



© UIV Urban Innovation Vienna

## Danube-Black Sea (DBS) Gateway Region

Regional and Transport Development in the DBS Region  
towards a Transnational Multiport Gateway Region

Interim Results – Summary

## PROJECT OVERVIEW

DBS Gateway Region project aims at supporting the Danube-Black Sea region to become an attractive gateway region for maritime and inland waterway transport between Central Europe and the Black Sea, the Caspian region and the Far East by facilitating increased intensity and quality of cooperation between ports, regions and other key actors.

The joint effort shall improve accessibility of both the ports and the region and strengthen interoperability between maritime and inland waterway transport as well as the connection with the hinterland. Together with raising the awareness of the possibilities of intermodal transport, this will lead to shifting existing and attracting new cargo flows to environmentally friendly transport systems and to support the development of the regions.

At present, aging infrastructure and inefficient, non-transparent intermodal services limit the potential. The project is built upon the belief that the cooperation of public authorities, ports and their related associations is the key success factor for raising quality, reliability and efficiency of the waterway transport system and facilitating the economic development of the regions.

However, cooperation in itself will not yet lead to the envisaged results. It needs to be elevated on a well-informed (Potential Analysis, Road Map), well-prepared (list of projects ready to be implemented, Funding Guideline), well-focused (Joint Vision, Joint Cooperation Strategy) and well-supported (Cooperation Platform beyond the lifetime of the project) level.



## PROJECT OBJECTIVES

- The project aims at creating a basis for cooperation between the relevant stakeholders in order to be able to work together towards the development of the DBS Gateway Region.
- By increasing the attractiveness of the waterway transport system, it aims at providing the preconditions for the region to take over the envisaged role as DBS Gateway Region.
- In order to be able to further develop and promote the DBS Gateway Region beyond the lifetime of the project, it aims at facilitating long-term cooperation of all key actors within an institutionalised platform.

© UIV Urban Innovation Vienna



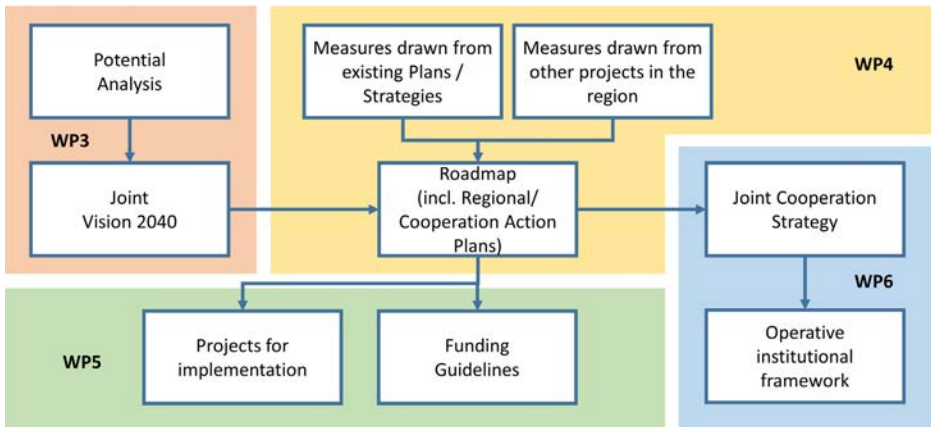
## METHODOLOGY

Complex challenges require a multidisciplinary approach. The core working group consists of the financing partners that ensure the involvement of public authorities (cities, regions and ministries), ports and their associations as well as the academic background of a university. They bring together all key actors competent to successfully work towards a better connected and interoperable DBS Gateway Region.

In order to strengthen the cooperation and the commitment to work together towards a joint vision, the methodology foresees the incorporation of other relevant stakeholders in the region through regional workshops, feedback-loops and direct input to relevant topics.

The methodology combines both bottom-up and top-down approach:

- First, the project starts bottom-up in order to assure that it meets regional needs and that all existing information is used and built upon: The project takes advantage of all sources of information, including desktop research of previous studies and analyses adding additional statistical data as well as using adequate formats of stakeholder participation for specific input.
- Based on common challenges and needs, the elaboration of a Joint Vision 2040 for the whole DBS Gateway Region lifts the project on the transnational level. The Roadmap is another transnational document (using existing plans, strategies and policies) for identifying measures suitable to reach the Joint Vision.



- The third step follows the top-down approach and brings the Roadmap down to regional level again in order to raise regional commitment and break down the transnational measures to concrete actions for implementation (Regional Action Plans).

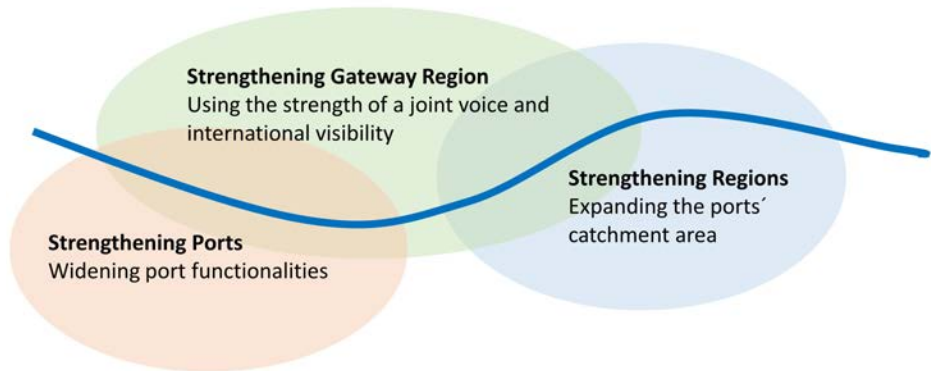
In parallel, the set-up of the Cooperation Platform will be done in a collaborative approach including all partners throughout the process. This methodology ensures that the Platform has a clear joint vision, joint strategy and joint agenda whilst legitimised by all partners that support it with a strong commitment. The Joint Vision 2040 is understood as an aspirational description of what the DBS Gateway Region would like to accomplish in the mid-term and long-term future. It gives a jointly agreed common direction and serves as a clear guide for choosing current and future action.



# JOINT VISION 2040

The Joint Vision 2040 is a description of what the DBS Gateway Region would like to accomplish in the mid- and long-term future. It gives a jointly agreed common direction and serves as guide for choosing current and future action.

The vision includes Strategic Objectives, Fields of intervention and Operational Objectives. Measures will ensure the achievement of operational objectives within the defined fields of intervention derived from the strategic objectives.



## Strategic Objectives and Fields of Intervention

The vision is based on three pillars. There is no hierarchy between them as they go hand-in-hand. Within these pillars strategic objectives and seven specific fields of intervention are identified.

### **Strengthening the DBS Gateway Region**

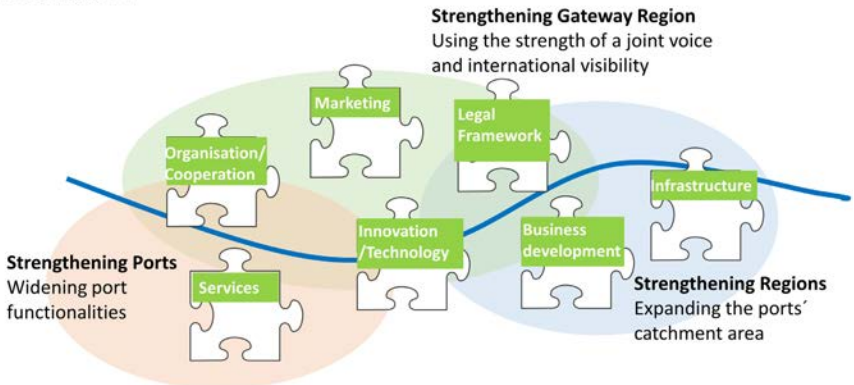
*The DBS Gateway Region competes successfully at the international freight transport market by using the strength of a joint voice and international visibility of a common brand and marketing strategy. The region has high potential for economic development with the Danube River as the backbone for environmentally friendly waterborne freight transport.*

- Sustainable development through a long-lasting cooperation of the stakeholders within a Cooperation Platform. All stakeholders are welcome to join the Cooperation Platform and participate in the process. Supply and demand side are integral parts of the concept.
  - ➔ In order to eradicate weaknesses and threats and to support strengths and potentials, a joint voice of all stakeholders involved in the process is

necessary. With a strong joint voice the partners can lobby, e.g. for implementation of already planned measures and for harmonisation of national policies. **(Field of intervention: Organisation/ Cooperation)**

- Building up an internationally recognized brand for sustainable multimodal transport route “DBS Gateway Region”.
  - ➔ On the other hand, joint marketing will make the DBS Gateway region more visible at international level. This will be the crucial step towards a common brand with joint services easily accessible for the user. **(Field of intervention: Joint Marketing)**
- Supporting an innovative Gateway region with modern infrastructure, operation and services.
  - ➔ Together they can boost research and implementation of new technologies in different fields, e.g. modernisation of fleet, ICT deployment, etc. **(Field of intervention: Joint Research/ Technology/ Innovation)**
- Using the strong joint voice to lobby for the implementation of legal pre-conditions for competitive shipping.
  - ➔ Shipping confronts a wide range of different legal barriers in comparison to road transport. Transnational harmonisation and simplification would make shipping more competitive. Additional support for shipping could include incentives for environmentally-friendly freight transport or even subsidies in order to make prices more compatible. **(Field of intervention: Legal Framework)**

## Fields of intervention



## Strengthening the Regions

*DBS Gateway Region is an economically prosperous region supported by competent, efficient and reliable logistic services along the whole transport chain.*

- Ports and their hinterland (city/region) form a single entity working together towards the same goal, i.e. the economic prosperity of the region. Multimodal connections of the ports to the hinterland enable efficient and reliable door-to-door cargo services for small, medium and big enterprises.  
→ Upgrading the region's infrastructure will improve the region's accessibility and thus will geographically expand port's catchment area. **(Field of intervention: Infrastructure)**
- Business settling around ports in cooperation with business agencies, the region and the ports.  
→ Wise economic policy and planning of business settlement around the ports and along the main corridors will increase the cargo demand within the port's catchment area (inner expansion). **(Field of intervention: Danube-affine business development)**



© UIV Urban Innovation Vienna

## Strengthening the Ports

*DBS Gateway Region is an attractive gateway for maritime and inland waterway transport within Central Europe and the Western Black Sea Region and towards Western Europe, the entire Black Sea region, the Caspian region and the Far East with ports serving as modern intermodal nodes.*

- Even though seaports generally compete against each other, they cooperate with each other when necessary to attract cargo flows and to support economic development of the whole DBS Gateway Region ("coopetition").

Each port using their unique selling points (location, facilities etc.) together adding up to a comprehensive service for the users.

➔ Upgrading each port's infrastructure regarding the port's specific role within the region will strengthen each port's unique selling point (single port advantage). At the same time, the whole DBS Gateway Region will benefit as all the ports' services add up to a comprehensive service for all users. **(Field of intervention: Infrastructure)**

- Danube ports transformed into logistic centres offering a large variety of functional and value adding services in place.
  - ➔ The number of handlings is considered as disadvantage of intermodal transport in comparison to lorry-only transport. In order to make intermodal transport more attractive the necessity of handling will be used for additional services. This will turn the disadvantage into an advantage! The aim is to widen the ports' functionalities and add new services such as storage facilities (externalise storage for the companies), stuffing and stripping, distributional services, cargo bundling, etc. (adding value to the transported goods). **(Field of intervention: Service)**

As a horizontal value, the DBS Gateway Region stands for environmentally friendly intermodal transport:

- The environmental aspect of Inland Water Transport on the Danube is considered in all actions.
- In order to secure the regions' future the adoption of renewable energy and modern technologies is required.

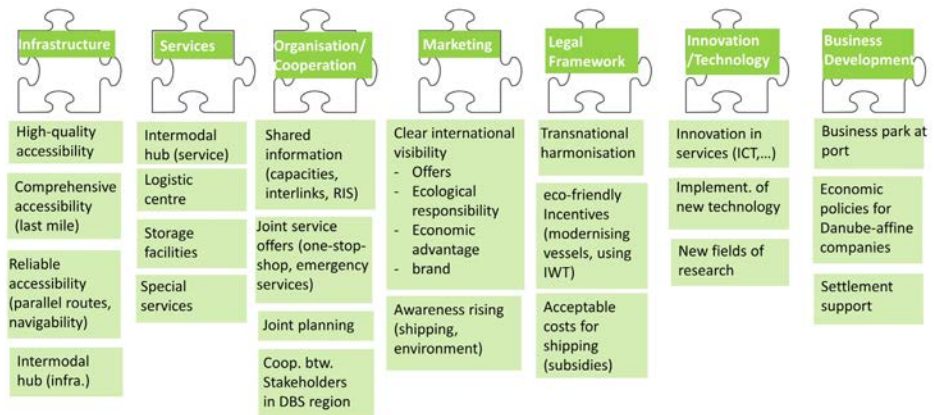


## Operational objectives

The fields of intervention are further elaborated into operational objectives.

### Field of Intervention: Infrastructure

- Ensure the accessibility of the ports hinterland
- Ensure reliability and accessibility of the whole DBS Gateway Region
- Provide adequate infrastructure within the ports to transform them into intermodal hubs



### Field of intervention: Service

- Establish high- quality connections between Black Sea seaports and the Danube river ports
- Transform ports into functional intermodal hubs by optimising processes and interlinks
- Transform ports into logistic centres by functional specialization of the ports based on specific transport demand of their hinterland and their role within the logistic chain
- Provide sufficient storage facilities at the ports: have the port take over storage for the companies as special asset (just-in-time delivery)
- Optimize processes and communication within the ports for a better use of available capacities and equipment (implementing Port Community Systems)
- Widen the ports' functionalities by adding new/special logistic services to the ports' portfolio (stuffing and stripping, maintenance and cleaning of containers, distribution services, city logistics, etc.)



### **Field of intervention: Danube macro-region-affine business development**

- Develop business parks at the ports or in their vicinities
- Include Danube-affine companies in the regional economic policies and planning
- Support companies offering business settlement services

### **Field of intervention: Organisation/ Cooperation**

- Enable the efficient share of information between all ports to optimise operation and processes
- Encourage joint planning processes and solutions to address transnational challenges
- Encourage the offer of joint services
- Create a strong joint voice: Improve the communication and cooperation between DBS Gateway Region stakeholders to agree on, present and defend common interests.

### **Field of intervention: Marketing**

- Create clear international visibility
- Support awareness raising campaigns to gain the trust of shippers and forwarders towards waterborne transportation services and their relative advantages

### **Field of intervention: Legal framework**

- Ensure transnational harmonisation of standards
- Provide incentives for eco-friendly behaviour
- Ensure competitive prices for shipping in order to make IWW transport competitive and ensure transparency of infrastructure charges.

### **Field of intervention: Research/ Technology/ Innovation**

- Make IWW more transparent through ICT tracking
- Make IWW more accessible by implementing online transport planning tools
- Include the last mile of the logistic chain into the city (city logistic/ mobility plans)
- Open new fields of research (e.g. alternative energy, lower draught new design of ships, speed ships etc.)
- Ensure uptake of innovation in IWW and ports

# ROADMAP

The Joint Vision 2040 is understood as an aspirational description of what the DBS Gateway Region would like to accomplish in the mid- and long-term future. It provides a common direction and serves as guide for choosing current and future action. In order to support this goal a Roadmap was developed containing measures suitable to reach the Joint Vision 2040. This makes the Roadmap an important instrument for future cooperation towards increasing the attractiveness of the DBS Gateway Region.

©UIV Urban Innovation Vienna



For the Roadmap existing plans and strategies at all administrative and sectoral levels were screened identifying measures to support the Joint Vision 2040.

With a multitude of already existing measures and recommendations there is already a lot ongoing in the region. Many of these measures are well on the way being implemented. However, there are others stranded at the level of general commitment.

Types of measures and stages of development of the Roadmap:

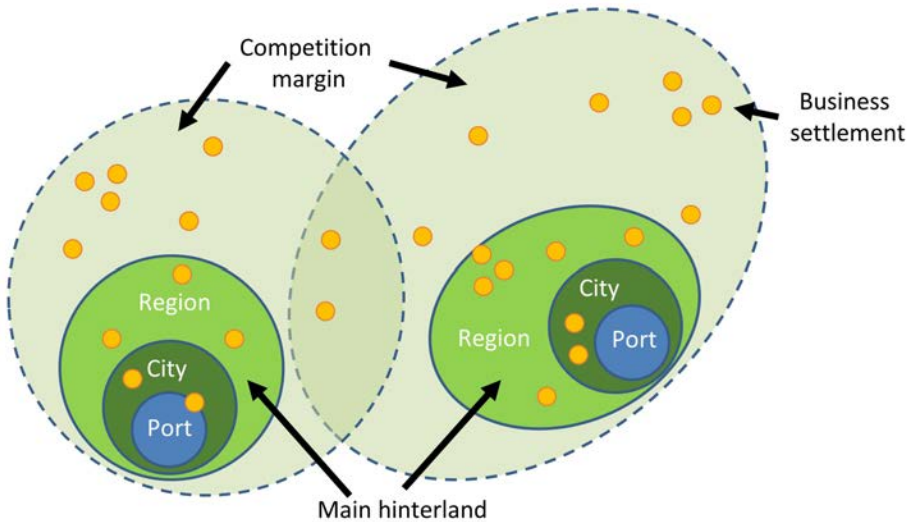
Existing measures	Measures already on the way being implemented
	Measures that need speeding up
New measures	Measures adapted from other regions (inspiration of best practices)
	Completely new measures

At the same time, as these plans were not developed under the big picture of the DBS Gateway Region, there is still a gap to bridge between existing measures and the objectives of the Joint Vision 2040. This is why additional measures have to be developed in order to be able to sufficiently support the partners' goals.

## ACTION PLANS

Beside the comprehensive list of recommended measures necessary to reach the objectives of the Joint Vision 2040 for the development of the DBS Gateway Region, the Roadmap consists of Regional Action Plans in which the most important measures for each participating „Port Region“ are further specified.

A port region is defined as the port and its hinterland. The hinterland describes the origin and destination of the cargo transported via the specific port. The main hinterland is exclusively related to the port. The competition margin may overlap with other ports (e.g. divided because of specialisation on individual cargo types etc.).



©Port hinterland concept, INWAPO Project

The ports' hinterland may differ from each other in terms of geographic area and amount of cargo. Following this logic, the hinterland can be expanded either by improving the port's accessibility or by intensifying efforts for business settlement within the existing hinterland.

### **Regional Action Plans**

The main focus for the Regional Action Plans is on measures that contribute to the development of the main hinterland. In order to match the Port Region with responsible institutions addressed by the Regional Action Plans, it is assumed that in most cases the main hinterland of each Port Region overlaps with the administrative province. In some cases, the administrative province

already includes parts of the competition margin. In that case both levels of hinterland are addressed in the plan.

The Roadmap includes Regional Action Plans for the following Port Regions:

- Port of Bratislava and Komárno Region
- Port of Budapest Region
- Port of Vukovar Region
- Port of Galati Region
- Port of Novi Sad Region
- Port of Burgas Region
- Port of Varna Region
- Bulgarian Inland Waterway Ports Region
- Port of Vienna and Lower Austria Region



In addition to the regional action plans, an action plan for the Cooperation Platform addressing the whole multiport DBS Gateway Region was developed. This Cooperation Action Plan mostly includes transnational measures necessary to be implemented and developed on a transnational/transregional level.

### ***Selection of measures for the Action Plans***

The Action Plans cover a selection of measures that were rated most important for the respective port region and develop them further into concrete steps for action. For measures that are already being implemented no further action is required. Thus, they are not included in the action plans.

But even measures already included in existing plans or strategies are often delayed in implementation for various reasons. These measures can be included in the action plans when they are high prioritised and when the respective Port Region himself can support identified actions to speed up the further implementation. On the other hand, new measures need a clear path towards implementation. In these cases necessary steps for implementation towards supporting the Joint Vision 2040 are outlined in the Action Plans.

The Action Plans include the following measures taken from the Roadmap:

	<b>Roadmap</b>	<b>Action Plan</b>
Existing measures	Measures already being implemented	NOT included
	Measures that need speeding up	Most important measures included
New measures	Measures taken from other regions	Most important measures included
	Completely new measures	Most important measures included
	<b>= comprehensive list</b>	<b>= max. 10 measures / RAP</b>

The selection of measures chosen for each Action Plan was done by the project partner of the corresponding Port Region. The whole partnership discussed the chosen measures and approved them according to their relevance in contributing to the whole system of setting up the DBS Gateway Region.



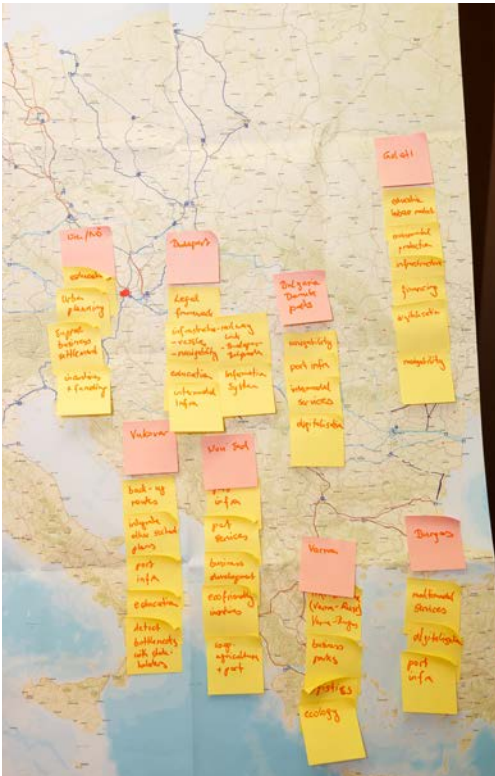
©City of Galati



# FUNDING GUIDELINES

The implementation of development projects often lags behind due to a lack of knowledge about the existing financial instruments (FI) and how to apply for them. There is information about the relevant funding schemes on the internet but no overview and guidance for specific projects looking for financial aid.

The Funding Guideline covers some relevant funding schemes on European and national level, with a particular focus on waterway transport. It only includes institutions and programmes which are relevant to the partner countries and the topic.



On the European level, the guideline discusses both institutions that do not finance projects directly but are especially relevant to the topic, and also specific financial instruments offering direct funding opportunities. The sequence of the FIs are designed to logically connect them to each other since some of the development banks are responsible for several different funds. On national level, all of the partners conducted a thorough research in their own country about the available financial resources and provided short summaries. The guideline includes concrete examples and good practices, where they were available, to easily demonstrate the potential project opportunities through already accepted and successfully implemented actions.

As the current descriptions refer to the 2014-2020 programming period, changes will occur later. In order to ensure that the guideline is not short-lived but permanently accessible to the partner countries, it is recommended to periodically update its contents within the framework of the Cooperation Platform.

## Description of financing instruments and good practices

For presenting the inter-, transnational and cross-border financing instruments, the guideline has sought an easy-to-understand structure. The goal is to include in one place the basic information needed for regions, cities and ports and associated service providers, to help them find the right FI for a given project.

Therefore, during the introduction of each instrument, the focus was on the characteristics that are specifically related to this particular field/sector. After briefly examining the relevant FI (i.e. main objective, total budget), the following subheadings are used: geographical eligibility, eligible sectors and activities and assessment and selection process.

Financing instrument	Types of financial support			
	Loan	Grant	Equity finance	Guarantees
European Investment Bank (EIB)	X		X	X
European Investment Fund (EIF)	X		X	X
JEREMIE	X		X	X
JESSICA	X		X	X
JASPERS				
JASMINE				
				providing technical assistance
European Fund for Strategic Investments (EFSI)	X		X	X
COSME	X	X		X
European Bank for Reconstruction and Development (EBRD)	X		X	X
Council of Europe Development Bank (CEB)	X	X		X
KfW Development Bank	X	X		
Western Balkans Investment Framework (WBIF)	X	X		
Western Balkans Enterprise Development and Innovation Facility (WB EDIF)	X		X	
Connecting Europe Facility (CEF)	X	X		X
URBACT		X		
Urban Innovative Actions (UIA)		X		
LIFE		X		
Horizon 2020	X	X		X
Customs 2020		X		
EEA and Norway grants		X		
Interreg Central Europe Programme		X		
Interreg Alpine Space Programme		X		
Interreg Europe Programme		X		
Interreg Balkan-Mediterranean Transnational Cooperation Programme		X		
Interreg Danube Transnational Programme		X		
Interreg MED Programme		X		
Interreg ADRION Programme		X		
Interreg V-A Austria-Germany		X		
Interreg V-A Slovakia-Hungary		X		
Interreg V-A Slovakia-Austria		X		
Interreg V-A Hungary-Croatia		X		

In the first half of the main chapter, the relevant financial institutions, funds and banks are analysed. Not all of them provide direct funding so in some of these sub-chapters, the above-mentioned subheadings are not viable, but the guideline strives to be as clear and transparent in the descriptions as possible and also provides hyper-

links for further research. In the second half of the chapter, the 'traditional' financing instruments are presented exclusively by using the structure outlined in the previous paragraph. The same structure applies to the national financing instruments (NFIs) gathered by the partner countries.

The last chapter of the main document contains examples of good practices implemented in the field of waterway transport, using one or more of the discussed FIs. Every partner country presents best practices to showcase their achievements to contribute to a more sustainable Danube-Black Sea Region.

## Overview of existing financing instruments

To make the individual FIs more transparent and clear, tables summarize the gathered information:

- The first table contains all FIs providing information on the types of financial aid provided and their regional focus (e.g. EU, non-EU);
  - Loan – The lending of money to individual projects/organizations, with interest rates, normally on a semi-annual or annual basis of repayment
  - Grant – Non-refundable co-financing of an individual project.
  - Equity finance – A method of raising funds to meet the liquidity needs of an organization by selling a company's stock in exchange for cash.
  - Guarantee – An undertaking to answer for the payment or performance of another person's debt or obligation in the event of a default by the person primarily responsible for it.
  - Investment – Investment banking is a special segment of banking operations that helps organizations raise capital and provides financial consultancy services to them. It can also cover some of the methods defined above (loans, grants, etc.).
- The second table can be used by readers to familiarize themselves with the slightly differing thematic focus of every FI;
- and a third table will be helpful to any organization from the partner countries that wants to check the FIs specific to their geographic region to avoid non-eligibility issues based on their country of origin.

www.interreg-danube.eu/dbs-gateway-region

**DBS Gateway Region**  
Regional and Transport Development  
in the Danube - Black Sea (DBS)  
Region towards a Transnational  
Multiport Gateway Region

Project:	DBS Gateway Region
ERDF:	1,652,352
IPA:	199,329
ENI:	0

Interreg  
EUROPEAN UNION  
project co-funded by the  
European Union

## Source of Information

The above mentioned documents

- Roadmap towards the DBS Gateway Region (including the Regional Actions Plans and the Cooperation Action Plan)
  - Funding Guidelines
- can be downloaded at the project website at [www.interreg-danube/dbs-gateway-region/outputs](http://www.interreg-danube/dbs-gateway-region/outputs).

## Project Partners

The partnership consists of ten Financing Partners (shown on the map) and 20 Associated Strategic Partners and involves all riparian countries of the Danube river.

The partnership not only includes ports and their related associations, but also national, regional and local authorities to widen the perspective from port infrastructure to hinterland connections. Ports are seen as important hubs and their accessibility to and from the region is an essential factor. Cities, regions and ministries are to integrate recommendations of the project into their local, regional and national policies and thus are important player.

The partnership follows an innovative approach by building an umbrella for all relevant stakeholders. One representative of each participating region is nominated financial partner. His task is to involve all other stakeholders in his region, get their feedback and report to the core group. This approach ensures the proper involvement of all stakeholders.

## Associated Partners

### **GERMANY**

- Bayernhafen GmbH & Co

### **AUSTRIA**

- ecoplus. The Business Agency of Lower Austria
- Port of Vienna
- Vienna, Municipal Department for Urban Development and Planning
- Austrian Association of Cities and Towns
- Federal Ministry of Transport, Innovation and Technology
- Working Community of Danube Regions

### **SLOVAKIA**

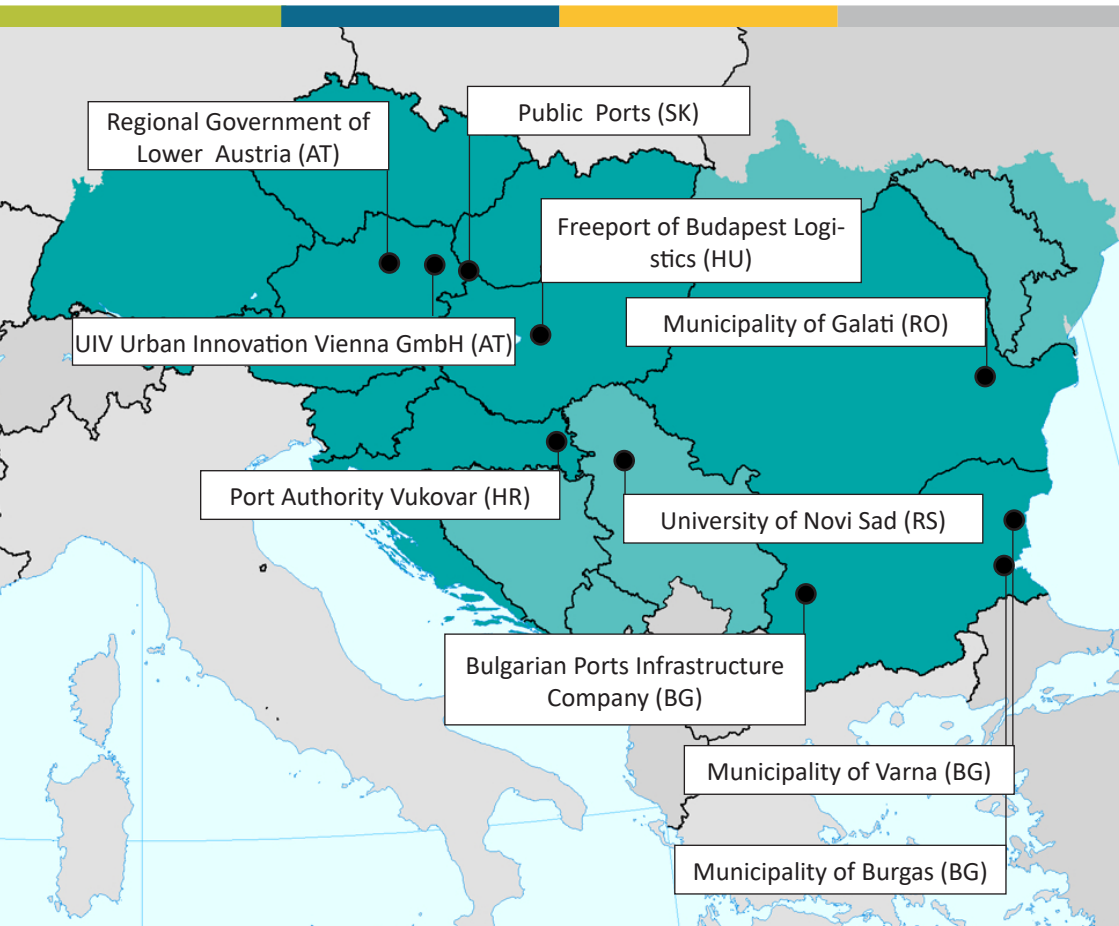
- Bratislava Self-governing region

### **HUNGARY**

- Hungarian Federation of Danube Ports
- Association of Hungarian Logistics Service Centers
- Ministry of Development Hungary

### **CROATIA**

- Ministry of Maritime Affairs, Transport and Infrastructure
- Port of Vukovar



**SERBIA**

- Port of Novi Sad
- Autonomous Province of Vojvodina

**BULGARIA**

- Port of Varna
- Ministry of Transport, Information Technology and Communications

**ROMANIA**

- The River Administration of the Lower Danube Galati

**MOLDOVA**

- Ministry of Transport and Road Infrastructure

**UKRAINE**

- Izmail Branch of state enterprise „Ukrainian Sea Ports Authority“



## **Leadpartner:**

Regional Government of Lower Austria  
Landhaus 1, Haus 16, 3109 St. Pölten, Austria

## **Contact person:**

Mr Christian Popp  
+43 2742 9005 900  
christian.popp@noel.gv.at

Ms Christina Narval  
+43 680 4066661  
c.narval@verracon.at

