

Notification of an Open Call for tender
for Motorways of the Sea projects in the North Sea Region.

2009-2013

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Introduction

This document is an open call to enable bids for EU Motorways of the Sea funding for sea based transport projects in or starting in the North Sea Region.

The North Sea Motorways of the Sea Task Force, in the framework of the Trans European Network Transport (TEN-T), comprised of representatives of the governments and authorities of Belgium and the Flemish region of Belgium, Denmark, France, Germany, Ireland, the Netherlands, Sweden, the United Kingdom and Norway¹ is launching this open call.

The call is addressed to consortia comprised of representatives from ports, shipping companies, terminal operators, road hauliers, rail operators, logistics firms, ship brokers, financial institutions, local and/or regional public authorities and infrastructure owners with the aim of encouraging them to submit Motorways of the Sea project proposals, as defined under the priority project No 21 of the TEN-T Guidelines.

Project proposals should be submitted to the ministries or authorities of the Member States concerned and will be evaluated jointly by them according to the criteria described in this notification. If the projects are assessed positively and approved they will be submitted to the European Commission by the respective countries for TEN-T co-funding, in one of the upcoming TEN-T calls for proposals. This does not exclude, where appropriate, application for funding under other EU or Member State financial instruments.

The following paragraphs set out the conditions of the open call in a question and answer format for potential applicants. Contact details are provided if you have further questions. ***If you are thinking of submitting a proposal we would encourage you to make early contact with the relevant contact point in your country to discuss the proposal.***

¹ Norway is not a member of the European Union. Norway's relations with the EU are regulated through the European Economic Agreement (EEA). TEN-T is incorporated in the EEA, but not financially. This implies that Norway has to cover its own expenses concerning the TEN-T, and thus that Norway can not apply for TEN-T funding. Norwegian partners can still participate in MoS-projects applying for TEN-T funding, but these partners' participation would be at their own expense.

What Are Motorways of the Sea (MoS)?

Motorways of the Sea are existing or new sea-based transport services that form an integral part of door-to-door freight transport logistic chains which provide viable, regular, frequent, high quality and reliable Short Sea shipping links.

In order to facilitate these services funding is available for any part of a relevant logistics chain including hinterland infrastructure. A full description is provided in Article 12a of the TEN-T guidelines which are set out in **Annex I** below.

Why is this EU funding available?

The European Commission introduced the concept of Motorways of the Sea in its 2001 Transport White Paper. The Commission proposed that the TEN-T network should include a network of Motorways of the Sea which should concentrate flows of freight on sea-based logistical routes in such a way as to improve existing maritime links or to establish new viable, regular and frequent maritime links for the transport of goods between Member States in order to reduce road congestion and/or improve access to peripheral and island regions and States.

In 2004 the revision of the guidelines for the TEN-T included the development of four Motorways of the Sea areas, which collectively form one of the 30 priority projects, which will receive the bulk of EU funding. These areas provide the basis for submitting bids for TEN-T funds to the European Commission. Member State administrations in the relevant areas can call for bids and following an evaluation decide which bids they support to be put forward to the Commission for funding.

The Motorway of the Sea area for Western Europe includes the North Sea Region. Since late 2006, representatives of the governments and authorities of Belgium and the Flemish region of Belgium, Denmark, France, Germany, Ireland, the Netherlands, Sweden, the United Kingdom and Norway along with representatives from industry have met regularly to draw up plans to encourage bids for EU funding. As an outcome of this work, we are now publishing this open call for tender

What is funding available for?

Financial support is available for:

- **Implementation projects**, being either maritime link based projects or wider benefits projects, which may include
 - **Infrastructure works**: port infrastructures, infrastructures for direct land and sea access (see Art.12a (2) of the TEN-T Guidelines) as well as inland waterway and canal infrastructures within the meaning of Art. 12a (3) of the TEN-T Guidelines.
 - **Facilities**: electronic logistics management systems, facilities to ensure and enhance safety and security, facilities to simplify administrative and customs procedures , facilities for icebreaking and dredging operations (see Article 12 a (2) of the TEN-T Guidelines.
- **Studies** related to the feasibility, scope or implementation of the project.

- Studies taking the form of pilot actions. Pilot actions should pave the way for deployment of new and innovative concepts and technologies contributing to implementation of the MoS concept through prototyping, testing and validation. They can vary from actions related to innovation in setting up new or improving existing maritime links to achieving MoS actions of wider benefits. In **Annex V** you will find a list of possible innovations.

In order to be eligible for Community support, infrastructure and facilities should be of open access to all users on a non-discriminatory basis.

Start-up aid for shipping lines cannot be included in the project proposals submitted under this open call. Start-up aid for shipping lines could be subject of a parallel project proposal under the European Commission's Marco Polo II funding programme.

How much is available?

This call for proposals focuses on the time frame 2009-2013². The total indicative amount allocated to Motorways of the Sea projects for the four areas by the European Commission³ was originally € 310 million, although the amounts differ for each year. Details of the total funds available and eligible funding periods are published in the Commission's TEN-T call for bids each year.

Applicants should be aware that under the TEN -T programme rules the maximum aid level for infrastructure works and facilities is 20% (maximum 30% for cross-border sections) and for studies and pilot actions up to 50%.

It is important to note that any maritime links which are planned to be established or upgraded as part of the project proposal must be in place at least six months before the end of the project funding period. If they are not in place by then, the European Commission may suspend, reduce or discontinue financial aid for the project. In the event of a reduction in the rate of co-financing, the rate would normally drop to 10%.

Who can apply for funds?

Consortium partners can be ports, shipping companies, terminal operators, road hauliers, rail operators, logistics firms, ship brokers, financial institutions, academia,

² In principle this call text stays valid for the whole remaining programme period 2009-2013. However, the text may slightly change during this period due to European policy developments. Please always check the latest version of this call text.

³ With "European Commission" the North Sea Motorways of the Sea Task Force means in the framework of this call text the responsible policy units at Directorate-General Energy and Transport as well as the Trans-European Transport Network Executive Agency (TEN-T EA), established by the European Commission, which is responsible for managing the technical and financial implementation of the Trans-European Transport Network programme.

local and/or regional public authorities and infrastructure owners although this list should not be considered definitive. Partnership of both public and private partners in the consortia is worth aiming at.

Project consortia aiming at improving an existing maritime link or establishing a new maritime link should bring together at least two ports from two different member states and should involve a maritime transport operator.

The involvement or association of transport operators and / or shipping companies, covering a specific maritime leg, is fundamental to demonstrate the viability of the proposed improvement of an existing maritime link or the establishment of a new maritime link. This involvement can vary from being a beneficiary with a direct involvement, to letters of support confirming the potential of the project to lead to an improvement of an existing maritime link or establishment of a new maritime link, and stating the operator's firm, explicit and credible commitment to participate in the project (e.g. consultative or operational).

Please note that TEN-T ports of category A, B and C are eligible for co-financing. Seaports of category A are seaports with a total annual traffic volume of not less than 1,5 million tonnes of freight or 200 000 passengers which, unless it is an impossibility, are connected with the overland elements of the trans-European transport network and therefore play a major role in international maritime transport. Seaports of category B are seaports, not included in category A, with a total annual traffic volume of not less than 0,5 million tonnes of freight or between 100 000 and 199 999 passengers, are connected, unless it is an impossibility, with the overland elements of the trans-European transport network and are equipped with the necessary transshipment facilities for short-distance sea shipping. Seaports of category C are seaports that do not meet the criteria of categories A and B but are situated in island, peripheral or outermost regions, interconnecting such regions by sea and/or connecting them with the central regions of the European Union.

However, category B and C ports in particular should note that funding for Motorways of the Sea TEN-T projects is ultimately attributed on a competitive basis, not only between projects from the North Sea area but including projects from across the EU. In view of this context, preference will be given to projects that have strong links to the TEN-T network and with the largest EU added value. It should therefore be recognized that these evaluation priorities will make it more difficult for category B and C ports to be successful in the selection process.

Port clusters or groups of ports can participate in consortia. The North Sea Motorways of the Sea Task Force considers port clusters/group of ports to be neighbouring ports that serve the same hinterland and that have signed a formalised co-operation agreement. A port cluster/group of ports furthermore can be made up of ports in more than one country.

All kinds of Motorways of the Sea projects, including study projects, should be jointly submitted by partners in at least two different Member States. Implementation projects should include investments in infrastructure and facilities in at least one Member State. The proposed Motorways of the Sea connections should start in one of the countries participating in this joint call. The end point of the Motorways of the Sea connection can be in a Member State not participating in this joint call. However, the

ministries or authorities concerned in this Member State should formally support the project proposal before submission to the European Commission.

One of the partners should be based in a Member State in the North Sea Region. Presently these include Belgium and the Flemish region of Belgium, Denmark, France, Germany, Ireland, the Netherlands, Sweden and the United Kingdom. Additional participation of partners from other EU Member States is possible. The ministries and authorities issuing this call encourage the submission of project proposals involving more than two EU Member States. They would also strongly encourage the extension of Motorways of the Sea project proposals to Norway or Russia. However, please note that only infrastructure and facilities in EU Member States are eligible for co-financing by the European Commission.

What information is required in the project proposals?

The language of the project proposals should be **English**. It should be clearly indicated which Member States and/or neighbouring countries will be addressed by this project proposal.

The proposals should include at least the information required below, in the following order:

- i. a summary of the project, including a schedule of investments and costs.
- ii. an assessment of how it will improve the short sea shipping element of multimodal logistic chains in the North Sea region, including evidence. These logistic chains may extend to other countries in the EU and to neighbouring countries and regions. The project proposal should describe the origins and destination of any new freight flows and potential freight corridors.
- iii. a description of the hinterland connections (road, rail, inland waterways) from the ports involved. Projects which contribute to the improvement of hinterland connections from ports will be given preference when proposals are evaluated. The European Commission itself gives priority to projects aiming at integrating inland waterways and rail with Motorways of the Sea. The project proposal should also describe how the project is linked to the TEN-T Network⁴.
- iv. a detailed technical description of the project, including an indicative timetable of the planned actions and investments. The proposed project could be planned and implemented in phases. Please indicate the status of project preparation and/or implementation at the time of submission of your proposal. If the project proposal includes infrastructure works, it is essential that all applicable national and European environmental legislation is respected.
- v. a detailed account of the investments in relevant port and hinterland infrastructure and in facilities (for example electronic logistics management systems, facilities to ensure and enhance safety and security, facilities to simplify administrative and customs procedures, facilities for icebreaking and dredging operations).

⁴ Maps of the TEN-T Network, can be found on http://ec.europa.eu/transport/infrastructure/maps/maps_en.htm

- vi. a full financial plan. This plan should include: details of the funding sought under the TEN-T programme, a breakdown of project financing and investments and a clear description of any other funding being applied for (European, National, Regional or Institutional). Applicants should be aware that under the TEN -T programme rules the maximum aid level for infrastructure is 20% (maximum 30% for cross-border sections) and for supporting research up to 50%.
- vii. an assessment of how the investments and actions will contribute to the objectives of the Motorways of the Sea concept within the TEN-T and of this call for proposals (see art. 12a of the TEN-T guidelines in Annex I).
- viii. details on the cargo potential of the connection, including indications of the catchment areas ,types of cargo to be attracted, modal shift and external cost reduction. The project proposal should include clear projections, expressed in tonne-kilometres, of the modal shift from road haulage the scheme would generate when the scheme becomes fully operational. These estimates of modal shift from road haulage and of external cost reduction should cover the period up to at least 2013 and ideally up to 2020. Applicants are advised to use the European Commission’s Marco Polo modal shift calculator⁵ for this purpose. The proposal will also provide details of the project's contribution to congestion reduction in the regions involved.
- ix. details on the current maritime connections between the ports involved (e.g. sailing schedules, technical information of the vessels deployed, etc). Projections on the expected evolution of the maritime connections between the ports involved, backed up with evidence at the disposal of the consortium members (e.g. market surveys, expression of interests of users, recent service upgrades or expressions of intents to upgrade services, regional trade statistics, traffic forecasts etc)
- x. an identification of socio-economic cohesion and accessibility benefits. Examples of such benefits could include: improved frequency of services, enhanced route options, time and cost savings.
- xi. a socio-economic cost-benefit analysis and environmental impact analysis of the project activities. It is strongly recommended that applicants undertake the socio-economic cost-benefit analysis according to the HEATCO methodology and to the handbook on external cost estimation⁶.
- xii. a statement, with supporting evidence, why the scheme will not distort the existing market in adjacent or competing corridors and/or ports. The proposal should also describe the scheme's wider benefits, beyond those that will accrue to the consortium members, and the extent to which it adds value to TEN-T programme.

⁵ See http://ec.europa.eu/transport/marcopolo/home/home_en.htm

Please verify you use the latest version of the Marco Polo calculator.

⁶ See <http://heatco.ier.uni-stuttgart.de/> and http://ec.europa.eu/transport/sustainable/2008_external_costs_en.htm

More tools for the assessment of the impact of a Motorways of the Sea projects can be found on <http://www.vsl.tu-harburg.de/stratmos>

- xiii. a full description of the proposed management structure of the project. Complete details of all project partners including their role within the project should be included. Project partners should indicate their support for the proposal by means of a letter of commitment. Letters of support from potential users of the project proposal should be included with the bid, even from those potential users that do not request TEN-T funding.

Even though some of the above requested information may not fully comply with the specific nature of study or pilot action proposals, please try to be as complete as possible. The European Commission will evaluate studies and pilot actions against the same four general criteria that are used for all TEN-T projects i.e. relevance, maturity, impact and quality.

What are the criteria that have to be met?

The evaluation criteria and a copy of the checklist used by the North Sea region administrations are set out in **Annex II**.

When and where should bids be submitted to?

Project proposals can be submitted to the Member States concerned at any time. However, the Member States concerned need approximately three months for internal evaluation of the proposals, meaning a project proposal aiming at submission with Member State support to the European call expected for April should be submitted latest on 31st January of the same year.

Project proposals should be submitted in hard copy and on CD-ROM to the relevant Member States (i.e. each Member State that the bid relates to) at the addresses listed in the table at Annex III. The envelopes should be clearly marked: 'Project Proposal for Motorways of the North Sea'.

What happens then?

The proposals will be evaluated jointly by these ministries and authorities, based on evaluation criteria described in **Annex II**. The project proposals that are approved by the relevant Member States will receive the necessary support from the respective governments, and will be presented by the relevant Member States to the European Commission for TEN-T financing. This means the applicants will also need to complete an application form in accordance with the instructions in the European Commission's call for bids which is published each year, in order to qualify for funding. An application for TEN-T funding does not exclude, where appropriate, application for other EU or Member State financial instruments.

The selection by Member States does not bind the European Commission in its evaluation.

The European calls for submission of Motorways of the Sea project proposals are expected to be published annually in December.

What potential sources of funding are available?

The following instruments are potential sources of financial investment support for Motorways of the Seas projects:

- **TEN-T financing:** The TEN-T programme can provide financial support for infrastructure and facilities for Motorways of the Sea actions (co-financed up to 20%, 30% for cross-border sections) and can also provide start-up aid (limited to 2 years) and support for preparatory studies (co-financed up to 50%), through the multi-annual programme.
- **Marco Polo II programme:** The Marco Polo II programme can provide financial support for Motorways of the Sea services, including expenses on preparatory measures and ancillary infrastructure, co-financed up to 35% of total eligible costs.
- **Structural Funds & Cohesion Funds:** A number of the operational programmes for territorial co-operation (Interreg) provide explicitly for support for the Motorways of the Sea.
- **EIB Support:** The European Investment Bank can provide support for Motorways of the Sea either through senior debt financing or through the Loan Guarantee instrument for TEN-T projects created jointly with the Commission.
- **National State Aid:** member states may complement the existing funding instruments with national state aid, taking into account the relevant community guidelines for state aid.

Annex IV gives a comprehensive overview of all possible funding instruments for Motorways of the Sea. It is advisable to consider carefully what instruments or combination of instruments are most relevant to your project idea.

Please check the website of the Motorways of the Sea One Stop Help Desk for the latest information on the funding possibilities for Motorways of the Sea projects.

<http://www.mos-helpdesk.eu/>

Who are the contacts in case of enquiries?

They are listed in the following table.

Flemish Ministry of Mobility and Public Works, Belgium Mr. Pim Bonne Tel. +32 2 553 62 51, pim.bonne@mow.vlaanderen.be	Ministry of Transport, Public Works and Water Management, The Netherlands Mr. Jan Bron Dik Tel. +31 70 351 1448 jan-bron.dik@minvenw.nl
Federal Public Service Mobility and Transport, Belgium Mr. Philippe Colpaert Tel. +32 2 277 35 04 philippe.colpaert@mobilite.fgov.be	Department for Transport, United Kingdom Mr Nick Milford Tel. +44 20 7944 2477 nick.milford@dft.gsi.gov.uk
Federal Ministry of Transport, Building and Urban Affairs, Germany Mrs. Bettina Meenke Tel. +49 228 300 4615 bettina.meenke@bmvbs.bund.de	Danish Ministry of Transport, Denmark Mr. Søren Clausen Tel. +45 33 92 43 87 scl@trm.dk
Swedish Maritime Administration, Sweden Mr. Magnus Sundström Tel. +46 11 19 12 71 magnus.sundstrom@sjofartsverket.se	Norwegian Coastal Administration, Norway Mr. Thor Vartdal Tel. +47 37 01 97 00 thor.vartdal@kystverket.no
Ministry of Ecology, Energy, Sustainable Development and Sea, France Mrs. Florence Pajon Tel. +33 1 40 81 71 57 mif.dst.dgitm@developpement-durable.gouv.fr florence.pajon@developpement-durable.gouv.fr	Irish Maritime Development Office, Ireland Mr. Brian Richardson Tel: +353 1 476 6500 brian.richardson@marine.ie

In addition to the Member State contact points, you can also address your enquiries to the European Motorways of the Sea One Stop Help Desk via following e-mail address EC-MOS-HELPDESK@ec.europa.eu .

ANNEX 1: Article 12a of the TEN-T guidelines

Article 12a

Motorways of the sea

1. The trans-European network of motorways of the sea is intended to concentrate flows of freight on sea-based logistical routes in such a way as to improve existing maritime links or to establish new viable, regular and frequent maritime links for the transport of goods between Member States so as to reduce road congestion and/or improve access to peripheral and island regions and States. Motorways of the sea should not exclude the combined transport of persons and goods, provided that freight is predominant.
2. The trans-European network of motorways of the sea shall consist of facilities and infrastructure concerning at least two ports in two different Member States. The facilities and infrastructure shall include elements, in at least one Member State, such as the port facilities, electronic logistics management systems, safety and security and administrative and customs procedures, as well as infrastructure for direct land and sea access, including ways of ensuring year-round navigability, in particular the availability of facilities for dredging and icebreakers for winter access.
3. Waterways or canals, as identified in Annex I, which link two European motorways of the sea, or two sections thereof, and make a substantial contribution to shortening sea routes, increasing efficiency and saving shipping time shall form part of the trans-European network of motorways of the sea.
4. The projects of common interest of the trans-European network of motorways of the sea shall be proposed by at least two Member States and shall be geared to actual needs. The projects proposed shall in general involve both the public and private sectors in accordance with procedures which, before aid granted from the national budgets can be supplemented, if necessary, by aid from the Community, provide for a tendering process in one of the following forms:
 - (a) a public call for tenders organised jointly by the Member States concerned, intended to establish new links from the category A port, as defined in Article 12(2), which they select in advance within each sea area, as referred to in project No 21 in Annex III;
 - (b) in so far as the location of the ports is comparable, a public call for tenders organised jointly by the Member States concerned and targeting consortia bringing together at least shipping companies and ports located in one of the sea areas, as referred to in project No 21 in Annex III.
5. The projects of common interest of the trans-European network of motorways of the sea:
 - shall focus on the facilities and infrastructure which make up the network of motorways of the sea,
 - may include, without prejudice to Articles 87 and 88 of the Treaty, start-up aid if, as a result of the tendering process referred to in paragraph 4, public support is deemed necessary for the financial viability of the project. Start-up aid shall be limited to two years and shall be granted only in support of duly justified capital costs. The aid may

not exceed the minimum estimated amount required to start up the links concerned. The aid may not lead to distortions of competition in the relevant markets contrary to the common interest,

– may also include activities which have wider benefits and are not linked to specific ports, such as making available facilities for ice-breaking and dredging operations, as well as information systems, including traffic management and electronic reporting systems.

6. The Commission shall, within three years, submit to the Committee referred to in Article 18 an initial list of specific projects of common interest, thereby putting the concept of the motorways of the sea into concrete form. This list shall also be communicated to the European Parliament.

7. The projects of common interest of the trans-European network of motorways of the sea shall be submitted to the Commission for approval.

ANNEX II: EVALUATION CRITERIA AND CHECKLIST FOR PROPOSALS

Proposals received under this call will be evaluated on the basis of the following criteria:

- The inclusion of all the requested relevant information in the project proposal (see above)
- Viability of service and credibility and maturity of the overall project;
 - Duration of the project.
 - Scale and geographical extent of the project.
 - Quality of the technical description of the project.
 - Quality of the proposed investment plan.
 - Composition of the consortium and written commitments of potential users (letters of support)
- Contribution to cohesion/accessibility and to modal shift based on the characteristics of the traffic (SSS, rail, road) involved (e.g. frequency and regularity, transport costs, safety and security);
 - Modal shift generated.
 - Frequency and regularity of the service. Future upgrade of the service (if applicable).
 - Characteristics of the vessels used.
 - Contribution to cohesion: socio-economic cohesion (peripheral areas and islands) and cohesion in terms of accessibility, frequency of service, reduction of travelling time.
- Contribution to quality improvement in the logistic chain (port services, infrastructure and connections to the rest of the TEN-T, information systems/one-stop-shops/single windows etc.);
 - Elaboration of the sea transport based multimodal logistic chain.
 - Availability of efficient hinterland connections to and from the port area, preferably intermodal. Quality of these hinterland connections. Contribution of this project proposal to improving the hinterland connections.
 - Connections between the port area and logistics platforms, dry ports and terminals.
 - Links to the TEN-T Network and contribution of the project proposal to improving the TEN-T Network.

- Availability of flexible port services allowing liner services for offering frequent sailings at any time and limiting the stay of a ship in the port to a minimum.
 - Improvement of port services.
 - Availability of electronic logistics management systems.
 - Availability of simplified administrative and customs procedures.
 - Investments in facilities contributing to quality improvement in the logistic chain.
- Socio-economic impact and impact on employment;
 - Environmental impact (emissions, fuel efficiency, ...);
 - Effects on competition;
 - Impact of this service to existing services between the participating ports and to existing services from neighbouring ports.

CHECKLIST FOR THE EVALUATION OF PROJECT PROPOSALS

Evaluating State:

Name of the project proposal evaluated hereby:

1. Content and structure of the project proposal.

1.1 Does the project proposal include all requested structural items?

Project summary	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Timetable	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Schedule of investments and costs	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Full financial plan	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Technical description	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Description of project management structure	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Letters of commitment	<input type="checkbox"/> Yes	<input type="checkbox"/> No

1.2 Does the project proposal include all requested content items?

Definition of logistic chains	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Contribution to MoS objectives	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Specification of modal shift	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Socio-economical cohesion and benefits on accessibility	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Aspects on distortion of competition	<input type="checkbox"/> Yes	<input type="checkbox"/> No

2. Viability of service and credibility and maturity of the overall project.

2.1 Duration of the project:

Is the project executed in a reasonable time?

- OK too long too short

Remarks:.....

2.2 Scale and geographical extent of the project:

The project includes following countries:

.....

What are the starting point and destination of the freight flows described in this project?

.....

Overall appreciation of the scope of the project:

- OK too big too small

Remarks:

2.3 Quality of the technical description of the project:

- insufficient OK good

Remarks:

2.4 Quality of the proposed investment plan:

Percentage of EU funding requested:

Degree of detail of financial/investment plan:

- insufficient OK good

Overall appreciation of the investment plan:

insufficient OK good

Remarks:

2.5 Composition of the consortium and written commitments of potential users (letters of support).

2.5.1 Do you consider the project consortium relevant for executing the project?

Yes No

Is the role of each partner in the consortium clearly defined?

Yes No partly

Remarks:

2.5.2 Letters of support / letters of commitment are present?

Yes No

Is the kind of support/commitment clearly defined?

Yes No partly

Remarks:

3. **Contribution to cohesion/accessibility and to modal shift based on the characteristics of the traffic (SSS, rail, road) involved (e.g. frequency and regularity, transport costs, safety and security).**

3.1 Modal shift generated.

Projection of modal shift (in tonne-km):

Estimates go until 2013 2020 Other: ... Not clear

Contribution to congestion reduction in the regions involved?

Yes No Not clear

Remarks:

3.2 Frequency and regularity of the service.

Frequency of the proposed service:

Improved frequency compared to existing situation?

Yes No Not clear

Remarks:

3.3 Characteristics of the vessels used.

Is there any information about the (environmental) performance of the vessels used (emissions, fuel efficiency, capacity/tonnage, technical standards, ...)?

Yes No

Remarks:

3.4 Contribution to cohesion: socio-economic cohesion (peripheral areas and islands) and cohesion in terms of accessibility, frequency of service, reduction of travelling time.

Are aspects of socio-economic cohesion present in the project proposal?

Yes No Not clear

Are accessibility benefits present in the project proposal?

Yes No Not clear

Remarks:

4. Contribution to quality improvement in the logistic chain (port services, infrastructure and connections to the rest of the TEN-T, information systems/onestop-shops/single windows etc.)

4.1 Elaboration of the sea transport based multimodal logistic chain.

Is a multimodal logistic chain elaborated in the project proposal? Are the various parts of the intermodal chain integrated and are measures taken or proposed to simplified the complexity of the chain for the user?

Yes No Not clear

Remarks:

4.2 Availability of efficient hinterland connections to the port area, preferably intermodal. Quality of these hinterland connections. Contribution of this project proposal to improving the hinterland connections.

Do sufficient hinterland connections exist (road, rail, inland waterway)?

Yes No Not clear

How is this documented?

Quality of existing hinterland connections is:

insufficient OK good Not clear

Does this project contribute to improving the hinterland connections?

Yes No Not clear

Remarks:

Is the project linked to the TEN-T Network? Please explain how it is linked to the TEN-T Network.

Yes No Not clear

Remarks:

Does the project contribute to improving the TEN-T Network?

Yes No Not clear

Remarks:

4.3 Availability of flexible port services allowing liner services for offering frequent sailings at any time and limiting the stay of a ship in the port to a minimum.

Are flexible port services available in the ports of call in this project proposal?

Yes No Not clear

Will this project make existing port services in the involved ports more flexible?

Yes No Not clear

Remarks:

4.4 Availability of electronic logistics management systems.

Are electronic logistics management systems available in the proposed connection?

Yes No Not clear

Does this project intend to improve existing electronic logistic management systems?

Yes No Not clear

Does this project intend to integrate maritime and land-based information systems?

Yes No Not clear

Remarks:

4.5 Availability of simplified administrative and customs procedures.

Are simplified administrative and customs procedures available for this proposed connection?

Yes No Not clear

Does this project contribute to the simplification of administrative and/or customs procedures?

Yes No Not clear

Remarks:

4.6 Investments in facilities contributing to quality improvement in the logistic chain.

Are investments in facilities foreseen in this project proposal?

Yes No Not clear

May quality improvements be expected by the investments in these facilities?

Yes No Not clear

Remarks:

5. Socio-economic impact and impact on employment.

Does this project proposal have a positive socio-economic impact?

Yes No Not clear

How is this quantified and qualified? What kind of data is used for calculations/evaluations?

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Does this project proposal have a positive impact on employment?

Yes No Not clear

How is this quantified and qualified? What kind of data is used for calculations/evaluations?

.....

Remarks:

6. Environmental impact.

Does this project proposal have a positive environmental impact (e.g. reduction of emissions, better fuel efficiency, ...)?

Yes No Not clear

How is this quantified and qualified? What kind of data is used for calculations/evaluations?

.....

Remarks:

7. Effects on competition.

Does this project proposal have an effect on competition?

Yes No Not clear

How is this quantified and qualified? What kind of data is used for calculations/evaluations?

.....

Does this project proposal have an impact on existing services between the participating ports?

Yes No Not clear

Does this project proposal have an impact on existing services from neighbouring ports?

Yes No Not clear

Might this impact be distorting?

Yes No

Remarks:

8. Conclusion

Overall appreciation of the project proposal:

Does this project proposal fit into the national transport and/or port policy?

- Yes No

Remarks:

Overall contribution to the objectives of the Motorways of the Sea concept and added value to the TEN-T network?

- insufficient sufficient good Not clear

Remarks:

“Value for money?” Do you consider the infrastructure investments requested in this project proposal justified?

- Yes No

Remarks:

Consideration /discussion of this project proposal with the other involved Member States?

- Yes No

Figure to this proposal (indicative and purely optional)? _____ (%)

ANNEX III: ADDRESSES TO SEND PROPOSALS TO

Proposals should be sent to the relevant Member States administrations. The addresses are:

<p>Flemish Ministry of Mobility and Public Works Ports and Water Policy Koning Albert II-laan 20, bus 5 B-1000 Brussel Belgium</p>	<p>Ministry of Transport, Public Works and Water Management Shipping Policy P.O. Box 20904 NL-2500 EX Den Haag The Netherlands</p>
<p>Department for Transport Modal Shift Policy and Grants Freight Policy and Road Charging Division Zone 2/14, Great Minster House 76, Marsham Street London SW1P 4DR United Kingdom</p>	<p>Federal Ministry of Transport, Building and Urban Affairs of Germany Unit WS 21 Robert-Schuman-Platz 1 D-53175 Bonn Germany</p>
<p>Danish Maritime Authority Vermundsgade 38C DK-2100 Copenhagen Denmark</p>	<p>Danish Ministry of Transport Frederiksholms Kanal 27 F DK-1220 Copenhagen Denmark</p>
<p>Swedish Maritime Administration Transport Policy Unit SE-601 78 Norrköping Sweden</p>	<p>Ministry of Ecology, Energy, Sustainable Development and Sea Directorate General for Infrastructure, Transport and Sea Directorate for transport services Intermodal freight transport mission (DGITM/DST/MIF) Paroi Sud - La Grande Arche de la Défense F-92055 La Défense cedex France</p>
<p>Irish Maritime Development Office 80 Harcourt Street DUBLIN 2 Ireland</p>	

ANNEX IV. - FUNDING INSTRUMENTS

TEN-T

Since the revision of the TEN-T Guidelines in 2004, Motorways of the Sea has become one of the 30 priority projects of the TEN-T programme. The TEN-T programme provides financial support for infrastructure and facilities for Motorways of the Sea and for wider benefit actions (co-financed up to 20%, while cross-border sections may receive up to 30% co-financing) and can also provide also start-up aid (limited to 2 years) and support for preparatory studies (co-financed up to 50%).

The multi-annual TEN-T work programme for the period 2007-2013 includes a budget for Motorways of the Sea of € 310 million, subject to revision by 2010. It allows Motorways of the Sea to be supported through multi-annual decisions and schedules yearly calls for proposals for Motorways of the Sea projects with increasing budget availability until 2011 in order to allow MoS projects to mature before decreasing again through to the end of the financing period.

Motorways of the Sea projects within the framework of TEN-T are selected in two stages. First, Member States issue a joint call to industry and the public sector for proposals for Motorways of the Sea projects. Successful projects from these calls are then submitted for co-financing to the European Commission in the yearly TEN-T calls for Motorways of the Sea projects.

Marco Polo II

Marco Polo II provides financial support mainly for transport services and hence fully complements TEN-T, which focuses on infrastructure and facilities. Motorways of the Sea are one of five actions supported by the Marco Polo II Regulation. The funding intensity under Marco Polo II for Motorways of the Sea actions can be up to 35% for a maximum of five years. In contrast with the TEN-T, no separate budget has been set aside for the Motorways of the Sea initiative. Consequently, all project proposals from the various actions compete for the same budget and funding priorities are determined in accordance with the Marco Polo evaluation criteria.

The Commission issues during the period 2007-2013 yearly calls for proposals for all Marco Polo projects; these are scheduled at the beginning of each year. These calls are issued to private undertakings. Financing from the TEN-T and Marco Polo can be combined for a single project but not for the same cost item.

Structural funds and Cohesion funds

A number of the operational programmes for territorial co-operation (Interreg) provide explicitly for support for the Motorways of the Sea. For example, actions in support of Motorways of the Sea have been co-financed by the INTERREG IIIB and IVB programmes. Support from the Structural funds and the Cohesion funds needs to dovetail with support from the TEN-T and Marco Polo programmes, in particular so as to ensure that there is no double funding of the same component of the project from different programmes.

European Investment Bank Support

The European Investment Bank (EIB) can provide support for Motorways of the Sea either through senior debt financing or through the Loan Guarantee instrument for

TEN-T projects (LGTT) created jointly with the Commission. The latter can be beneficial for those components of the Motorways of the Sea projects whose financial viability is based on revenues, tolls or other income paid by the users, and which therefore may suffer if traffic level turns out lower than expected. The LGTT can be particularly relevant for TEN-T Motorways of the Sea projects with "near-investment" grade creditworthiness of the senior debt. Including the LGTT in the overall financial package of the project shall lift its senior debt credit quality from near-investment grade to investment grade which should result in reducing the cost of senior lending and making the project more appealing to potential investors.

State aid

The 2004 Community guidelines on State aid to maritime transport recognise that launching short-sea shipping services may be accompanied by substantial financial difficulties which the Member States may wish to attenuate in a bid to ensure the promotion of services that aim to improve the intermodal transport chain and to decongest roads. A number of conditions are attached to this aid to Short Sea Shipping, in particular time limits (three years) and funding intensity (either up to 30% of the operational costs of the service, or up to 10% of the investment in transshipment equipment). It should be noted that, back in 2004, these conditions were consistent with Marco Polo and TEN-T and that the State aid guidelines do not distinguish between Short Sea Shipping in general and the Motorways of the Sea.

Recognising that the start-up of regular and frequent Motorways of the Sea services will face financial difficulties of a different order of magnitude from other Short Sea Shipping services, the European legislator has specifically increased the funding intensity and duration for Motorways of the Sea, within the relevant Community support programmes, to up to five years with a funding intensity of up to 35%. In 2008 the European Commission published a Communication providing guidance on State aid complementary to Community funding for the launching of Motorways of the Sea⁷.

Apart from State aid to maritime transport, State aid schemes have been put in place which indirectly support Short Sea Shipping. Italy, for example provides financial incentives to hauliers for cargo transported by sea. Such initiatives help to make Motorways of the Sea a success and the Commission services encourage Member States to discuss such programmes

Please check the website of the Motorways of the Sea One Stop Help Desk for the latest information on the funding possibilities for Motorways of the Sea projects.
<http://www.mos-helpdesk.eu/>

⁷ Communication C(2008) 7713, see <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:C:2008:317:0010:0012:EN:PDF>

ANNEX V. – EXAMPLES OF PILOT ACTIONS

Pilot actions should pave the way for deployment of new and innovative concepts and technologies contributing to implementation of the MoS concept through prototyping, testing and validation. They can vary from actions related to innovation in setting up new or improving existing maritime links to achieving MoS actions of wider benefits.

The particular examples of such innovations may include, but are not limited to:

- integrated IT systems for cargo tracking and tracing within the whole MoS chain;
- reduction of administrative burden by implementation of IT information exchange/reporting systems or single windows for MoS services;
- validation of the operational benefits of new Ro-Ro ship prototypes or of innovative, environmentally friendly ship propulsions/engines for MoS services;
- new logistics concepts for providing alternative energy carriers (e.g. LNG) to MoS vessels;
- innovative logistics concepts accelerating intermodal operations in terminals, including automation of intermodal cargo handling terminals for MoS;
- regional organisation of icebreaking operation for MoS;
- innovative dredging concepts significantly reducing further maintenance of fairways or basins designated to MoS services;
- test operations for door-to-door MoS services involving at least a maritime operator, two ports in two different Members States and a rail or inland navigation operator.