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Priority Axis 1: Promoting Mediterranean innovation capacities to develop smart and sustainable growth

PI 1.b

1.1 To increase transnational activity of innovative clusters and networks of key sectors of the MED area

iBLUE

Investing in sustainable blue growth and competitiveness through 3-Pillar Business Model (3-PBM)

Project No. 830

**COLLECTION OF BEST PRACTICES ABOUT YACHTING
- *REPORT* -**

WP/ACT related to the Deliverable: WP3/ACT3.3

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EXECUTIVE SUMMARY

The main objective of this report is to present best practices cases per country in yachting industry. The process of selecting the best practices cases started with the definition of Selection criteria for the best practices identification. The selection criteria were defined in a document *Selection criterion for the best practices identification* which pertain to this Report. Following the criteria, partners started the selection procedure that consisted of four steps: firstly, partners shortlisted potential champions by respecting selection criteria agreed with the partnership, those champions were shortlisted and assessed obeying the selection criteria and, finally, three companies were interviewed and their BMI best practices was described in terms of context, implementation and benefits.

The process of interviewing the companies was part of deliverable *L3.3.2 Data Collection about yachting in Med area* where 6 companies were interviewed in order to prepare The Case study report. The interview was the same tool for collecting information for both best practices and data collection about yachting SMEs.

As a result of this activity we have successfully identified 27 best practices cases.

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INTRODUCTION

According to the Application Form, the deliverable **Collection of best practices about yachting** (*innovation patterns and policies of BMI in yachting*) is a document that will contain collection of best practices in BMI in yachting sector of MED area. Each best practice will be described in terms of context, implementation and benefits.

Collected and catalogued best practices cases of BMI in yachting sector will be exploitable for the improvement of yachting SMEs performance during pilot actions and also beyond the project duration.

Data will be collected with the help of all partners having an in-depth knowledge of each local territory and stakeholders.

Deliverable output is Report on Best practices collection of BMI in yachting sector of Med area. It will be a supporting tool for the 3-PBM methodology, providing useful ideas for the business model reconfiguration.

Partner responsible for this deliverable is STEPRI. In order to help partners to select and identify best practices for their own countries, STEPRI developed formalized guidelines with selection criteria for best practices cases selection and identification and Partner report template with detailed instructions on how to proceed with this activity.

METHODOLOGY

The identification and selection of BMI best practices will focus on the following target group:

SMEs (as defined by the art. 2 EU recommendation 2003/361 as the category of micro, small and medium-sized enterprises (SMEs), made up of enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million, and/or an annual balance sheet total not exceeding EUR 43 million, that are producing or delivering services for recreational crafts)

from the

YACHT INDUSTRY (as defined by the Art.3, European Directive 2013/53/EU as Value chain of recreational crafts 2,5- 24 mt length (Art.3, European Directive 2013/53/EU) and recreational vessels over 24 mt length - «super-yachts»).

The process of identification and selection of BMI best practices will consist of few steps:

STEP 1 - Partners identify „potential champions” according to the criteria defined under point 3. Of this document”

STEP 2 - “Potential champions” are assessed from the economic/society/environment results and business model innovation perspectives, based on publicly available information.

STEP 3 - “Potential champions” are shortlisted

STEP 4 - Three “champion companies” interviewed and their BMI best practices will be described in terms of context, implementation and benefits.

As agreed among partners, this activity is conducted in parallel with the deliverable L3.3.2 Data collection about yachting in MED area. The semi-structured interview was the same tool for collecting information for both best practices and data collection about yachting SMEs.

Following prior described process each project partner identified, assessed, shortlisted and selected their best practice cases. Those selected cases were described in the Country report in terms of context, implementation and benefits as stipulated in the Application Form:

- **Context** (BM description, key challenges, competitors, trends)
- **BMI implementation** (Unique in your business, differences to mainstream BM, implementation stages, BM element relationships, lessons learned, future steps)
- **BMI benefits** (Competitive advantage, results)

Typology of the yachting sector

The selection of the companies followed the agreed typology of the yachting sector:

1. Manufacture:

- Ship design
- Ship building
- Ship components (motors, sails, plants, navigation instruments)
- Ship accessories (furniture, tapestry, equipment)
- Accessories for boat users (nautical clothing, various accessories)

2. Services:

- Repair, refit and maintenance
- Financial services
- Brokers
- Charters
- Other marine and nautical agencies
- Retailers of ship components
- Retailers of ship accessories (boat-oriented, user-oriented)

3. Infrastructure:

- Marinas and ports.

Project partners should have determined if the company belongs to Manufacturing/Services/Infrastructure (marinas, ports), e.g. Manufacture->ship accessories->furniture, tapestry, equipment.

As a result of semi-structured interviews partners **identified 1 company from each sector** (manufacture, service and infrastructures) as a best practice in BMI.

After conducted interviews, partners selected and identified companies and typology under yachting sector. In order to write the report PPs gave a short company description with information on main activities of the company, business achievements, involvement in other projects, description of some social and environmental engagements that contributed to the attainment of their objectives.

In countries where PPs find hard to identify the best practice for all the sectors (manufacturing, services, infrastructure) acceptable possibility was that a partner selected and identified two companies from the same sector.

Indicators for best practices cases key perspectives/main outcomes

In order to grasp the context of best practices cases, key perspectives/main outcomes for the result analysis were defined through indicators system relevant for the best practices selection:

1) Economic indicators:

An economic indicator is a statistic about an economic activity. Economic indicators allow analysis of economic performance and predictions of future performance. Economic indicators include various indices, earnings reports, and economic summaries. Examples: unemployment rate, consumer price index (a measure for inflation), consumer leverage ratio, industrial production, bankruptcies, gross domestic product, broadband internet penetration, retail sales, stock market prices, money supply changes.

For the best practices cases identification relevant economic indicator was: Stable or growing profit for at least 3 years.

2) Social indicators:

Social indicators are defined as statistical measures that describe social trends and conditions impacting on human well-being. Generally, social indicators perform one or more of three functions: providing information for decision-making, monitoring and evaluating policies and/or searching for a common good and deciding how to reach it.

For the best practices cases identification relevant social indicators partners took in consideration: employment and unemployment rates, disabled people employment, young people employment, educational attainment, non-discrimination, health expenditure, donations.

3) Environmental indicators:

Environmental performance indicators condense environmental data into relevant information that allows monitoring, target setting, tracing performance improvements, benchmarking and reporting.

Environmental performance indicators supply the operational level as well as top management with the information required for decision making. On this basis, well-grounded targets for environmental performance improvement can be identified, quantified and achievement monitored.

For the best practices cases identification relevant economic indicator partners encountered in interviewed companies were: ISO 14001 and EMAS (The EU Eco-Management and Audit Scheme).

Results classification

Among the interviewed companies, the best practices cases were the companies that have shown:

- achievement of **outstanding results in at least one** of the key perspective/outcomes

and

- **above the average / average results in other two** key perspective.

In countries where it was hard to identify best practice case due to lack of excellent results in one of the abovementioned key perspectives, partners accepted as the best practice the company that had **an average result in all** previously mentioned **criteria**, compared to national statistics data of the sector.

For some countries (Albania) the best case was the only case available or the case that presents excellent results compared to the results of the sector.

Rationale includes achieved levels of outlined indicators, explanation why company focused on those indicators (if available) and short comment regarding activities that enabled those results.

This rationale is of particular importance for the key perspectives with outstanding/excellent results.

BEST PRACTICES CASES REPORT PER COUNTRY

Each partner composed a Report on best practices cases based on results of Interviews conducted with the companies and followed agreed selection criteria, key perspectives indicators and result classification.

Each partner identified **3 companies** as BMI best practices. So, as a result of this activity we have successfully identified 27 best practices cases.







ITALY

Elettronautica Puntafaro Snc.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Service – Repair, refit and maintenance
Company description (max. 1000 characters)	<p>Elettronautica Puntafaro snc is a company devoted to the repair and maintenance of electric components for recreational boats. Active since 1999, the company is composed by two associate workers and by additional workers during the summer, when the work has its peak, due to the greater presence of yachts in Lignano Sabbiadoro. During the winter, the company develops training projects with local technical and professional high schools through two kinds of initiatives: internships and training in classrooms. The main income source is the installation and assistance of electric and electronic components, including air conditioning and cooling systems, with a prevalence of national customers. The core competences of the company are based on two aspects: the technical quality of sold machineries and components, and the customer care. Indeed, the company is dedicated to activate long-lasting and trustful relationships with boat owners. Apart from complying with national law in terms of environment and security, the company participates to the local discussion on the preservation of the navigability of the surrounding backcountry waters.</p>

Part 2.







KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Positive results in company management, active since 1999 without interruption
Social		Involvement of high-school students for internships, student training at professional and technical high schools, training for prospective independent workers
Environmental		Compliance with environmental law, care of natural environment

Alto Adriatico Custom Srl.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Manufacture – Ship building
Company description (max. 1000 characters)	<p>Alto Adriatico Custom srl is a company devoted to the production, the repair and the restoration of wood boats. Active since 2006, the company is a spin-off of Cantiere Alto Adriatico 1977 Srl, one of the main shipbuilders of recreational boats in North-Eastern Italy. The company counts four workers. The company work is based on orders that last on average 6-8 months. Moreover, the company is project leader in a European project called ZELAG (Zero Emission Navigation Laguna di Grado). The aim is the creation of a recreational boat for lagoon navigation, able to satisfy high standards in the preservation of the ecosystem. The core competences of the company are based upon excellent technical skills in the wood manufacturing. This peculiarity is very rare, and the company has few competitors in its business. Customers are direct customers only, who get to know the company mainly with word-of-mouth. The company cares about the reuse of wood scraps (not treated with paints or glues) through an agreement with a livestock.</p>







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Positive results in company management, active since 2006 without interruption
Social		Involvement in projects of restoration of historical boats with philological criteria, involvement in European project with institutional partners
Environmental		Care of reuse of wood scraps, involvement in European project for the creation and production of boats with zero emission navigation system

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Infrastructure - Marina
Company description (max. 1000 characters)	<p>Marina Sant'Andrea is a marina located in a strategic position, which offers about 250 berths. The company's strength lies in offering a complete service for the customer. The company offers traditional shipbuilding, boat storage, catering services and wellness services. The company achieves success through boat care and customer care. The services and facilities are certified according to European and international directives that have allowed the company to obtain the Blue Flag for sustainability and the environment. In 2016 the management system obtained the new recognition of the UNI EN ISO 14001.2015 certification, issued by the certifying body DNV-GL Business Assurance Italy. As for energy, the company is entirely "green", thanks to the installation of a photovoltaic system, the replacement of the lighting fixtures with LED systems, and the installation of a charging point for electric vehicles.</p>

Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Positive economic results, market development
Social		Blue Flag recognition, "Voce dell'Adriatico" award that rewards people involved in Adriatic Sea care
Environmental		UNI EN ISO 14001.2015 certification, use of the photovoltaic system, Blue Flag recognition, "green" management






CROATIA


Shipbuilding Pičuljan Ltd.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	MANUFACTURE: Ship design, ship building Building of ships and floating structures Building of pleasure and sporting boats
Company description (max. 1000 characters)	Shipbuilding Pičuljan was founded in the island of Rab in 1936 and it is still situated on the same place as in the year of foundation. The company head office is in Rab, Barbat 226, but manufacture exists from the year 2003 in Jurdani, Mučići bb. It is a family company for three generations. The company counts sixteen employees. The shipbuilding started with wooden boats and now the company is using a new material for boat building, primarily fiberglass. In Rab division the company integrates all aspects of boat newbuilds with the exception of casting in fiberglass which is entirely processed in Mučići. Apart from shipbuilding the company provides services like repair, refit and maintenance of the boats and has their own marina in Rab – Barbat. The Shipbuilding Pičuljan takes special care of environmental protection by respecting all standard and conditions for environment protection and work safety. The company is well social engaged through donations (in 2014 the company donated Psychiatric hospital Rab for Therapy garden for neurocognitive rehabilitation). Shipbuilding Pičuljan Ltd. is a member of ICOMIA (The International Council of Marine Industry Associations). The Shipbuilding Pičuljan bears the certificates of the Croatian Register of Shipping and IMCI.

Part 2.





KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Stable and growing turnover in last three years (in 2016 it was 3.2 mil EUR); stable profit in last three years; number of employees has grown in last three years. The company is planning investments in infrastructure and equipment (increase the capacity of the marina and services in the marina).
Social		In 2014 the company donated Psychiatric hospital Rab for Therapy garden for neurocognitive rehabilitation; still



		helps local events and associations; the company invests in employees' education.
Environmental		Compliance with environmental law, care of natural environment; use of natural materials (wood); special care and high standard and conditions for environment protection and work safety, a new and strong ventilation system (all fiberglass dust is "vacuumed" and the quality of air is high); planned investments in improved ecological standards in the production hall.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	<p style="text-align: center;">SERVICE:</p> <p style="text-align: center;">Repair, refit and maintenance</p>
Company description (max. 1000 characters)	<p>The Shipyard is part of The Marina Punat Group Ltd. The tradition of the Punat Shipyard dates all the way back to 1922 when the Shipyard had 11 employees on an area of 1654m². On just two slipways, mainly wooden vessels up to 350t were built. In the eighties of the 20th century, the Shipyard Punat was the biggest shipyard for constructing wooden vessels in Croatia. In time past mainly oriented to wood as a constructive material for shipbuilding, today the shipyard on its facilities, with employees and various subcontractors offers a refit and repair for all kind of working boats and large yachts up to 50 m length. Today Shipyard has 52 employees. The Punat Shipyard bears the ISO 9001 certificate, and the certificates of many engine and equipment manufacturers, including the Croatian Register of Shipping and IMCI. The shipyard has the following capacities in an area of approximately 30,000 m², coastline of a total of 160m for boat mooring and performance of works: Equipment - travel lift up to 100t, slipways up to 600t, hydraulic cart for boat land transport up to 20t, hydraulic cart for boat land transport up to 30t, telescopic platforms for works at heights from 21m to 25m, tugboat for towing vessels; Slipways - 600 t slipway for single hull vessels up to 50m in length, 450 t slipway for catamarans up to 50m in length, 150 t slipway for single hull vessels up to 30m in length; three spacious and fully equipped Hangars. Electricity is distributed throughout the entire shipyard area. Compressed air, water and electricity hook-ups are also available on site.</p>

Part 2.





KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
Economic	   	<p>Stabile and growing turnover in last five years (in 2016 it was 4.3 mil EUR); increasing profit in last three years; credit check A1; number of employees has grown in last six years. The management is planning investments in infrastructure, equipment, tools and education of employees.</p>



Social		<p>The Shipyard takes a good care of the employees. Education of employees is of a great importance for the shipyard management structure. The Shipyard employs local's directly or indirectly through shipyard subcontractors (total employed around 250 families). Therefore, social impact on local community is huge.</p>
Environmental		<p>The Shipyard applies the highest ecological standards as well as waste management techniques to ensure that the sea and environment remain clean for future generations (collection centre for commercial waste and hazardous/special waste, waste sorting, separation of rain water and wastewater treatment). The Punat Shipyard bears the ISO 9001 certificate, and the certificates of many engine and equipment manufacturers, including the Croatian Register of Shipping. One of ecologically innovative approach is sandblasting – technical surface treatment using recycled glass and soda (the device uses recycled glass with the same standards and results for the treatment of a range of materials such as plastics, steel, aluminium, wood, stone). This treatment is more ecologically and environmentally acceptable. The advantage of this process compared to others is that this method is innovative and versatile, organic and ecological. In the Punat bay there are installed floating barriers on the sea surface in order to protect the sea from accidental shedding of waste water into the sea. The Marina Punat Group Ltd. in 2010 have implemented environmental management system in accordance with the ISO 14001:2001 standard.</p>

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	<p>INFRASTRUCTURE:</p> <p>Marina</p>
Company description (max. 1000 characters)	<p>TEHNOMONT MARINA VERUDA</p> <p>Marina Veruda is a part of Tehnomont Jsc. which again is a part of Tehnomont Group (Tehnomont group consist of Tehnomont Shipyard Ltd. and Tehnomont Jsc.). MARINA VERUDA, founded in 1978, is a nautical port situated in Veruda channel on the south of the town of Pula at the very south of Istrian peninsula. It spreads along 1.500 meters of costal area surrounded by Mediterranean vegetation and as it's situated in tamely port, the location itself provides safe shelter against winds throughout the whole year. Marina Veruda in past 40 years had been growing and expanding and now has 109 employees. A series of 18 piers is equipped with electricity supply (220V and 380V) and water supply connections for all 630 berths for vessels up to 40 m (possibility for berthing mega-yachts too) with a maximum draft up to 4 m. Besides that, there is a possibility to place 300 vessels ashore with all electricity supply (220V and 380V) and water supply connections. Marina disposes also with its own service rendering maintenance and repair works to the vessels in trouble, and the high - skilled and educated personnel offers technical assistance to repair and maintenance of vessels. Service station is authorized for maintenance and repairing Volvo Penta, Yanmar, Tohatsu and Honda motors. For the purposes of repairing or maintaining the outboard of the vessel, as also accommodating vessels ashore, the marina uses two cranes of 10 and 30 tons capacity. The Marina owns its charter fleet, nautical shops, a fuel oil station and two catering objects in marina. Marina Veruda takes special care of environmental protection, the fact which is proved by guests' satisfaction as well as by the Blue flag award which wave in marina from 1999.</p>

Part 2.


KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Stabile and growing turnover in last four years (in 2016 it was 3.5 mil EUR); growing profit in last three years; credit check A2. The marina management is planning

		investments in infrastructure and in apartments building in next two years.
Social		The marina management has great relations with the community and the employees. Each employee has payed Supplemental Health Insurance and other wage supplements in accordance with national legislation. Each employee work with an employment contract conducted strictly respecting national labour legislation with all rights reserved. Marina Veruda had been sponsor of many sports and recreational events in the local community and wider. Also, employees who have affinity towards some sport competitions, have total management support not only in free time but also in sponsorship.
Environmental		Marina Veruda takes the environment protection with special care, and except the satisfaction of our guests the proof for it is the Blue Flag fluttered for the 15th time in a row this year. In the Marina Veruda you can become the owner of the Individual Blue Flag! Marina employees take the environment protection with special care and marina guest are also oriented towards environmental sustainability. Tehnomont Jsc. had implemented environmental management system in accordance with the ISO 14001/1 and 14001/2 standard.





FRANCE

Les Toiles du Large



Part1

Typology of the yachting sector (Manufacture/Service/Infrastructure)	MANUFACTURE Accessories for boat users (nautical accessories)
Company description (max. 1000 characters) 	<p>This company upgrade end of life sales into accessories (bags, keyrings, jewellery, lights, etc.). Anne Couderc imagined transforming boat sails into accessories, and did this for pleasure from 2002, before launching her start-up in 2005. The Toiles du Large became a registered company in 2007. With an ethical, responsible and supportive business model, Anne went into partnership with local labour support structures to employ people with disabilities. The structure has grown continuously; her husband joined the team in 2010. A new workshop-shop opened in 2012, and a new shop in 2015.</p>







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
		
Economic		<ul style="list-style-type: none"> Positive financial balance sheet for a number of years Continued growth since 2010 with expansion (more retail and workshop space)
Social		<ul style="list-style-type: none"> Manufacture/transformation processes employ disabled people = professional activities and experiences for employees, social and educational support to promote their personal and social development; local job creation; Supporting craftspeople and their skills; Creating skilled craftspeople
Environmental		<ul style="list-style-type: none"> Products (sails) are non-recyclable = the company is preventing filling landfill sites with material Over 95% of material recuperated (sail) can be upgraded = prevention of filling landfill with material Transformation (from material to product) takes place locally (minimal transport of material) = low carbon footprint Materials used in transformation/manufacture come from France and Europe = low carbon footprint & national job maintenance

Part 1


Typology of the yachting sector (Manufacture/Service/Infrastructure)	SERVICE Repair, refit, maintenance
Company description (<i>max. 1000 characters</i>)  	<p>Compositeworks, created in 1998, provides high-end solutions for every aspect of large yacht refits, from basic maintenance works and class visits to extremely complex major modifications for yachts over 30 metres in length. The company had evolved into one of the most trusted yacht refit shipyards in the world, winning international superyacht awards for rebuilds (from 2013 to 2016), investing heavily in its human resources (from 4 people to 150 twenty years after) and continuing to develop turnover. Their shipyard has a positive impact on the local economy in la Ciotat and they launch a second establishment in La Rochelle.</p> <p>Their long-term ambition is to continue to grow the company at a strong but sustainable rate while providing market leading technical excellence and unsurpassed client experiences.</p>

Part 2.







KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		<ul style="list-style-type: none"> Turnover growing at 10% annually on a 5 years basis Investing in up-to-date technologies with tailor-made solutions.
Social		<ul style="list-style-type: none"> Local employment directly (150 employees, 18 nationalities) and indirectly (200 jobs) HSE policy for HR, crew and subcontractors. Community charitable projects: sponsorship of the local kids' football team, fundraising for cancer across various cycling events (Cogs for Cancer, Mont-Ventoux Challenge) or through donations.
Environmental		<ul style="list-style-type: none"> ISO 14001 Rigorous selection of products, used and disposed of in an ecological manner. Willingness to contribute to the protection of their location (near a national park island).

Bandol Port

Part 1

Typology of the yachting sector (Manufacture/Service/Infrastructure)	INFRASTRUCTURE Port/Marina
Company description (max. 1000 characters) 	<p>Located on the Mediterranean, between Marseille and Toulon and near the islands of Porquerolles and the creeks of Marseille, the port of Bandol is a favourite place for boaters. It is equipped with a fuel station and a careening area (an area that allows the ship to be turned on its side to clean or repair it) open all year, and offers stations from 5 to 40 meters seasonally or year-round. Ninth largest marina in France, with 1700 moorings, it hosts many nautical events throughout the year, organized by professionals and associations.</p> <p>It is a municipal port and the city owns the port facilities. In the framework of a public service delegation agreement, it gave a concession to SOGEBA, a local semi-public company. SOGEBA pays a yearly fee to the city in return for the operation of the port.</p>

Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		<ul style="list-style-type: none"> Positive financial balance sheet
Social		<ul style="list-style-type: none"> Local employment directly through the marina and indirectly through services via the marina (repairs, tourist visits...) Access to marina and sea for local (youth groups, lifeguards...), historical (traditional boats...) and culturally important associations (fishermen and women...)
Environmental		<ul style="list-style-type: none"> Rules of use (safe and correct maintenance of boats; speed restrictions; water dumping in the port unauthorised; no refuelling on the quay) = reduced and managed pollution in the marina area Environmentally friendly equipment (free and accessible black and grey water pumps; oil separator in the careening area; collection point for

		<p>recreational and professional waste) = reduced and managed pollution in the marina area</p> <ul style="list-style-type: none"> • “Pavillon bleu des Ports” (Blue Flag for Ports) since 1998; “Ports Propres” (Clean Ports) undergoing assessment for certification = environmental engagement and certification standards
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SPAIN

Club Náutico Sevilla

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) as <i>described in the document L3.3.1. Best</i> <i>practices selection criteria (under point 3.2.)</i>	Infrastructure (Marinas and Ports)
Company description (max. 1000 characters)	<u>CLUB NÁUTICO SEVILLA</u> <p>Founded in 1952, Club Náutico Sevilla is both a sports and cultural association. It is located in the city of Seville on the Guadalquivir riverside with its own marina of over 100 moorings. The sport facilities combined with the Club installations offer the users magnificent views of the river and of the numerous sport competitions organized by the Club itself. The Club's proximity to the city's downtown area makes the facilities very attractive to moor and easily enjoy the many attractions of the historical city of Seville. Services offered to seafarers include: general, weather and tourist information, up to 10 meters dry dock, security around the clock, repair shop, used and oils and garbage collection, firefighting services, bar and restaurant, showers, fresh water, waiting dock, parking and car rental, taxis, electric power and light sail launch pad.</p>

Part 2.







KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		<p>Increasing account in the last three years.</p>
Social		<p>The Club's community and charitable activities are numerous:</p> <ul style="list-style-type: none"> - Children with no means from various neighbourhoods in town are given the opportunity to practice sports under the supervision of Club's coaches and trainers. - Weekly, the Association of Autistic Children also uses the Club's facilities for sport practice of its members. - The Red Cross Seville chapter also uses the port facilities as its operational base.
Environmental		<p>The Club's by-laws provide in Art.1 for the protection of the environment. Both the Club's marina and other facilities guarantee water and environmental quality, thus contributing to the recovery and upkeep of that area of the Guadalquivir river. The Club's marina maintains a very strict control on wastes originated in the facilities and by the boats in order to protect the area's water quality and cleanliness. The Club is actually working on obtaining ISO certificates.</p>

Sun Sails Marina

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)	Services (Charters, other marine and nautical agencies)
Company description (max. 1000 characters)	<p>SUN SAILS MARINA</p> <p>Established in 1987 in Seville originally as Andalucía Sails, Sun Sails Marina is actually positioned in various sector of the nautical market in Southern Spain:</p> <ul style="list-style-type: none"> - Sales of motor and sails boats: Currently, in the new boats market, Sun Sails Marina is sales representative for relevant national and international brands. It also manages an important portfolio of second-hand boats. - Sailing School: Sun Sails Marina also runs its own Sailing School with courses to obtain the various operating licenses. - Charters: Sun Sails Charters division manages a wide range of sails and motor boats for their chartering within the Southern and Eastern Spanish coasts as well as in the Balearic Islands. The Chartering services include day rentals with or without skipper, tours and incentives, as well as navigating practices.

Part 2.







KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Increasing account in the last three years.
Social		<p>Sun Sails is a member of the Seville Commission on Maritime Affairs in very close contact with businessmen both in the maritime and nautical sectors. The commission provides service to the businessmen and the company is well aware of the problems and difficulties facing the sector and contributes to their overcoming.</p> <p>Sun Sails very actively participates in the organisation of the numerous event performed by Puerto Gelves, such as the second-hand and opportunity boat Fair, and the Sea and River Gastronomic Festival.</p> <p>Sun Sails also offers one of its boats for social and community interest events.</p>
Environmental		Sun Sails Marina has also developed an exchange platform for boats and used nautical gadgets ("The Change Trunk"), so helping to reuse and recycle tools, gadgets and other complements.

Puerto Gelves

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) as <i>described in the document L3.3.1. Best</i> <i>practices selection criteria (under point 3.2.)</i>	Infrastructure (Marinas and Ports)
Company description (max. 1000 characters)	<p>PUERTO GELVES</p> <p>Located in the municipality of Gelves, 3 kms. Down Guadalquivir river from Seville, Puerto Gelves is the only river sport port in Southern Europe.</p> <p>The calm and stable waters of the Guadalquivir river as well as its high safety make of Puerto Gelves an ideal location for long stays and for carrying out boat maintenance. The area also provides visitors with a wide offer of cultural, sports, leisure and food opportunities both in the community of Gelves and in the Aljarafe surrounds, as well as in the historical city of Seville.</p> <p>Since 1995 Puerto Gelves organizes an annual Nautical Fair which clearly contributes to the promotion of the sector and that of the water sports.</p> <p>The physical characteristics and excellent geographical position make of Puerto Gelves a most attractive venue for cultural, sports and tourist events such as Nautical Fairs, Second-hand Boat Fair, Crafts Fair, River and Sea Food Fair, etc.</p> <p>Puerto Gelves notable contributes to its tradition as a maritime community and to being the only safe and fully equipped freshwater wintering marina in Andalucía.</p>







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Stable account in the last three years.
Social		<p>Puerto Gelves is the organizer of a series of events addressed to boost the recreational boats sector, such as the annual second-hand Boat Fair, which clearly encourages transactions, as well as River and Sea Food Fair, which also give an opportunity to open the community to the river, the port and the services offered by Puerto Gelves.</p> <p>It also organizes seminars and courses on various subjects of nautical training such as boarding and mooring techniques, knots, etc.</p> <p>Also, Puerto Gelves yearly holds a Nautical Market with second-hand instruments, clothing and gadgets.</p>
Environmental		<p>Puerto Gelves uses an innovative and sustainable dredging system which helps to maintain the river bed clean and free of wastes, thus avoiding accumulation of muds in the various areas of the port, which also helps navigation to larger vessels.</p> <p>Currently, Puerto Gelves is working on soon obtaining ISO Certificates.</p>

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Service: Brokers for Yachts and Sailing Boats
Company description (max. 1000 characters)	<u>PRINCESS YACHTS CYPRUS LTD</u> Princess Yachts Cyprus is the official distributor for new and pre-owned Princess luxury motor yachts since 1997, and the leading Cyprus yacht retailer. Since 2011 they introduced their Cyprus yacht charter services for the first time in Cyprus, while now they offer for charter in Cyprus and abroad five fully licensed Princess Yachts with professional and qualified crews.







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Increasing turnover over the last 3 years.
Social		Princess Yachts Cyprus Ltd donates annually to charities such as KEPAKY-autism, Panos foundation (for kids), Together for ever, or donate gifts/cash to families in need. They also help their employees financially if there is a medical urgency/need. Additionally, they sponsor different sports events such as the Aphrodite cross fit games, the wheel chair basketball team, as well as the Cypriot silver medal winner in the sailing competitions of the last Olympic games (Pavlos Kontides).
Environmental		We believe that our activities as described above (see Q. 6) help us to have a positive impact on the environment. In addition, our principals in the UK (Princess Yachts) are very environmentally conscious and they fund different environment friendly activities in cooperation with the Marine Conservation Society in the UK (www.mcsuk.org), such as the "Blue Turtle" and the "Eddystone seabed" projects.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)	Infrastructure (Marinas and Ports)
Company description (max. 1000 characters)	LIMASSOL MARINA LTD Founded in 2010, Limassol Marina is a unique project, offering customers a combination of product and service that is seldom seen elsewhere around the world. As a full-integrated project closely combining luxury waterfront residential property with a state of the art superyacht Marina, both served by a varied commercial site, Limassol Marina is demonstrating the success that project development using this strategy and formula can have. In addition, the business also operates with the customer at the heart of its strategy. Limassol Marina prioritizes customer service across all business streams and aims to deliver an unrivalled experience to every customer type while they are within the Marina site and using our facilities or services.







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Increasing turnover in the last three years.
Social		Limassol Marina engages with the local community in various ways, namely through events that are hosted within the project in order to provide entertainment or educational opportunities to visitors – often in collaboration with charitable organizations that are also fund-raising at such events. Major events such as the Boat Show, to which entry is free of charge, offer the general public the opportunity to engage with the all facets of the marine industry in Cyprus, hopefully become active participants in future. The Marina also promotes education in other areas, such as environmental awareness through the activity of the Marina via the Blue Flag scheme. Public environmental awareness is held each year and the Marina also engages with its customer base in order to promote best practice and environmental responsibility.
Environmental		Limassol Marina prides itself on environmental responsibility and all aspects of the design and operation of the project incorporate this practice. The Marina operates a full Environmental & Waste Management Plan and operates in close cooperation with the Department of Environment to ensure that an example is being set for such operations. Limassol Marina became Cyprus first Blue Flag Marina in 2017 and is committed to the use of the ISO 14001 and EMAS schemes to ensure and demonstrate environmental responsibility.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)	Infrastructure (Marinas and Ports)
Company description (max. 1000 characters)	St. RAPHAEL MARINA LTD <p>Founded in 1986, St. Raphael Marina was the first private marina to be established on the island of Cyprus. Being part of the St Raphael Resort, the marina offers accommodation as well as dining options to its guests. It is an official port of entry to Cyprus. The marina has a total capacity of 237 berths accommodating boats up to 30m LOA and 4m draught. Yachts are berthed stern-to using the moorings of the marina. Yachts are berthed stern to 3 concrete piers with all facilities including connected fresh water, electricity, T.V and wireless internet services (payable locally). St Raphael Marina is proud to be the base of the well-established St Raphael Yacht Club, which is extremely active in organising sailing yacht races, regattas and social events. The St Raphael Marina operates a 54 ton Travel Lift, fork lift services, high pressure washing, diving, boat mechanics, full yacht maintenance and repairs are provided on site as well as by outside contractors.</p>

Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Stable turnover over the last years, working at full capacity; so only with expansion they can increase their turnover/profits.
Social		Human resource is the most valuable asset for St Raphael Marina. It not only invests in their continuous development as employees, but it engages them as part of the family. In addition, they employ locals as well as use local subcontractors.
Environmental		St Raphael Resort was awarded the ' Green Key ' for environmental responsibility. The Green Key is an eco-label for leisure establishments and is awarded to establishments that fulfil a list of environmental requirements. Obtaining 'The Green Key' demonstrates the sense of responsibility the establishment has for its surroundings and society. St Raphael Marina was also awarded the ' Blue Flag ' for complying with beach area management and safety. St Raphael Resort takes its environmental responsibility very seriously and as such was awarded the Blue Flag after complying with a list of criteria ranging from water quality to environmental education and information to beach area management and safety. The Blue Flag is a voluntary eco-label awarded to 3849 beaches and marinas in 46 countries across Europe, South Africa, Morocco, Tunisia, New Zealand, Brazil, Canada and the Caribbean. The Blue Flag works towards sustainable development of beaches and marinas through strict criteria dealing with Water Quality, Environmental Education and Information, Environmental Management, and Safety and Other Services.







GREECE

Hunto Carl Hoes

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	SERVICE
Company description (max. 1000 characters)	Hunto Carl Hoes, Reg. No.: 21736 The company established in 1993 in the ship repair and maintenance sector in the city of Aghios Nikolaos. It has 3 employees and is the only refit and repair company dealing with ships and boats maintenance in the prefecture of Lasithi .







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		STABLE PROFIT FOR THE PAST 3 YEARS
Social		CHARITY DONATIONS TO ELDER PEOPLE'S SOCIAL ENTITIES
Environmental		ISO 14000

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	SERVICE
Company description (max. 1000 characters)	Altsiades Bros, Reg. No.: 9416 It is an company that operates more than 20 years in the cruises sector in the region of Lasithi. Recently we invested in one new boat so we have 5 owned boats that operate and organize cruises in between the city of Aghios Nikolaos and the island of Spinalonga







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		STABLE PROFIT FOR THE PAST 3 YEARS
Social		CHARITY DONATIONS TO SOCIALM ORGANIZATIONS
Environmental		ISO 14000, EMAS CERTIFICATION SYSTEM

Part 1.

<p>Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i></p>	<p>MARINAS</p>
<p>Company description (max. 1000 characters)</p>	<p>MUNICIPAL MARINA OF AGHIOS NIKOLAOS CITY https://www.marinaofagiosnikolaos.gr/ The Marina of Agios Nikolaos is a well protected marina in all weather conditions, it is built to European standards and is capable of accommodating up to 255 boats all year round. The Marina of Agios Nikolaos is located in the heart of the town and provides easy access to the centre of town, the main archaeological sites and other places of interest. The Marina provides all the necessary facilities for a pleasant short or long stay for yacht passengers and a safe environment for the boats. The Marina also includes space for exhibitions and other events. The Marina of Agios Nikolaos is built to European dimensions and standards, and is capable of accommodating up to 255 boats all year round. Each berth has access to a service box where potable fresh water and 220 / 380 volt electricity is available. Toilets and Showers are for the exclusive use of the Marina's clients and are free of charge. Fuel and Oil are available 24h (via mini-tanker). Ramp and Travel Lift up to 65 tons. Crane use 80,00€/ ½ hour Local agents are able to provide all the necessary facilities. There are coin-operated Laundry and Dryer Machines at the Marina Building Waste bins are situated along the perimeter of the marina. To ensure the safety of the marina and the vessels, fire hoses have been installed on the piers next to the electricity and water supply. The marina has been designed to allow fire engines access to all piers. Free Wireless access to the Internet from the boat. A daily Fax report is available in English at the reception office at 9:00 every morning. Free parking for cars. Toilets and Showers are for the exclusive use of the Marina's clients and are free of charge.</p>







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		GROWING PROFIT FOR THE PAST 3 YEARS
Social		CHARITY DONATIONS TO ELDER PEOPLE'S SOCIAL ENTITIES
Environmental		INSURANCE QUALITY CERTIFICATE

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Manufacture: Sailing boats Additional: Events, Competitions, Digital services for boat users.
Company description (max. 1000 characters)	Seascope is the Slovenian sailing boat manufacturer. They produce four different models of sailing boat. All models received American award for the best boat of the year, three of them Best European boat of the year. All together, they won 14 international and national awards. The mission of Seascope is to bring performance of modern Open race boats to the recreational sailors. Their key product concept is that the boat is an interface between man and the basic elements - wind and water with as little as possible living comfort to preserve true experience of the sailing. There are only two more companies in the world to offer this concept in a user-friendly package. In 2016, Seascope completed the transition from a garage company, which was entirely based on outsourcing, to a production company. They employ 20 people. They have almost 500 loyal suppliers of components and materials, among which the vast majority are Slovene. In 2017, they produced their 500. boat since they started their business in 2010. In 2016, Seascope had three million euros of revenue, in 2017 year they plan for a fifth more.

Part 2.







KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Turnover is growing; swift from outsourcing business model to their boat production company.
Social		Hiring local experts, local suppliers, starting a movement of "new way" of sailing.
Environmental		Producing sailing boats, that are more environmental friendly mode of transportation then other boats. Testing new material for boat production that can be reused.

Mennyacht Group

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Service: Yacht dealer, other service for yacht owners
Company description (max. 1000 characters)	MennYacht Group is the exclusive dealer for the eight Ferretti Group yacht brands in Central and Eastern Europe. They offer a full range of yachting services for our clients, through pre-owned yacht brokerage, charter, authorized service points, maintenance / refit, crew education and placement, insurance and financing solutions, yacht management and berths. More than 18 years of experience in the field provide a safe haven for all who love the sea and luxury. MennYacht Group's strength rests upon 3 pillars: Unmatched expertise in yachting, decades of experience in the region, and its reliable and dedicated staff.







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Financial stability; Growing turnovers; expansions in last years;
Social		Local job creation, cooperation with local partners, corporate social responsibility
Environmental		Environmental certifications, selected environment friendly products (service sector).

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Infrastructure: marina
Company description (max. 1000 characters)	Marina Portorož is the first marina built in Slovenia. Planning began in 1974, but the official opening was in May 1986. The parent company is Terme Čatež, d.d. Marina Portorož belongs among the larger marinas and enjoys the reputation as one of the best-equipped marinas in the area. Because of the high-quality berths, they are sold in its entirety despite relatively high prices. The main areas of activity of the company Marina Portorož d.d.: Leasing berths for vessels, Servicing of vessels, implementing sport and recreational activities (tennis, basketball, volleyball, swimming pool, mini golf etc.), Providing catering (two restaurants, Marina and Laguna) and accommodation facilities (Residence Marina). They have more than a thousand berths available in the sea, on shore and in two hangars as well as the Fazan canal. Every year Marina Portorož organizes international nautical exhibition, which they named Internautica.







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Turnover in 2016: 5.152.007€ In the future: adding new products and attractions that will attract different classes of guests.
Social		Currently 43 employees. Helping families with financial issues, they bought a van for children with special needs, and they are sponsors of sport clubs, promoting sport events etc.
Environmental		Received Blue Flag (since 2008, every year), using solar panels making solar electricity etc.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	MANUFACTURE: Ship design and ship building
Company description (max. 1000 characters)	<p>TRIMARINE is a boat building company based in the Peninsula of Setúbal, around 50 km to the south of Lisbon, on the SE bank of the Tagus river. The company was founded in 2012 and is specialised in the process engineering, construction, systems design and fit-out of racing and high performance cruising yachts, using advanced composites, particularly carbon pre-pregs and cored sandwich construction. Trimarine is in the high end of the yachts segment, building “One of a Kind” boats; that is to say that the company produces usually unique boats, responding to specific characteristics, envisaged by each client.</p> <p>The founder of the company has extensive experience in the development of lightweight optimised boats and Trimarine Lda. is part of a network that includes two other sister companies – Trimarine Advanced Marine Projects Ltd., in the UK and Trimarine Srl, in Italy – all of them engaged in innovative solutions to meet high performance requirements. The company currently employs 16 workers, discloses good financial evolution, is committed to environmental sustainability and is also socially responsible.</p>






Part 2.


KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Stable to growing turnover. The company is planning to invest in additional equipment and recruiting more staff.
Social		Local job creation and payments to the staff above the sector average. Support to naval engineering students in the development of their projects, including the free use of the yard, sharing of know-how and supply of materials.
Environmental		Some of the technologies that Trimarine is currently applying, namely “infusion” processes, reduce quite substantially the quantity of consumables, therefore minimising waste and the possibility of contamination.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	SERVICES: Repair, refit & maintenance of pleasure boats + Retail of boat accessories & accessories for boat users
Company description (max. 1000 characters)	<p>Located in Lagos, Algarve, Sopromar Nautical Center is specialised in the repair and maintenance of pleasure boats, as well as in the retail of boat accessories and accessories for boat users. The company employs 70 workers and provides comprehensive services and facilities, including a parking area with capacity for 250 boats and one of the largest boat chandleries in Europe, dedicated to nautical items.</p> <p>The distinctive characteristics of Sopromar rely on its capacity to deliver complete and integrated turnkey services, ranging from revision and repair of engines, electrical and electronic systems, painting and polishing, repair of metal and glass-fibre structures, to rigging, repair of sails and marine carpentry. To ensure reliability and the strict accomplishment of the planned repair and maintenance activities, the company developed efficient management systems and procedures, which combined with customised attention to the clients have resulted in high performance and excellent market reputation, with 82% to 85% of turnover originating from foreign customers.</p> <p>Sopromar strictly follows all applicable environmental legislation and is committed to support local development.</p>

Part 2.





KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Growing turnover and net profits. The company invested 2.4 million euro, in the period 2013-2015 and is planning to proceed with additional investments in equipment and to increase parking capacity for 70 more boats. Sopromar has managed to overcome seasonality effects and has a stable invoice flow along the year.
Social		Sopromar actively collaborates with a local High School in a technical yachting shipbuilding and repair course – 3 years, equivalent to 10th to 12th grade. Every year,



		Sopromar provides free of charge trainers and training rooms for part of the technical matters and fully supports 600 hours of on-job training, including customised follow up of each student, in the yard.
Environmental		Sopromar has no formal environmental certifications, but is firmly committed to environmental sustainability. An example: the company developed a system for boat washing that ensures the recycling and reuse of water, based on a treatment centre designed in-house, to process and recover the waste water.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	INFRASTRUCUTRE: Marinas and ports
Company description (max. 1000 characters)	<p>ANG is a private non-profit association established in 1983, in Vila Real de Santo António, Algarve, having as main goal to promote nautical activities.</p> <p>The Association constructed and manages a pleasure port, with 360 berths, which was inaugurated in 1996.</p> <p>The activities of ANG cover the following range: i) management of the recreational port; ii) repair and refit services for boats; iii) supporting services to the port, including the management of a restaurant and a bar; iv) development of nautical sports programmes – mostly sailing and canoeing – addressed to young people; v) training programmes for adults and issuing of recreational navigation licences for Day Skipper, Coastal Skipper, Sailing Yacht Master.</p> <p>The mix of business activities (e.g. recreational port, services) has allowed the Naval Association to generate regular income inflows along the years, to support nautical sports programmes that are provided free of charge to youngsters up to 18 years old, usually on the basis of collaboration agreements with local schools and local authorities (e.g. parishes, municipalities).</p> <p>Due to this inclusive policy, nautical sports are very popular in the region and the Association has won numerous Regional, National and even World competitions, in sailing, canoeing and other nautical sports.</p>

Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		<p>Growing turnover and profits. ANG has been distinguished by IAPMEI – Agency for Competitiveness and Innovation with <i>Leader SME</i> awards and <i>Excellence SME</i> awards, since 2013. To be recognised as a Leader SME and Excellence SME, the companies should accomplish each year several economic and financial ratios, such as: Turnover growth > 0; Net Return on Equity > 12.5%; Net Debt/EBITDA < 2.5%;</p>

		<p>EBITDA/Assets > 10%; EBITDA/Turnover > 7.5%, Financial Autonomy > 37.5%.</p> <p>ANG is planning to invest in the expansion of the pleasure port to increase the capacity up to 620 berths.</p>
Social		<p>ANG created a pioneer approach in the country that enables people from all social sectors and financial conditions to practice nautical sports. The boats from the Association are open to free public use by youngsters and adults; this policy, combined with the regular free of charge sports programmes addressed to students, resulted in high numbers of practitioners and excellent results in nautical sports competitions. ANG is recognised as an organisation with public utility status, due to its inclusive approach in the promotion of nautical activities.</p>
Environmental		<p>ANG follows all applicable environmental regulations. The Association has implemented selective daily garbage collection for paper, glass and oil (in appropriate oil containers), in the port and all the other facilities, ensuring subsequent recycling through authorised companies.</p>







ALBANIA

Liburn

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)	Manufacture -Production of yachts and spare parts
Company description (max. 1000 characters)	LIBURN Liburn founded in 2014 is located in the municipality of Tirana. The Company has at his venue a number of facilities such as: show room, production unit, furniture and the shop of yachts accessories. The company produces different type of yachts such as sport and family types. There are introduced two models in Albanian Market such as Liburn 540 for recreation use and Liburn 610 for family sport fishing. Key relevant resources of success are: Strong financial situation, machineries and technology invested and in use, qualified staff, a department with engineers for projecting and designing of new models fulfilling of production standards (ISO 22000). The company in next coming months will get the CE certification approved from Lloyd Company and Rina to sell its products as Made in Albania. It cooperates with suppliers all over the world such as Mercury for motors, Ripko, Tekno How in Greece for accessories, Mistral in Italy, Quick Silver in USA etc. It has employed Italian specialists to guarantee the necessary production quality.







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION	INDICATORS/RATIONALE
	  	
Economic		Good financial situation on last three years.
Social		The company sponsors its employees on health problems and applies individual contracts with them. The company has created a special working space within the venue for scholars and students to equip and teach them with the art of yachts production by showing video and practical pitches of yacht sport design. On job trainings is an important element for the company. The company has agreements with the professional schools in Durres city. Company staff get regular trainings and knowledge on different processes of the production to its partner company in Italy.
Environmental		The company has developed an intervention program by creating a friendly environment within the business site, especially on green areas, planting of new trees, installation of filters for the reduction of pollution during the work. Due to waste created as results of some processes the company has new impiants for cleaning the land and water from the chemical pollution.

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) <i>as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)</i>	Services (Charters, other marine and nautical agencies)
Company description (max. 1000 characters)	<p>HAG</p> <p>HAG Company deals in service sector. The Mother company Hudson Albanian Group has more than 35 years intensive professional presence in the field of maritime industry in Albania and offers professional security management services, including planning, loss prevention, training, and asset protection of ports and ships. The company operates in compliance with ISPS code on the professional security management, including planning, loss prevention, training, and asset protection of ports and ships. The Company accomplishes this through continual assessment of threats and vulnerabilities and the development of plans using best practice measures to mitigate risk. Company services are comprehensive; all security plans are IMO-compliant, meeting the applicable requirements of SOLAS and the MTSA. The company provides ships with an efficient and reliable service and to protect the Company or Time Charterers' interests, handling bulk carriers, dry cargo vessels, Ro-Pax calls and tankers at the port of Durres, Vlora, and Shengjin, The company used to be for a long time exclusive agent of Adriatica ferries.</p>







Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		Growing incomes during last three years.
Social		The company has made spontaneous philanthropic activities in Durres city by supporting families in difficulties and company workers; donating money for children's education. The company has created an educational maritime center to meet the inquiry of formation-patented skippers for yachts. At the center trainees, get portal professional knowledge related to inter-modal transportation system. Trainees at the end of such courses get qualified international license to be used in different sectors of maritime industry, having the priority of being employed immediately even out Albania.
Environmental		The company has created very friendly office environment;

Part 1.

Typology of the yachting sector (Manufacture/Service/Infrastructure) as described in the document L3.3.1. Best practices selection criteria (under point 3.2.)	Infrastructure (Marinas and Ports)
Company description (max. 1000 characters)	<p><u>MARINA ORIKUM</u></p> <p>Marina Orikum founded in 2003 deals as limited company. It is located in Orikum, 10 km from Vlora city. In this marina may be anchored 80-100 moorings from 10 to 30 m long, with a possibility to expand with 100 more. Marina Orikum offers some facilities such as: water points, electricity, fuel services, security service 24 h, furnished apartments, hauling and launching services. Shelter in the marina is excellent from all wind directions. Price strategy is good. The location is very attractive and the position is like a gateway. The distance for Corfu, Greece is 80 miles and 60 miles distance from Brindisi, Italy. On summer time, 150-200 foreign yachts users and boats/month visit Albania and primarily they use Orikum marina to anchor, because of proximity with Greece and Italy and the beauty of Riviera they prefer to explore. It offers services to different yacht and boat users, foreign tourists, rich people, as well as for Italians visitors in Albania. The operation is mainly seasonal, with peak in summer months.</p>

Part 2.

KEY PERSPECTIVES	RESULTS CLASSIFICATION   	INDICATORS/RATIONALE
Economic		<p>Growing the number of anchored moorings last years and turnover.</p>
Social		<p>Marina of Orikum is opened for visitors, students and tourists. It has drafted, published and disseminated information on project activities, bylaws for port marinas as right mechanisms to inform all the related stakeholders for tourism development in the area, sponsoring of sport activities etc. Company implement a code of conduct for recruiting, training and maintaining a skilled workforce, a CSR in place for managing risks, building and protecting or reputation, increasing transparency etc. as best practices to connect with the community.</p>
Environmental		<p>The company is implementing an investment program for a sustainable development which aims to provide a good benefit to the community. The company is engaged in several activities such as maintenance of local roads nearby business site, beach water cleaning, donation of supplies to neighbouring schools, etc.</p>