografski institut		
SUNCE	Faculty of Electrical Engineering		
SUNCE	University of Zadar, Department of Echology, Agronomy and Aquaculture		
SUNCE	University of Zadar, Department of Echology, Agronomy and Aquaculture		
SUNCE	University of Zadar, Department of Echology, Agronomy and Aquaculture		
ZADRA NOVA	Blue world institute of marine research and conservation		
COMUNE DI RAVENNA	Fondazione Mattei		
SUNCE	20000 Leagues Marine Explorers Society		
RERA	Sveučilište u Splitu, Pomorski fakultet		
RERA	Institut za oceanografiju i ribarstvo		
RERA	Sveučilište u Splitu, Odjel za studije mora		
RERA	Sveučilište u Rijeci, Fakultet za menadžemnt u turizmu i ugostiteljstvu		
SUNCE	University of Split, University Department of Marine Studies		
SUNCE	University of Bari - Biology Departement		
SUNCE	University of Bari - GeoScience Departement		
ZADRA NOVA	Energy Institute Hrvoje Požar		
ZADRA NOVA	Institute for Oceanography and Fisheries		
ZADRA NOVA	Institute for Marine and Coastal Research		
COMUNE DI RAVENNA	CISP		
COMUNE DI RAVENNA	University of Ravenna (Scienze Ambientali)		
SUNCE	University of Salento - Department of Biological and Environmental Science		
ZADRA NOVA	WWF ADRIA		
SUNCE	Eko Zadar		
RERA	Sveučilište u Splitu, Ekonomski fakultet		
SUNCE	Centre for underwater research NAVALIS		
SUNCE	Aurelia		
COMUNE DI RAVENNA	ENI S.p.A.		
COMUNE DI RAVENNA	University of Bologna / Cesenatico – Economics of tourism		
COMUNE DI RAVENNA	Università Politecnica delle Marche / Second Level degree in Marine Biology and Ecology		
COMUNE DI RAVENNA	Cestha		
RERA	PMF - Biologija		
SUNCE	University of Salento . Department of Economic Science		
COMUNE DI RAVENNA	University of Camerino - Veterinary Science Centre - School of Bio-sciences and Veterinary Medicine		
RERA	University of Pula - Economy of Tourism		
RERA	Institute for Tourism		
RERA	Department of Fisheries, Apiculture, Wildlife management and special Zoology		
RERA	Institute for Tourism		
COMUNE DI RAVENNA	fish production hygiene		
ZADRA NOVA	Università degli Studi di Padova, Dipartimento di Biologia		
ZADRA NOVA	Rete LTER-Italia		
ZADRA NOVA	ISPRA STS Chioggia		
ZADRA NOVA	Università degli Studi di Trieste, Dipartimento di Scienze della Vita		
ZADRA NOVA	CNR-ISMAR Venezia		
COMUNE DI RAVENNA	University of Bologna - First cycle degree/bachelor in environmental engineering		

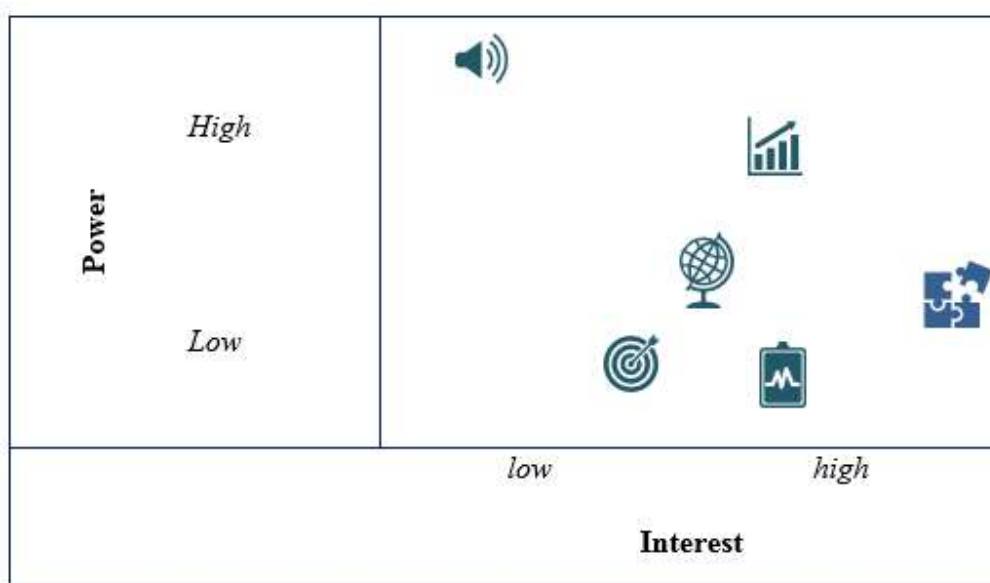
WP 3_Act. 3.5 Stakeholders analysis

Deliverables 3.5.1/3.5.3

ANNEX N. 2

SET OF CRITERIA

	Thematic relevance	Max score: 5 weight 35%
	• high impact	5 points
	• medium impact	3 points
	• low impact	1 point
	Coherence of stakeholders' mission with project objective	Max score: 5 weight 35%
	• high	5 points
	• medium	3 points
	• low	1 point
	Geographic relevance	Max score: 5 weight 10%
	• within 30 km	5 points
	• within 70 km	3 points
	• over 90 km	1 point
	Impact on local policies (only for public bodies)	Max score: 5 weight 20%
	• Local body	5 points
	• Regional body	3 points
	• National body	1 point
	Company dimension and possible economic impact (only for SME)	Max score: 5 weight 20%
	• medium enterprise	5 points
	• small enterprise	3 points
	• micro enterprise	1 point
	Former experience (only for Research)	Max score: 5 weight 20%
	• ≤ 10 years	5 points
	• ≤ 5 years	3 points
	• ≤ 2 years	1 point



PUBLIC AUTHORITIES

FOCAL POINT	Entity	Contact person	Email	Geographic relevance	Thematic relevance	Coherence of stakeholders' mission with the project objectives	Company dimension and potential economic impact	Relevance for local policies	Former experience	RESULTS	
ZADRA NOVA	Ministry of sea, transport and infrastructure			1	5	5	0	1	0	5,35	Key stakeholder
SUNCE	Marine Protected Area of Torre Guaceto -Management Consortium			5	5	5	0	5	0	5	Key stakeholder
COMUNE DI RAVENNA	Delta 2000			5	5	5	0	5	0	5	Key stakeholder
RERA	Turistička zajednica Grada Komiza			5	5	5	0	5	0	5	Key stakeholder
RERA	Turistička zajednica Grada Visa			5	5	5	0	5	0	5	Key stakeholder
RERA	Splitko-dalmatinske županije More i krš			3	5	5	0	5	0	4,6	Key stakeholder
RERA	Turistička zajednica ŠDŽ			3	5	5	0	5	0	4,6	Key stakeholder
RERA	Turistička zajednica Šplit			3	5	5	0	5	0	4,6	Key stakeholder
ZADRA NOVA	Općina Sali			3	5	5	0	5	0	4,6	Key stakeholder
ZADRA NOVA	Općina Povaljuna			3	5	5	0	5	0	4,6	Key stakeholder
ZADRA NOVA	Općina Kolan			3	5	5	0	5	0	4,6	Key stakeholder
ZADRA NOVA	Zadarska županija			5	5	5	0	5	0	4,6	Key stakeholder
RERA	Hrvatski savez za športski ribolov na moru			3	5	5	0	3	0	4,4	Key stakeholder
COMUNE DI RAVENNA	Regione ER - Direzione generale cura del territorio e dell'ambiente			3	5	5	0	3	0	4,4	Key stakeholder
COMUNE DI RAVENNA	Regione ER - Servizio Ricerca, innovazione, energia ed economia sostenibile			3	5	5	0	3	0	4,4	Key stakeholder
COMUNE DI RAVENNA	Regione ER - Servizio turismo e commercio			3	5	5	0	3	0	4,4	Key stakeholder
COMUNE DI RAVENNA	FLAG GAC Marche Centro			3	5	5	0	3	0	4,4	Key stakeholder
COMUNE DI RAVENNA	Destinazione Turistica Romagna			5	5	3	0	3	0	4,35	Key stakeholder
RERA	Turistička zajednica Grada Krka			5	5	3	0	3	0	4,35	Key stakeholder
RERA	Turistička zajednica Općine Dobrinj			5	5	3	0	3	0	4,3	Key stakeholder
COMUNE DI RAVENNA	CEAS - educazione, ambiente e sostenibilità			5	3	5	0	5	0	4,3	Key stakeholder
COMUNE DI RAVENNA	Ente Parco Naturale Regionale del Conero			5	3	5	0	5	0	4,3	Key stakeholder
COMUNE DI RAVENNA	Municipality of Numana - Tourism Office			5	3	5	0	5	0	4,3	Key stakeholder
COMUNE DI RAVENNA	Municipality of Porto Recanati - Tourism Office			5	3	5	0	5	0	4,3	Key stakeholder
COMUNE DI RAVENNA	Municipality of Potenza Picena - Tourism Office			5	3	5	0	5	0	4,3	Key stakeholder
COMUNE DI RAVENNA	Associazione Riviera del Conero e Coni delimitatodurix - Autonomy Marche			5	3	5	0	5	0	4,3	Key stakeholder
RERA	Hrvatski ronilački savez			1	5	5	0	3	0	4,2	Key stakeholder
RERA	Hrvatski savez za športski ribolov na moru			1	5	5	0	3	0	4,2	Key stakeholder
COMUNE DI RAVENNA	Capitaneria Ancona			3	5	3	0	5	0	4,1	Key stakeholder
SUNCE	Zadar county public institutions for management of protected areas			5	3	5	0	3	0	3,9	Key stakeholder
SUNCE	areas			5	3	5	0	3	0	3,9	Key stakeholder
COMUNE DI RAVENNA	Ministero Ambiente e Tutela del Territorio e del Mare			1	5	5	0	1	0	3,6	Key stakeholder
COMUNE DI RAVENNA	Ministero Politiche agricole alimentari e forestali e del Turismo			1	5	5	0	1	0	3,6	Key stakeholder
COMUNE DI RAVENNA	Ministero Sviluppo Economico			1	5	5	0	1	0	3,6	Key stakeholder
RERA	Ministry of Tourism RH			1	5	5	0	1	0	3,6	Key stakeholder
RERA	Hrvatski ronilački savez			1	5	5	0	1	0	3,6	Key stakeholder
RERA	Ministry of Tourism RH			1	5	5	0	1	0	3,6	Key stakeholder
RERA	Ministry of environmental protection and energy			1	5	5	0	1	0	3,6	Key stakeholder
SUNCE	Šibenik knin county public institutions for management of protected areas			3	3	5	0	3	0	3,7	Key stakeholder
RERA	Savez za športski ribolov na moru PGŽ			3	5	3	0	3	0	3,7	Key stakeholder
SUNCE	Puglia Region- DEPARTMENT OF ENVIRONMENTAL QUALITY			3	3	5	0	3	0	3,7	Key stakeholder
RERA	Split Dalmatia County -department for Tourism and Maritime affairs			3	3	5	0	3	0	3,7	Key stakeholder
RERA	Turistička zajednica Općine Bol			3	5	3	0	3	0	3,7	Key stakeholder
RERA	Turistička zajednica Stari Grad			3	5	3	0	3	0	3,7	Key stakeholder
ZADRA NOVA	Zadarska županija			3	5	3	0	3	0	3,7	Key stakeholder
COMUNE DI RAVENNA	Azienda Promozione Turismo			3	5	3	0	3	0	3,7	Key stakeholder
RERA	Turistička zajednica Kvarnera			3	5	3	0	3	0	3,7	Key stakeholder
RERA	Turistička zajednica Grada Crkvenice			3	5	3	0	3	0	3,7	Key stakeholder
COMUNE DI RAVENNA	Marche Region - Fishery department			3	5	3	0	3	0	3,7	Key stakeholder
COMUNE DI RAVENNA	Marche Region - Tourism department			3	5	3	0	3	0	3,7	Key stakeholder
COMUNE DI RAVENNA	Regione Marche - Servizio Tutela, Assetto e Gestione del Territorio			3	5	3	0	3	0	3,7	Key stakeholder
SUNCE	Carovigno Municipality			5	3	3	0	5	0	3,6	Key stakeholder
RERA	Grad Vis			5	3	3	0	5	0	3,6	Key stakeholder
RERA	Grad Krk			5	3	3	0	5	0	3,6	Key stakeholder
COMUNE DI RAVENNA	Pro Loco Marina di Ravenna			5	3	3	0	5	0	3,6	Key stakeholder
COMUNE DI RAVENNA	Comune di Cesenatico - Ufficio IAT			5	3	3	0	5	0	3,6	Key stakeholder
COMUNE DI RAVENNA	Comune di Cesenatico Tourism and Sport service			5	3	3	0	5	0	3,6	Key stakeholder
COMUNE DI RAVENNA	Autorità Portuale			5	3	3	0	1	0	3,5	Key stakeholder
RERA	Turistička zajednica Grada Novi Vinodolski			1	5	3	0	3	0	3,5	Key stakeholder
SUNCE	Nautical center Komiza			3	5	1	0	5	0	3,4	Key stakeholder
COMUNE DI RAVENNA	ASSAM - Agency for agro-food sector services of the Marche region			3	5	1	0	5	0	3,4	Key stakeholder
RERA	Grad Hvar			3	3	3	0	5	0	3,4	Key stakeholder
SUNCE	Brindisi Municipality			3	3	3	0	5	0	3,4	Key stakeholder
RERA	Grad Šplit			3	3	3	0	5	0	3,4	Key stakeholder
COMUNE DI RAVENNA	Comune di Cesena IAT Office			3	3	3	0	5	0	3,4	Key stakeholder
COMUNE DI RAVENNA	Comune di Rimini IAT Office			3	3	3	0	5	0	3,4	Key stakeholder
COMUNE DI RAVENNA	Comune di Forlì IAT Office			3	3	3	0	5	0	3,4	Key stakeholder
RERA	Savez za športski ribolov na moru PGŽ			3	3	5	0	1	0	3,3	Key stakeholder
COMUNE DI RAVENNA	Port Authority of the Central Adriatic Sea			3	5	3	0	1	0	3,3	Key stakeholder
SUNCE	Pugliapromozione			5	3	3	0	3	0	3,2	Key stakeholder
SUNCE	AGRRA			5	3	3	0	3	0	3,2	Key stakeholder
ZADRA NOVA	Ministry of Environmental Protection and Energy			1	5	3	0	1	0	3,1	Key stakeholder
RERA	Ministry of agriculture RH-Directorate of Fisheries			1	5	3	0	1	0	3,1	Key stakeholder
SUNCE	VALORISATION OF THE TERRITORY			3	3	3	0	3	0	3	Key stakeholder
RERA	Split Dalmatia County-department for Agriculture and Fishery			3	3	3	0	3	0	3	Key stakeholder
SUNCE	Administration Department for Maritime Affairs and Tourism			3	3	3	0	3	0	3	Key stakeholder
SUNCE	Tourist board Split Dalmatia County			3	3	3	0	3	0	3	Key stakeholder
RERA	Savez za športski ribolov na moru ŠDŽ			3	3	3	0	3	0	3	Key stakeholder
SUNCE	TZ Zadar			3	3	3	0	3	0	3	Key stakeholder
COMUNE DI RAVENNA	FLAG GAC Marche Sud			3	5	1	0	3	0	3	Key stakeholder
COMUNE DI RAVENNA	Camera di Commercio			5	3	1	0	5	0	2,9	Key stakeholder
COMUNE DI RAVENNA	Confartigianato			5	3	1	0	5	0	2,9	Key stakeholder
COMUNE DI RAVENNA	Confcommercio			5	3	1	0	5	0	2,9	Key stakeholder
COMUNE DI RAVENNA	Confesercenti			5	3	1	0	5	0	2,9	Key stakeholder
COMUNE DI RAVENNA	CNA - Confederazione Nazionale dell'Artigianato e della piccola impresa			5	3	1	0	5	0	2,9	Key stakeholder
SUNCE	Unioncamere			1	5	1	0	3	0	2,8	Key stakeholder

NERA	Hrvatski ronilački savez		1	5		1		0	3	0	2,8
COMUNE DI RAVENNA	FLAG GAC Marche Nord		1	5		1		0	3	0	2,8
COMUNE DI RAVENNA	Istituto zooprofilattico Sperimentale dell'Abruzzo e del Molise "G. Caporale"		1	5		1		0	3	0	2,8
COMUNE DI RAVENNA	Agenzia Regionale per la Ricerca e l'Innovazione nel Turismo, Università		1	5		1		0	3	0	2,8
NERA	Entrepreneurship and Rural Development		1	3		3		0	3	0	2,8
SUNCE	TZ Dugi Otok		5	3		3		0	1	0	2,8
COMUNE DI RAVENNA	Capitaneria di porto		5	3		3		0	1	0	2,8
SUNCE	Capitaneria di Porto Brindisi		5	3		3		0	1	0	2,8
SUNCE	Consorzio Asci Brindisi		3	3		1		0	5	0	2,7
ZADRA NOVA	Colan Grad - Pag		3	3		3		0	1	0	2,6
NERA	Udruženje obrtnika grada Crkvenice i Vinodolske općine- sekcija ribara		5	3		0		0	5	0	2,55
SUNCE	TZ Pag		3	1		3		0	3	0	2,3
NERA	Hrvatska gospodarska komora Split		3	3		1		0	3	0	2,3
NERA	Grad Komiza		5	1		1		0	5	0	2,2
ZADRA NOVA	Artes		1	0		3		0	5	0	2,15
ZADRA NOVA	Capitaneria di Porto di Monfalcone		1	0		3		0	5	0	2,15
NERA	Grad Crkvenica		3	1		1		0	5	0	2
NERA	Grad Novi Vinodolski		3	1		1		0	5	0	2
NERA	Županijska lučka uprava Crkvenica		3	1		1		0	5	0	2
ZADRA NOVA	ARPA FVG		3	0		3		0	3	0	1,95
ZADRA NOVA	ARPA Marche		3	0		3		0	3	0	1,95
NERA	Obrotnička komora Splitsko-dalmatinske županije		3	3		1		0	1	0	1,9
NERA	Obrotnička komora PGŽ		3	3		1		0	1	0	1,9
NERA	Park prirode Učka		3	1		3		0	1	0	1,9
NERA	Županijska lučka uprava Novi Vinodolski		1	1		1		0	5	0	1,8
NERA	Turistička zajednica Istarske županije		1	0		3		0	3	0	1,75
NERA	National Park Komati		5	0		3		0	1	0	1,75
NERA	National Park Bišani		1	1		3		0	1	0	1,7
NERA	National Park Milet		3	0		3		0	1	0	1,55
NERA	Grad Siberik		1	0		1		0	5	0	1,45
NERA	Grad Puča		1	0		1		0	5	0	1,45
ZADRA NOVA	Capitaneria di Porto Trieste		1	0		1		0	5	0	1,45
ZADRA NOVA	Camera di commercio, industria, artigianato e agricoltura Venezia Giulia		1	0		1		0	3	0	1,05
ZADRA NOVA	Regione Friuli-Venezia Giulia		1	0		1		0	3	0	1,05
ZADRA NOVA	Ministry of Defense		1	1		1		0	1	0	1

SMEs

FOCAL POINT	Entity	Blue Economy sector covered	Contact person	Contact person email	Geographic relevance	Thematic relevance	Stakeholders' mission with the project	Relevance for local policies	Former experience	RESULTS		
ZADRA NOVA	Zadar SUB	Diving/Other services linked to blue economy			3	5	5	5	0	0	4,6	Key stakeholder
COMUNE DI RAVENNA	Associazione Paguro	Diving			5	5	5	3	0	0	4,6	Key stakeholder
COMUNE DI RAVENNA	Legambiente Italiana	Other services linked to blue economy			3	5	5	5	0	0	4,6	Key stakeholder
SUNCE	Centre for underwater research NAVALIS	Other services linked to blue economy			1	3	5	5	0	0	3,9	Key stakeholder
COMUNE DI RAVENNA	Museo Attività Subacquee	Diving			5	5	3	3	0	0	5,0	Key stakeholder
ZADRA NOVA	Škola ronjenja "BOŽAVA"	Diving			5	5	5	3	0	0	3,85	Key stakeholder
ZADRA NOVA	Fishermans cooperative Omega 3	Fishing			5	5	5	3	0	0	4,45	Key stakeholder
COMUNE DI RAVENNA	Easydive	Diving			5	5	5	3	0	0	3,85	Key stakeholder
SUNCE	FLAG Istarski Švaj	Fishing/Acquaculture			3	3	5	3	0	0	3,7	Key stakeholder
SUNCE	Pelagos	Acquaculture			3	3	5	3	0	0	3,7	Key stakeholder
RERA	LAGUR/FLAG Brač	Fishing/Acquaculture			3	3	5	3	0	0	3,7	Key stakeholder
SUNCE	Bio Zadar	Other services linked to blue economy			3	3	5	3	0	0	3,7	Key stakeholder
ZADRA NOVA	Fishermans cooperative Zadar	Fishing			3	5	5	3	0	0	3,85	Key stakeholder
ZADRA NOVA	Scuba Centar Pag	Diving			3	5	5	3	0	0	3,85	Key stakeholder
COMUNE DI RAVENNA	FIPAS Regione Marche	Other services linked to blue economy			3	5	5	3	0	0	3,85	Key stakeholder
COMUNE DI RAVENNA	Assonautica	Other services linked to blue economy			3	5	5	3	0	0	3,85	Key stakeholder
COMUNE DI RAVENNA	Ravenna Incoming	Other services linked to blue economy			5	3	3	5	0	0	3,6	Key stakeholder
COMUNE DI RAVENNA	Cooperativa spiagge Ravenna	Other services linked to blue economy			5	5	3	1	0	0	3,5	Key stakeholder
COMUNE DI RAVENNA	Marina Flower	Other services linked to blue economy			5	5	3	1	0	0	3,5	Key stakeholder
SUNCE	Federpesca Puglia	Fishing/Acquaculture			1	5	3	3	0	0	3,5	Key stakeholder
COMUNE DI RAVENNA	Acqua Blu Sub	Diving			5	5	5	1	0	0	3,45	Key stakeholder
COMUNE DI RAVENNA	Anyway sport shop	Diving			5	5	5	1	0	0	3,45	Key stakeholder
COMUNE DI RAVENNA	G.S. Sub Delphinus	Diving			5	5	5	1	0	0	3,45	Key stakeholder
COMUNE DI RAVENNA	Circolo Subacqueo Ravennate	Diving			5	5	5	1	0	0	3,45	Key stakeholder
COMUNE DI RAVENNA	Ravenna Sub	Diving			5	5	5	1	0	0	3,45	Key stakeholder
COMUNE DI RAVENNA	A.S.D. Comorino Sub Forlì	Diving			5	5	5	1	0	0	3,45	Key stakeholder
COMUNE DI RAVENNA	Centro Sub Monte Conero	Diving			5	5	5	1	0	0	3,45	Key stakeholder
COMUNE DI RAVENNA	Blue & Deep	Diving			5	5	5	1	0	0	3,45	Key stakeholder
SUNCE	Udruga za zaštitu mora HIPROCAMPUS	Other services linked to blue economy			3	3	3	5	0	0	3,4	Key stakeholder
RERA	Big Blue diving center	Diving			3	3	5	1	0	0	3,3	Key stakeholder
ZADRA NOVA	Feral Tours	Other services linked to blue economy			3	5	5	1	0	0	3,35	
ZADRA NOVA	Kali Tuna	Fishing			3	5	5	1	0	0	3,35	
ZADRA NOVA	Foka Diving Center	Diving			3	5	5	1	0	0	3,35	
ZADRA NOVA	ADRIATIC CHARTER	Other services linked to blue economy			3	5	5	1	0	0	3,35	
ZADRA NOVA	MARINA ZADAR CHARTER	Other services linked to blue economy			3	5	5	1	0	0	3,35	
ZADRA NOVA	Sunkist Charter	Other services linked to blue economy			3	1	5	1	0	0	3,25	
ZADRA NOVA	ASTA YACHTING stars	Other services linked to blue economy			3	5	5	1	0	0	3,25	
ZADRA NOVA	D-Marin Marina Dalmacija	Other services linked to blue economy			3	5	3	3	0	0	3,25	
COMUNE DI RAVENNA	RED'S - Swimming & Diving Shop di Tabanelli Massimo	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	Mareshop	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	Dive Planet	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	Sub Rimini "Gian Neri"	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	A.S.D. Sub Nautilus	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	G.S. Cesena Blu	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	Sub Altitude Cesena	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	Centro Immersioni Cesena	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	A.S.D. Nemo Diving	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	Komarov Sub Ancona	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	Ara Sub Civitanova	Diving			3	5	5	1	0	0	3,25	
COMUNE DI RAVENNA	ARCI PESCA FISA	Other services linked to blue economy			3	5	3	3	0	0	3,25	
COMUNE DI RAVENNA	ENAL PESCA REGIONE MARCHE	Other services linked to blue economy			3	5	3	3	0	0	3,25	
COMUNE DI RAVENNA	Legacoop Marche	Other services linked to blue economy			3	5	1	5	0	0	3,25	
SUNCE	FLAG Tunera	Fishing/Acquaculture			5	3	3	3	0	0	3,2	
RERA	FLAG Šteti	Fishing/Acquaculture			1	3	3	3	0	0	3,1	
SUNCE	EMMA	Fishing/Acquaculture			1	3	1	3	0	0	3,1	
SUNCE	Nucleo Sub Molfetta	Diving			1	3	5	1	0	0	3,1	
COMUNE DI RAVENNA	Elios sub	Diving			1	5	5	1	0	0	3,05	
COMUNE DI RAVENNA	Dive Store Riccione	Diving			1	5	5	1	0	0	3,05	
COMUNE DI RAVENNA	FEDERPECCA Marche	Other services linked to blue economy			1	5	3	3	0	0	3,05	
SUNCE	FLAG Tramuntana	Fishing/Acquaculture			3	3	3	3	0	0	3	
SUNCE	FLAG Alba	Fishing/Acquaculture			3	3	3	3	0	0	3	
SUNCE	FLAG Gallo	Fishing/Acquaculture			3	3	3	3	0	0	3	
SUNCE	FLAG Istria Istria	Fishing/Acquaculture			3	3	3	3	0	0	3	
SUNCE	FLAG Rioslovi mora	Fishing/Acquaculture			3	3	3	3	0	0	3	
SUNCE	FLAG Tri mora	Fishing/Acquaculture			3	3	3	3	0	0	3	
SUNCE	FLAG Vela vrata	Fishing/Acquaculture			3	3	3	3	0	0	3	
SUNCE	Centre for Underwater archeology	Diving			3	3	3	3	0	0	3	
ZADRA NOVA	Marina Zadar Tankercomerc	Other services linked to blue economy			3	5	3	3	0	0	2,85	
ZADRA NOVA	Mardesić	Other services linked to blue economy			3	5	3	1	0	0	2,85	
ZADRA NOVA	Dalmacija ribolov d.o.o.	Fishing			3	5	3	1	0	0	2,85	
ZADRA NOVA	Milov d.o.o.	Fishing/Other services linked to blue economy			1	5	1	3	0	0	2,8	
SUNCE	FLAG Brač	Fishing/Acquaculture			1	3	3	3	0	0	2,8	
SUNCE	FLAG Loštara	Fishing/Acquaculture			1	3	3	3	0	0	2,8	
COMUNE DI RAVENNA	Marinara	Other services linked to blue economy			5	5	1	1	0	0	2,8	
COMUNE DI RAVENNA	La Romagna	Other services linked to blue economy			5	5	1	1	0	0	2,8	
COMUNE DI RAVENNA	Motobarca Elisa	Other services linked to blue economy			5	3	3	1	0	0	2,8	
COMUNE DI RAVENNA	Pro Loco Marina di Ravenna	Other services linked to blue economy			5	3	3	1	0	0	2,8	
COMUNE DI RAVENNA	Ordine della Casa Matha	Other services linked to blue economy			5	3	3	1	0	0	2,8	
SUNCE	Manta Diving Center	Diving			5	1	5	1	0	0	2,8	
SUNCE	FLAG Južni Jadran	Fishing/Acquaculture			1	3	3	3	0	0	2,8	
SUNCE	FLAG Pina nobilis	Fishing/Acquaculture			1	3	3	3	0	0	2,8	
SUNCE	BOA Gialla	Diving			1	3	3	3	0	0	2,8	
SUNCE	Slow food	Other services linked to blue economy			1	3	3	3	0	0	2,8	
SUNCE	Legambiente Puglia	Other services linked to blue economy			1	3	3	3	0	0	2,8	
RERA	Manta Diving Center	Diving			5	1	5	1	0	0	2,8	
RERA	Diving Center B-24	Diving			5	1	5	1	0	0	2,8	
RERA	ISSA Diving Center	Diving			5	1	5	1	0	0	2,8	
RERA	Ar-Ma diving center	Diving			5	1	5	1	0	0	2,8	
RERA	Nautiku center Liburnija d.o.o.	Other services linked to blue economy			5	3	3	1	0	0	2,8	
RERA	Diving center Neptun	Diving			5	1	5	1	0	0	2,8	

RERA	Ronilacki centar Modruj	Other services linked to blue economy	5	1	5	1	0	0	2,8
RERA	Diving center Mihurić	Diving	5	1	5	1	0	0	2,8
RERA	Dive side	Diving	5	1	5	1	0	0	2,8
SUNCE	Diving centre Ugljan	Diving	5	1	5	1	0	0	2,8
RERA	Squatina diving	Diving	5	1	5	1	0	0	2,8
RERA	Alternatura	Diving	5	1	5	1	0	0	2,8
COMUNE DI RAVENNA	Lega Coop agroalimentare	Other services linked to blue economy	3	3	1	5	0	0	2,7
SUNCE	CROMARIS	Fishing/Acquaculture	3	3	1	5	0	0	2,7
SUNCE	KALI TUNA	Fishing/Acquaculture	3	3	1	5	0	0	2,7
SUNCE	Foka diving center	Diving	3	1	5	1	0	0	2,6
RERA	Diving center Dolphin	Diving	3	1	5	1	0	0	2,6
RERA	Diving center Viking	Diving	3	1	5	1	0	0	2,6
RERA	Diving center Dauik	Diving	3	1	5	1	0	0	2,6
RERA	Klub podvodnih aktivnosti Adria	Other services linked to blue economy	3	1	5	1	0	0	2,6
RERA	Calliope scuba diving	Diving	3	1	5	1	0	0	2,6
RERA	Scuba Diving School	Diving	3	1	5	1	0	0	2,6
RERA	Podvodno Istraživački Klub "Mornar" Split	Diving/Other services linked to blue economy	3	1	5	1	0	0	2,6
RERA	Ronilacki klub Zenta	Diving/Other services linked to blue economy	3	1	5	1	0	0	2,6
RERA	Ronilacki klub Špinut	Diving	3	1	5	1	0	0	2,6
RERA	Klub podvodnih djelatnosti Kostrena	Diving	3	1	5	1	0	0	2,6
RERA	Diving center Kostrena	Diving	3	1	5	1	0	0	2,6
SUNCE	Drauik Milna	Diving	3	1	5	1	0	0	2,6
SUNCE	Rostrum diving club	Diving	3	1	5	1	0	0	2,6
SUNCE	Tragor Diving Center	Diving	3	1	5	1	0	0	2,6
SUNCE	Diving centre Resnik	Diving	3	1	5	1	0	0	2,6
SUNCE	Diving club SV ROKO	Diving	3	1	5	1	0	0	2,6
SUNCE	Diving center ZLATNA LUKA	Diving	3	1	5	1	0	0	2,6
SUNCE	Kornati Diver	Diving	3	1	5	1	0	0	2,6
RERA	Klub podvodnih aktivnosti "3.Maj"	Diving	3	1	5	1	0	0	2,6
RERA	Ronilacki centar Marco Polo	Diving	3	1	5	1	0	0	2,6
SUNCE	M2 Diving Center	Diving	3	1	5	1	0	0	2,6
SUNCE	Diving center FOKA	Diving	3	1	5	1	0	0	2,6
SUNCE	Dolphin divers	Diving	3	1	5	1	0	0	2,6
SUNCE	Diving Center Pongo	Diving	3	1	5	1	0	0	2,6
ZADRA NOVA	Pelagos net farma d.o.o. Vrgada	Fishing/Acquaculture	3	3	5	1	0	0	2,55
ZADRA NOVA	Marikultura Pag	Fishing/Acquaculture	3	3	5	1	0	0	2,55
COMUNE DI RAVENNA	FAI-CISL Marche	Other services linked to blue economy	3	3	3	3	0	0	2,55
COMUNE DI RAVENNA	Società Gestione Campeggi	Other services linked to blue economy	5	3	1	3	0	0	2,5
RERA	Nautički centar Komiza d.o.o.	Other services linked to blue economy	5	3	1	3	0	0	2,5
RERA	Moana Sub	Diving	1	1	5	1	0	0	2,4
RERA	Diving center Ruskamen	Diving	1	1	5	1	0	0	2,4
SUNCE	Gogo Diving Center	Diving	1	1	5	1	0	0	2,4
SUNCE	Comitica - Associazione balneari	Other services linked to blue economy	1	1	5	1	0	0	2,4
SUNCE	Reise Nach Apulien	Other services linked to blue economy	1	3	3	1	0	0	2,4
SUNCE	Eridano	Other services linked to blue economy	1	5	1	1	0	0	2,4
RERA	CENTAR ZA PODVODNE AKTIVNOSTI	Other services linked to blue economy	1	3	3	3	0	0	2,35
RERA	RC Meduza	Other services linked to blue economy	1	3	5	1	0	0	2,35
ZADRA NOVA	JADRAN TUNA d.o.o.	Fishing/Acquaculture	5	3	3	1	0	0	2,35
ZADRA NOVA	LEGAMBIENTE	Other services linked to blue economy	1	0	5	0	0	0	2,1
ZADRA NOVA	Marine Protected Area - Miramare	Other services linked to blue economy	1	0	5	0	0	0	2,1
ZADRA NOVA	ONG GRECAPAC	Other services linked to blue economy	1	0	5	5	0	0	2,1
ZADRA NOVA	ONG LEGA AMBIENTE	Other services linked to blue economy	1	0	5	5	0	0	2,1
RERA	Aquarium Pala	Other services linked to blue economy	1	3	1	3	0	0	2,1
RERA	Ribarska zadruga Komiza	Fishing	5	3	1	1	0	0	2,1
RERA	Blue Cave Tourist Agency	Other services linked to blue economy	5	1	3	1	0	0	2,1
RERA	Srebrna Tours	Other services linked to blue economy	5	1	3	1	0	0	2,1
RERA	Nautički centar Hvar d.o.o. za usluge u nautičkom turizmu i ostale lučke usluge	Other services linked to blue economy	3	3	1	1	0	0	1,9
RERA	Dive City	Diving	3	1	3	1	0	0	1,9
RERA	Marinero Tours d.o.o.	Other services linked to blue economy	3	1	3	1	0	0	1,9
RERA	Omnivia Tourist Agency	Other services linked to blue economy	3	1	3	3	0	0	1,85
ZADRA NOVA	MAREVIVO - Delegazione Friuli Venezia Giulia Ambientalista	Other services linked to blue economy	1	0	5	3	0	0	1,7
ZADRA NOVA	Ocean s.r.l.	Other services linked to blue economy	1	0	5	3	0	0	1,7
ZADRA NOVA	ONG MARE AMICO	Other services linked to blue economy	1	0	5	3	0	0	1,7
ZADRA NOVA	ONG WWF ITALIA	Other services linked to blue economy	1	0	3	5	0	0	1,7
SUNCE	Carbun	Other services linked to blue economy	1	3	1	1	0	0	1,7
SUNCE	L'eremo degli ulivi	Other services linked to blue economy	1	3	1	3	0	0	1,7
SUNCE	Grotta Miranda	Other services linked to blue economy	1	3	1	1	0	0	1,7
SUNCE	Thalassa coop	Other services linked to blue economy	1	3	1	1	0	0	1,7
SUNCE	Passi di Puglia	Other services linked to blue economy	1	3	1	1	0	0	1,7
SUNCE	Vacanze in Puglia	Other services linked to blue economy	1	3	1	1	0	0	1,7
SUNCE	Torre Guaceto resort	Other services linked to blue economy	1	3	1	1	0	0	1,7
SUNCE	Centro acquatico nord Salento	Other services linked to blue economy	1	3	1	1	0	0	1,7
SUNCE	Novigradska Dagnja	Aquaculture	1	3	1	1	0	0	1,7
RERA	F-Tours International	Other services linked to blue economy	3	1	1	3	0	0	1,6
ZADRA NOVA	Adriatic	Other services linked to blue economy	3	1	0	5	0	0	1,5
RERA	DIVING CENTER ŠIBENIK	Diving/Other services linked to blue economy	3	0	5	1	0	0	1,5
COMUNE DI RAVENNA	Manifattura dei Marinati	Aquaculture	5	1	1	1	0	0	1,4
RERA	Dodoro dive center	Diving	5	1	1	1	0	0	1,4
RERA	SRK Komiza	Fishing	5	1	1	1	0	0	1,4
RERA	Darčić & Darčić	Other services linked to blue economy	5	1	1	1	0	0	1,4
ZADRA NOVA	AGCI FVG	Other services linked to blue economy	1	0	3	3	0	0	1,3
ZADRA NOVA	ONG MAREVIVO	Other services linked to blue economy	1	0	3	3	0	0	1,3
ZADRA NOVA	D.P. Bivalvia Veneto S.C.	Fishing/Acquaculture	1	0	3	3	0	0	1,3
ZADRA NOVA	Shoreline	Other services linked to blue economy	1	0	3	1	0	0	1,3
RERA	Spatatum D.M.C. d.o.o. turistička agencija	Other services linked to blue economy	3	1	1	1	0	0	1,2
RERA	Helle Travel Agency	Other services linked to blue economy	3	1	1	1	0	0	1,2
RERA	Crikvenica Tourist	Other services linked to blue economy	3	1	1	1	0	0	1,2
RERA	Veta-Trade d.o.o.	Other services linked to blue economy	3	1	1	1	0	0	1,2
RERA	Aquarium Crikvenica	Other services linked to blue economy	3	1	1	1	0	0	1,2
SUNCE	Roniti se mora	Diving/Other services linked to blue economy	1	1	1	1	0	0	1
ZADRA NOVA	CoGrMo Monfalcone	Other services linked to blue economy	1	0	3	1	0	0	0,9
ZADRA NOVA	COGLIMAR	Aquaculture	1	0	3	1	0	0	0,9
ZADRA NOVA	Consorzio Mediterraneo s.c.a.r.l.	Other services linked to blue economy	1	0	3	1	0	0	0,9
ZADRA NOVA	Cooperativa Lisert	Fishing	1	0	3	1	0	0	0,9
ZADRA NOVA	Cooperativa pescatori Grado	Fishing	1	0	3	1	0	0	0,9
ZADRA NOVA	Cooperativa pescatori San Vito	Fishing	1	0	3	1	0	0	0,9
ZADRA NOVA	Ribarska zadruga Istra	Fishing/Other services linked to blue economy	1	0	3	1	0	0	0,9
ZADRA NOVA	Thetis SpA	Other services linked to blue economy	1	0	3	1	0	0	0,9
ZADRA NOVA	AMA	Other services linked to blue economy	1	0	3	1	0	0	0,9
ZADRA NOVA	ALMAR	Other services linked to blue economy	1	0	3	1	0	0	0,9
COMUNE DI RAVENNA	Associazione "Comitato per la casa dei pesci"	Other services linked to blue economy	1	1	1	1	0	0	0,85
ZADRA NOVA	LegacoopFVG	Other services linked to blue economy	1	0	1	1	0	0	0,5

RESEARCH BODIES

FOCAL POINT	ENTITY	Contact person	Contact person email	Geographic relevance	Thematic relevance	Stakeholders' mission with the p	Company dimension and potential economic impact	Relevance for local policies	Former experience	RESULTS	
RERA	Hrvatski hidrografski institut			3	5	5	0	0	5	4,8	Key stakeholder
SUNCE	Faculty of Electrical Engineering			3	5	5	0	0	5	4,8	Key stakeholder
SUNCE	University of Zadar, Department of Echology, Agronomy and Aquaculture			3	5	5	0	0	3	4,4	Key stakeholder
SUNCE	University of Zadar, Department of Echology, Agronomy and Aquaculture			3	5	5	0	0	3	4,4	Key stakeholder
SUNCE	University of Zadar, Department of Echology, Agronomy and Aquaculture			3	5	5	0	0	3	4,4	Key stakeholder
ZADRA NOVA	Blue world institute of marine research and conservation			5	3	5	0	0	5	4,3	Key stakeholder
COMUNE DI RAVENNA	Fondazione Martei			3	3	5	0	0	5	4,1	Key stakeholder
SUNCE	2000 Leagues Marine Explorers Society			3	3	5	0	0	5	4,1	Key stakeholder
RERA	Sveučilište u Splitu, Pomorski fakultet			3	3	5	0	0	5	4,1	Key stakeholder
RERA	Institut za oceanografiju i ribarstvo			3	3	5	0	0	5	4,1	Key stakeholder
RERA	Sveučilište u Splitu, Odjel za studije mora			3	3	5	0	0	5	4,1	Key stakeholder
RERA	Sveučilište u Rijeci, Fakultet za menedžment u turizmu i ugostiteljstvu			3	3	5	0	0	5	4,1	Key stakeholder
SUNCE	University of Split, University Department of Marine Studies			3	3	5	0	0	5	4,1	Key stakeholder
SUNCE	University of Bari - Biology Departement			3	3	5	0	0	5	4,1	Key stakeholder
SUNCE	University of Bari - GeoScience Departement			3	3	5	0	0	5	4,1	Key stakeholder
ZADRA NOVA	Energy Institute Hrvoje Požar			3	5	3	0	0	5	4,1	Key stakeholder
ZADRA NOVA	Institute for Oceanography and Fisheries			3	5	5	0	0	5	4,05	Key stakeholder
ZADRA NOVA	Institute for Marine and Coastal Research			3	5	5	0	0	5	4,05	Key stakeholder
COMUNE DI RAVENNA	CISP			3	5	5	0	0	1	4	Key stakeholder
COMUNE DI RAVENNA	University of Ravenna (Scienze Ambientali)			5	5	3	0	0	3	3,9	Key stakeholder
SUNCE	University of Salento - Department of Biological and Environmental Science			1	3	5	0	0	5	3,9	Key stakeholder
ZADRA NOVA	WWF ADRIA			1	3	5	0	0	3	3,5	Key stakeholder
SUNCE	Eko Zadar			3	3	3	0	0	5	3,4	Key stakeholder
RERA	Sveučilište u Splitu, Ekonomski fakultet			3	3	3	0	0	5	3,4	Key stakeholder
SUNCE	Centre for underwater research NAVALIS			3	3	5	0	0	1	3,3	
SUNCE	Aurelia			5	3	3	0	0	3	3,2	
COMUNE DI RAVENNA	ENI S.p.A.			5	3	3	0	0	5	3,15	
COMUNE DI RAVENNA	University of Bologna / Cesenatico – Economics of tourism			3	3	3	0	0	5	2,95	
COMUNE DI RAVENNA	Università Politecnica delle Marche / Second Level degree in Marine Biology and Ecology			3	3	3	0	0	5	2,95	
COMUNE DI RAVENNA	Cestha			5	5	5	0	0	3	2,85	
RERA	PMF - Biologija			1	0	5	0	0	5	2,85	
SUNCE	University of Salento - Department of Economic Science			1	3	1	0	0	5	2,5	
COMUNE DI RAVENNA	University of Camerino - Veterinary Science Centre - School of Bio-sciences and Veterinary Medicine			1	3	1	0	0	5	2,5	
RERA	University of Pula - Economy of Tourism			1	0	3	0	0	5	2,15	
RERA	Institute for Tourism			1	0	3	0	0	5	2,15	
RERA	Department of Fisheries, Apiculture, Wildlife management and special Zoology			1	0	3	0	0	5	2,15	
RERA	Institute for Tourism			1	3	1	0	0	3	2,1	
COMUNE DI RAVENNA	and fish production hygiene			5	1	1	0	0	5	2,05	
ZADRA NOVA	Università degli Studi di Padova, Dipartimento di Biologia			1	0	3	0	0	5	1,7	
ZADRA NOVA	Rete LTER-Italia			1	0	3	0	0	5	1,7	
ZADRA NOVA	ISPRA STS Chioggia			1	0	3	0	0	5	1,7	
ZADRA NOVA	Università degli Studi di Trieste, Dipartimento di Scienze della Vita			1	0	3	0	0	5	1,7	
ZADRA NOVA	CNR-ISMAR Venezia			1	0	3	0	0	5	1,7	
COMUNE DI RAVENNA	University of Bologna - First cycle degree/bachelor in environmental engineering			1	1	1	0	0	5	1,65	

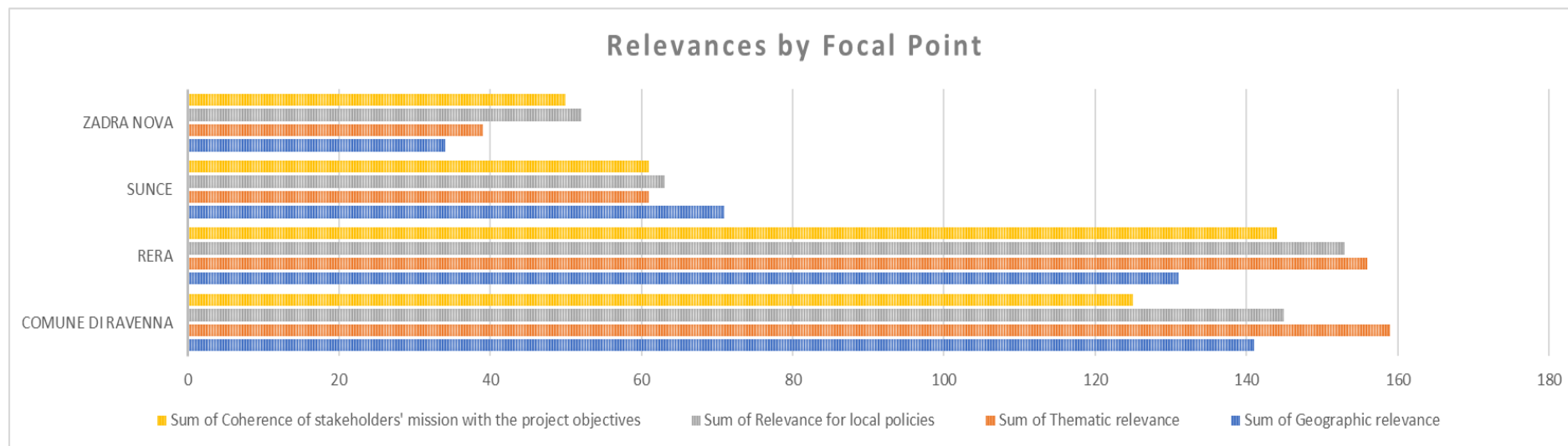
WP 3_Act. 3.5 Stakeholders analysis

Deliverables 3.5.1/3.5.3

ANNEX N. 4

COMPARATIVE TABLES

Public authorities

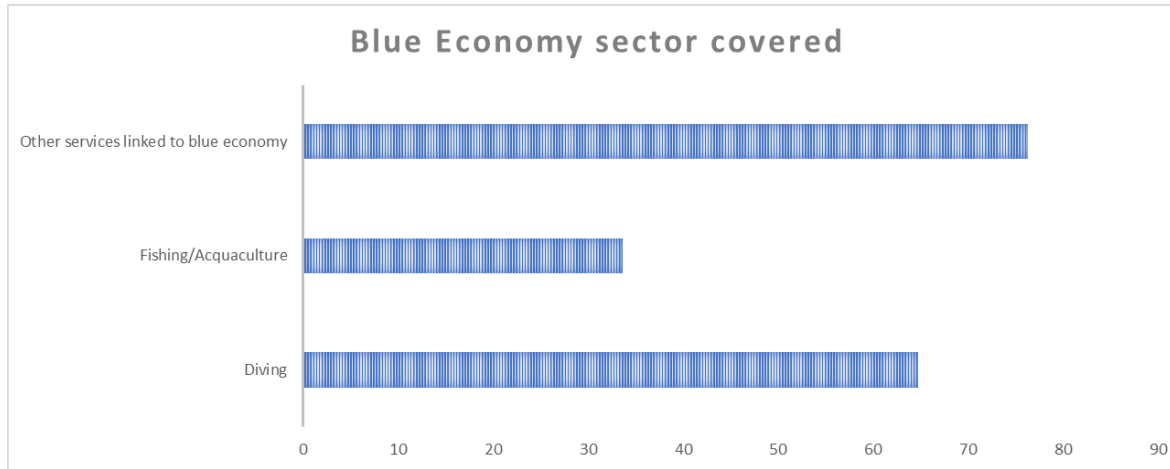


The table shows the sum of the points collected in the 4 relevance categories from each Focal Point. Data show a good balance of the four criteria.

Focal Points Rera and Comune di Ravenna found a list of stakeholders with a very high weight in terms of thematic relevance, Sunce's list centred mainly on geographic relevance, while for Focal Point Zadra Nova the coherence of the mission is predominant.

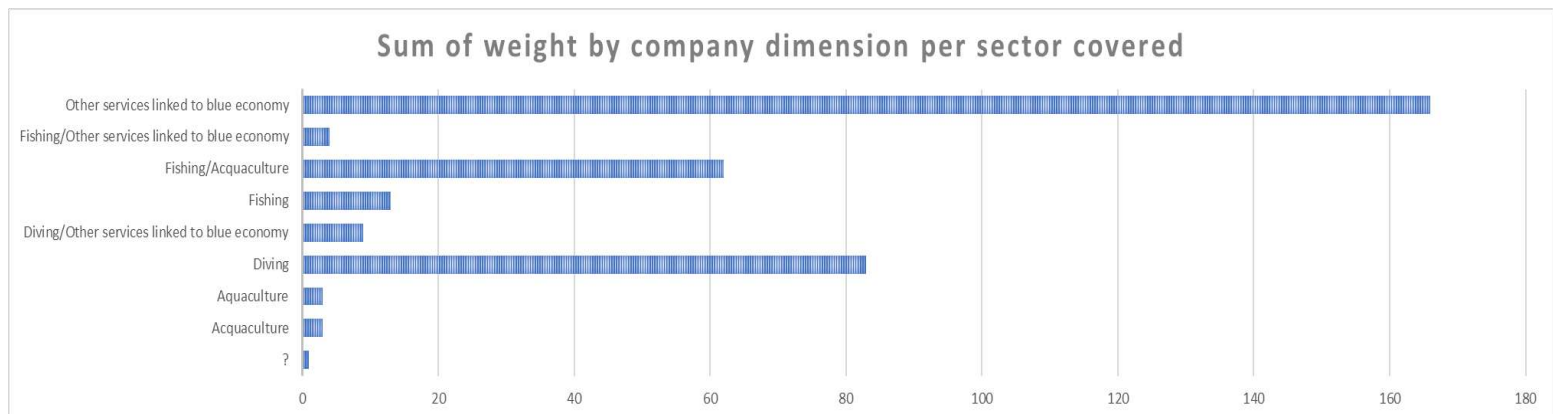
In general, there is a good focus on bodies having high relevance for local policies and the coherence of their mission with the project objectives is in line with the expectations.

SMEs

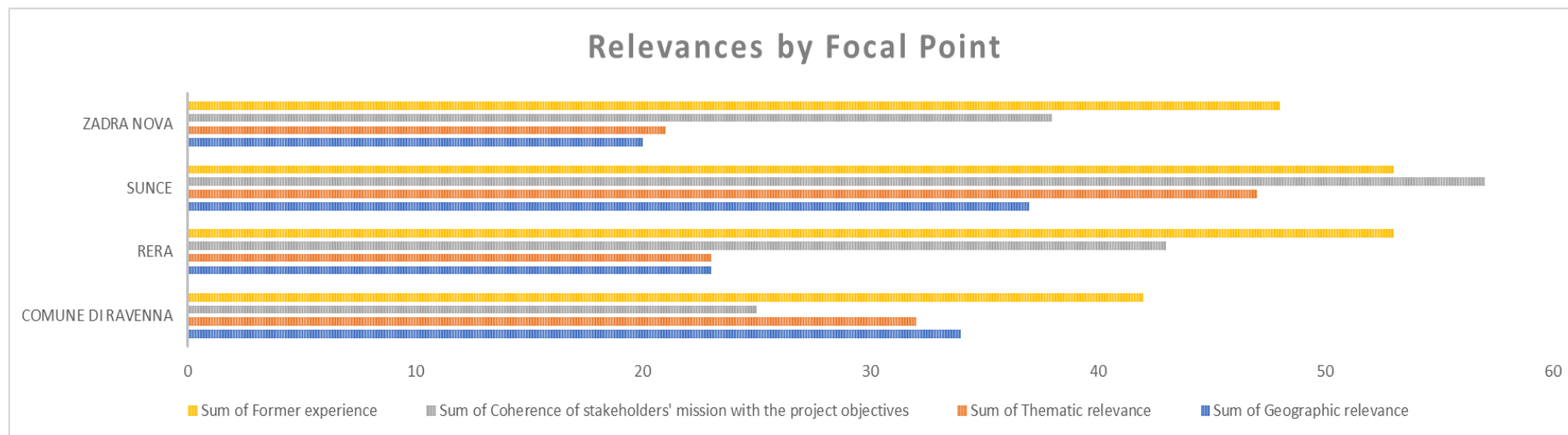


The matrix concerning SMEs is particularly interesting to be analysed. The table below shows the business sector in which the stakeholders are mainly employed: diving is the most recurring sector, followed by fishing and aquaculture.

Also, data show that analysed companies are mainly micro or small enterprises



Research



The table shows the sum of the points collected in the 4 relevance categories from each Focal Point. Data show there is a good focus on bodies having a long former experience and whose mission is very in line and coherent with the project objectives