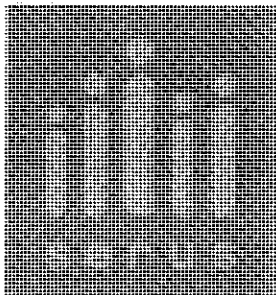


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Underlagsstudie för € Monitoring of Export-
Polo programmet f Import and Transit
Bottenhavet mellan Cargo Flows in
North-West Russia,
EATUCenter

nedel från Marco
förbindelse över
och Österbotten

2003-12-05
Gordon Hahn
SERUS ek. för.

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Bilaga 2

Förslag på utformning av en Marco Polo ansökan (8 sidor)

Bilaga 3

Bilaga till Marco Polo ansökan (28 sidor)

1) Uppdraget

SERUS ekonomisk förening har fått i uppdrag av Länsstyrelsen i Västernorrlands län att genomföra en studie och ta fram underlag för en ansökan om medel från Marco Polo programmet inom EU för en gods färjeförbindelse över Bottenhavet mellan Västernorrland och Österbotten. Denna rapport står till fritt förfogande för de transportleverantörer som är intresserade av att driva ovan nämnda färjelinje och i anslutning här till ansöka om Marco Polo medel vid skilda ansökningsomgångar.

Följande information ligger till grund för rapporten:

Dialog med

- KFAB
- Botnia Link
- Slumpvis utvalda industri- och transportföretag i regionen
- Europeiska Kommissionen (Marco Polo desk – DG TREN B2)

Utvärderingarna

- Förutsättningar för en nystart av en reguljär färjeförbindelse mellan Kaskö och Vasa/Härnösand (Hollmén 2003)
- Botnia Link godstransportstudie hösten 2001 (Infraplan AB 2002)
- Transportkorridor Midt-Norden (Nordtug/Sand 2002)
- Färjetrafik i Kvarken 2004 (ShipPax Information AB 2001)
- Underlag för en hållbar färjetrafik på Kvarken (MariTerm AB 2003)
- En analys av handeln mellan två grannar 2002 (finsk-svenska handelskammaren 2003)

Tryckt material

- Kommissionens upplysning om ansökningsomgång ... för Marco Polo-programmet (2003/C 245/06)
- Kommissionens ansökningsomgång åtgärder för trafikomställning, katalysatorverkan och samarbete inom ramen för Marco Polo-programmet (EG nr 1382/2003)
- EU:s Vitbok Den gemensamma transportpolitiken fram till 2010: Vägval inför framtiden (ISBN: 92-894-0347-0) (2001)
- Handlingsplan för NECLA

Internet

- DG Tren hemsida (www.europa.eu.int/comm/transport/index_sv.html)
- Marco Polo hemsida (www.europa.eu.int/comm/transport/marcopolo/index_en.htm)
- Länsstyrelsens Norrbotten hemsida (www.bd.lst.se)
- Länsstyrelsens Västerbotten hemsida (www.ac.lst.se)
- Länsstyrelsens Västernorrland hemsida (www.y.lst.se)
- Länsstyrelsens Gävleborg hemsida (www.x.lst.se)
- Finlands miljövårdsnämnd hemsida

2) Marco Polo

Kommissionens förslag att upprätta Marco Polo programmet nämndes för första gången i Vitboken för den Europeiska transport policyn för 2010: Time to decide (12/9 2001).

Efter de positiva erfarenheterna av PACT vill Kommissionen arbeta vidare med frågorna som stödjer arbetet mot trafikstockningen i vägfraktsektorn samt öka den miljömässiga utförandet av transportsektorn som helhet.

Målet med Marco Polo är att minska vägtrafikstockningen och öka det miljömässiga utförandet av transportsektorn genom att flytta frakt från vägtransporterna till närsjöfart insjöfart och järnvägar inom Europa.

Marco Polo skiljer sig från andra projektansökningar såsom t.ex. R&D och TEN program eftersom de stödjer kommersiella marknadsverksamheter för frakt och transporttjänster. Marco Polo ska hjälpa till att skifta projekt inom alla segment av fraktmarknaden, inte bara inom kombinerad transport. Programmet kommer också i ett senare skede även att innefatta kandidatländerna. Prioriterande projekt är internationella snarare än nationella.

Programmet består av tre huvudpunkter:

- Startstöd till åtgärder som överför godstrafik från väg till andra transportsätt (trafikomställningsåtgärder).
- Katalysatoråtgärder på godslogistikmarknaden.
- Samarbetsåtgärder på godslogistikmarknaden (åtg. för gemensamt lärande).

Huvudmålet för Marco Polo är att hjälpa till att skifta frakten från den växande vägfrakten till andra transportsätt. Programmet stödjer större initiativ i fraktsektorn för att nå målen i Vitboken för 2010.

Stöd betalas ut till konsortie av minst 2 företag i minst två medlemsstater och maximalt stöd utgår med 30 – 35 % från Kommissionen. Total budget för hela programmet är 75 M€ och 15M€ finns till förfogande under första utlysningen.

3) Vad ska man främst tänka på vid skrivningen av Marco Polo?

Som nämns ovan skiljer sig ansökan till Marco Polo radikalt, dels gentemot andra transportstöd från Kommissionen och dels gentemot andra ansökningshandlingar. Marco Polo stödjer kommersiella marknadsverksamheter för frakt och transporttjänster vilket är unikt i Kommissionens stödprogram. Vidare saknar Marco Polo en färdig "ansökningsmall" för skrivande av projekt. Kommissionen efterfrågar en beskrivning av projektet utefter riktlinjer beskrivna i upplysningen (2003/C 245/06) "Ansökningsomgång – åtgärder för trafikomställning, katalysatorverkan och samarbete inom ramen för Marco Polo-programmet".

Detta medför både positiva och negativa effekter vid skrivande av ansökan till Marco Polo. Det positiva handlar främst om att Kommissionen inte kommer att avslå en ansökan på grundval av för dåliga ansökningar utan kommer i huvudsak att rikta in sig på innehållet i ansökan. Det negativa är att det blir svårare att veta vad Kommissionen efterfrågar i och med att det inte finns en mall att skriva utifrån.

Det man främst måste tänka på vid skrivandet av en Marco Polo ansökan är således att skrivningen ska vara av sådan natur och karaktär att man övertygar Kommissionen om att projektet är det bästa utifrån trafikomställning, miljö och Europeiskt perspektiv.

4) Hur ser det Europeiska mervärdet ut i relation till vår förbindelse?

Det europeiska mervärdet för färjeförbindelsen över Bottenviken med Härnösand som en hamn har två huvudinriktningar. Dels ett större mervärde på hela den europeiska transportmarknaden med NECL initiativet som grund och dels färjetrafikens medverkan till att omställa vägtrafik förbi miljöområden utmed Norrlandskusten, stockningarna i Stockholmstrakten samt samhällsnyttan i generella termer.

I Vitboken "European transport policy for 2010: time to decide" identifieras att transportsektorn inom EU kommer att utmanas av utvidgningen i form av explosionsartad ökad utbyte av gods mellan länderna i EU. Flaskhalsar har redan tagit form vid de forna yttre gränserna och risken för att marknaden blir mättad vid de större öst-västliga transportkorridorerna är mycket stor, speciellt vid gränsen mellan Tyskland och Polen. Dessa korridorer kommer att bli ännu mer belastade när samarbetet med Ryssland intensifieras. Det europeiska mervärdet som hela korridoren medför från S:t Petersburg till Trondheim utifrån detta perspektiv måste belysas i ansökan.

5) Vad innehåller en projektöversikt och vad används den till?

Projektöversikten som nämns i utlysningen finns att ladda ner från GD Transports och Marco Polos hemsida. Projektöversikten är den enda egentliga mallen som ansökningsomgången har och syftar till att ge utvärderarna och Kommissionen en snabb översikt av vad projektet innehåller.

Översikten består av 18 rubriceringar inkluderande titel, projektledarens uppgifter och partnerskapet. Projektidén ska även presenteras med max 2000 ord och hela transportleden ska beskrivas med 500 ord. Vidare ska "gamla" skiftade sträckan förklaras (med 500 ord). Även projektets varighet, totalt omställt gods, miljönyttan och kostnad av verksamheten ska beskrivas.

På projektöversiktssidan ska även framgå hur åtgärden ska genomföras, milstolpar, eventuella oförutsedda huvudproblem och lösningar till dessa samt andra nyckelmeddelanden till Kommissionen.

6) Hur uppfylls de generella urvalskriterierna?

Förslaget måste gälla tjänster på marknaden, d.v.s. åtgärder gällande infrastruktur och forskning ges inte bidrag till. Förslaget måste också lämnas in av minst två oberoende företag från två olika medlemsstater. Kostnader får endast uppkomma på territorium inom gemenskapen och åtgärderna måste ha till mål att ställa om godstrafik till närsjöfart, insjöfart eller järnväg. Alla partner måste vara juridiska företag, antingen privat eller offentligt ägda. Offentliga organ eller privatpersoner är alltså inte stödberättigade. En färjeförbindelse mellan Västernorrland och Österbotten uppfyller dessa kriterium då det gäller upprättande av transporttjänst genom svenska och finska intressenter i konsortium med all verksamhet utfört på finskt eller svenskt territorium.

Utöver detta måste åtgärdstypen klart anges och verksamheten måste påbörjas mellan 3 augusti 2003 och 31 oktober 2004 för att uppfylla urvalskriterierna.

Det ska även tilläggas att infrastruktur kan räknas in i ansökan med upp till högst 20% av det totala stödbeloppet. Infrastruktursatsningarna måste vara av en underordnad karaktär men nödvändiga för åtgärden ska uppfyllas.

7) Hur bygger man upp projektansökans huvudtext?

Det mest väsentliga i ansökans huvudtext är att beskriva åtgärden utförligt utifrån urvalskriterierna ovan. Vidare ska projektets vägsträcka och trafikomställd åtgärd förklaras utförligt och hur målen med projektet är uppfyllt inom 36 månader. Även hur minsta riktvärdet av 250 miljoner tonkilometer uppnås under projektets gång ska beskrivas. En utförlig redovisning av godsfraktmarknadens segment som nyttjas i åtgärden ska beskrivas samt den mängd av gods som omfattas av omställningen.

8) Hur är marknadssituationen i regionen?

Om man beaktar det betydliga transportvolymerna som Botnia Link hade under sista verksamhetsåret 2002 samt intresset från godsägare i regionen för nystart av färjeförbindelse mellan Västernorrland och Österbotten kan man förvänta sig en omställning av gods på runt 948 miljoner tonkilometer under första tre verksamhetsår för färjeförbindelsen. Detta är kalkylerat på en ökande grad av nyttjande allt eftersom tilliten till verksamheten ökar hos godsägarna. Första året kan man förvänta sig en godsomställning på 245 miljoner tonkilometer (145Mton Haparanda och 99Mton Åbo/Nådendal – Stockholm/Kappelskär), andra året 320 miljoner tonkilometer (165Mton Haparanda och 80Mton Åbo/Nådendal – Stockholm/Kappelskär) och för tredje året 383 miljoner tonkilometer. Nödvändig volym för att driva en färjeförbindelse är kalkylerad till 250 000 ton per år vilket innebär 319 miljoner tonkilometer kalkylerat enligt ovan eller 210 000 längdmeter.

Utifrån dessa siffror ser alltså marknadssituationen i regionen mycket bra ut för att driva en färjeförbindelse för gods mellan Västernorrland och Österbotten. Vidare föreslås med bakgrund till att godsägarna i regionen är de som initierat initiativet förs fram i ansökan, eftersom det är de som kan ställa sig bakom dessa siffror och de facto möjliggöra omställningen.

9) Vad krävs för att projektet ska få trovärdighet och ekonomisk bärkraft?

Kommissionen kräver att partnerskapet och projektet har trovärdighet och ekonomisk bärkraft. Därför ska ansökan innehålla fullständiga uppgifter om huvudpartnern (namn, adress, telefon etc.), kontaktperson, alla övriga partner i konsortiet samt eventuella underleverantörer. Vidare måste uppgifter om erfarenheter och redovisningar av uppnådda resultat för alla parter och ledande personer beskrivas samt styrkas i bilagor.

En verksamhetsplan ska beskriva hur projektet ska genomföras där motivering till varför stöd söks ska framgå. Det är också viktigt att visa på att oacceptabel konkurrens inte uppkommer vid projektets genomförande (d.v.s. gentemot icke vägbundna transporttjänster existerande på marknaden).

10) Vad innebär miljönytta och vilken miljönytta medför ett eventuellt projekt?

Med miljönytta menas både kvantitativ och kvalitativ miljönytta. För den kvalitativa nyttan är det viktigt är att belysa hur färjeförbindelsen bidrar till att avlasta vägarna förbi miljöskyddade områden utmed Finlands och norrlandskusten. Vidare bör trafikstockningarna och bullerproblemen i Stockholmsregionen belysas, eftersom även det är en alternativ väg för godset idag.

Gällande den kvalitativa miljönyttan ska det bevisas hur mycket den nya förbindelsen bidrar med i samhällsnytta jämfört med gamla vägen, d.v.s. hur mycket miljönytta medför omställningen från vägtrafiken till färjetrafik? Detta räknas ut efter modeller presenterade av Kommissionen och beskrivna i bilaga 3 i riktlinjerna för ansökningsomgång 1 av Marco Polo.

11) Hur ser ett strategiskt partnerskap ut för projektet?

För att uppfylla de kriterierna som ställs på en Marco Polo ansökan räcker det med ett bolag i Sverige och ett bolag i Finland som inom ett konsortium söker projektstöd. Dock stärker det ju ansökan/fall partnerskapet är bredare. Initiativet och efterfrågan av denna förbindelse kommer likväl från näringslivet i form av industri och transportföretag. Det är de facto dessa aktörer som i verkligheten har makt att ställa om godset. Därför borde en ansökan inkludera ett partnerskap med dessa aktörer. Det läggs dock stor vikt vid att de sökande har finansiell kapacitet och ekonomiska resurser att genomföra åtgärden som stödet avser. Därför efterfrågar Kommissionen årsredovisningar. Sökanden måste ha säkra och tillräckliga finansieringskällor för att kunna bedriva verksamheten under hela perioden projektet genomförs.

Parterna och sökanden måste besitta tillräckliga förutsättningar i form av sakkunskap och verksamhetsorganisation för att kunna genomföra åtgärden. Handlingar såsom meritförteckningar ska lämnas in tillsammans med ansökan. Det är möjligt att hyra in tjänster från tredje part vilket ska ske enligt ett öppet, opartiskt och icke-diskriminerande förfarande och beskrivas samt styrkas i ansökningen. Huvudpartnern ska styrkas med årsredovisning som bevisar projektets ekonomiska bärkraft och sakkunskap. Även ett letter of intent samt årsredovisning och meritförteckning på eventuell färjeoperatör bör bifogas ansökan för att stärka ansökan, men är inte tvungen att delta i partnerskapet.

12) Hur ser projektbudgeten ut för vår tilltänkta ansökan?

Kommissionen stödjer max 30 % av kostnader som uppkommer vid tjänstutövning på transportmarknaden. Det högsta möjliga stödet för en ansökan räknas ut dels genom totala kostnader för projektet och dels genom en räknekalkyl som finns bifogad ansökningsomgången i bilaga 3. Som ett exempel visas här en uträkning för förbindelsen Härnösand – Kaskö:

Totala kostnader för färjeupprättningen och verksamheten på tre år är 18 731 580 € (se bilaga III.3 i bilagan till förslag på ansökning). Detta innebär att maxbelopp som Kommissionen kan bidra med är drygt 6 miljoner euro. Intäkterna samma period uppgår dock till 17 175 041 € vilket ger en differens på drygt 1,5 miljoner euro, och eftersom Kommissionen inte ger bidrag till åtgärder som syftar till ekonomisk vinst eller ifall bidraget leder till att stödmottagaren gör vinst under stödperioden innebär det att detta är riktvärdet i fortsatta arbetet.

Räknekalkylen i bilaga 3 inom ansökningsomgången räknar ut miljö- och samhällsnyttan med åtgärden. Detta är kanske den viktigaste delen i hela ansökan och i exemplet ovan ser det ut så här:

Beräknat i exemplet (bilaga 1) är totalt antal fraktenheter på tre år beräknade till 620 000 längdmeter vilket är kalkylerat detsamma som 744 000 ton. Marknadsundersökning av dels tidigare användare av Botnia Link samt nya operatörer som visat intresse för färjeförbindelse visar att tänkbara kunder till en framtida färja idag nyttjar Stockholm/Kappelskär – Åbo/Nådenal respektive Haparanda till 55 % respektive 45%, d.v.s. ungefär likvärdigt.

Som bilagan visar kan man förvänta sig en godsmängd på färjan under första verksamhetsåret på 160 000 längdmeter, d.v.s. 192 000 ton. Kalkylen visar att vägsträckan över Stockholm/Kappelskär – Åbo/Nådenal är 800 kilometer och sträckan över Haparanda är 1 100 kilometer. Det ger oss 99 miljoner tonkilometer överförd gods från Stockholm/Kappelskär – Åbo/Nådenal (55 % av 192 tton gånger 800 kilometer) och 146 miljoner tonkilometer överförd gods från Haparanda (45 % av 192 tton gånger 1 100 kilometer). Första året kan det alltså beräknas föra över 245 miljoner tonkilometer från väg till närsjöfart genom åtgärden. För år två beräknar vi att få en lastvolym på färjan av 210 000 längdmeter och år tre på 250 000 längdmeter. Detta ger oss enligt samma beräkningar som ovan en överföring på 320 miljoner tonkilometer andra året respektive 383 miljoner tonkilometer tredje året.

Totalt under projekttiden (d.v.s. ifall projektiden väljs till 36 månader) omställs 948 miljoner tonkilometer från väg till närsjöfart genom färjeförbindelsen mellan Härnösand och Kaskö. Vidare är nya transportvägen 200 kilometer (d.v.s. sjövägen mellan Härnösand och Kaskö).

Uträknat enligt exemplet skulle 744 000 ton gå landsväg med lastbil mellan hamnarna Härnösand och Kaskö under tre år. Vägsträckan mellan hamnarna är 800 kilometer respektive 1 100 kilometer och godsägarna samt åkeribolagen nyttjar dessa idag till 55 respektive 45 % enligt ovan. Motsvarande sjösträcka är 200 kilometer. Vägtransporten går uteslutande på EU:s territorium.

Lgammal(1): 800
Lgammal(2): 1100
Lny: 200
V: 744 000

Fgammal(1): $800 \times (744\,000 / 1.55) = 384\,000\,000$ tonkm
Fgammal(2): $1100 \times (744\,000 / 1.45) = 564\,000\,000$ tonkm
Fgammal: Fgammal(1) + Fgammal(2) = 948 000 000 tonkm
Fny: $200 \times 744\,000 = 148\,800\,000$ tonkm

Egammal: 0,024 €/tonkm
Eny: 0,004 €/tonkm

Kgammal: $0,024 \times 948\,000\,000 = 22\,752\,000$
Kny: $0,004 \times 148\,800\,000 = 595\,200$

$M = 22\,752\,000 - 595\,200 = 22\,156\,800$

Miljö och samhällsnyttan för denna omställning skulle bli 22 miljoner euro. Beräkningen av stödbeloppet sker enligt nedan:

Fgammal: $(800 \times (744\,000 / 1.55)) + (1100 \times (744\,000 / 1.45)) = 948\,000\,000$ tonkm

Sgräns: $948\,000\,000 \times (1 / 500) = 1\,896\,000$ € (högsta stödbeloppet med dessa parametrar)

Antag att en ansökan om stöd lämnas in på 1 500 000 € för att inte gå med vinst under projektperioden (se detta kapitel stycke 2 ovan). Projektet ger då en miljöeffektivitet på:

$R_s = 22\,752\,000 / 1\,500\,000 = 15,2$
 $R_t = 22\,752\,000 / 948\,000\,000 = 0,024$

Detta innebär att varje euro från EU ger 15,2 euro i samhällsnytta och varje tonkilometer ger 2,4 eurocent i samhällsvinst.

13) Övriga kostnadstekniska uppgifter

Kostnader som uppkommer på eller efter datumet för inlämnandet av en ansökan är stödberättigade under förutsättning att ett beviljande av stöd ges. Bidrag ges endast till tjänster och inte infrastruktur, forskning eller studie. Det är dock möjligt att få stöd till infrastruktur ifall infrastrukturåtgärden betraktas som nödvändiga, och underordnade, för att uppnå målet med den aktuella åtgärden. Dessa stöd får maximalt uppgå till 20% av det sammanlagda stöd som begärs i en åtgärd.

14) Godkända kostnader

För att kostnader ska godkännas krävs att följande generella kriterier uppfylls:

- Direkt anslutna till överenskommelsen mellan Kommissionen och egna parten, d.v.s. ska ha tagits upp i ansökan samt kontraktet.
- Nödvändiga för utförandet av verksamheten Kommissionen godkänt.
- Berättigade och resonliga samt följa principer om sund finansiell ledning, speciellt gällande kostnadseffektivitet.
- Komma upp under projekttiden.
- Kommit upp hos stödmottagaren och upptagna i dennes räkenskaper
- Identifierbara och verifierbara.

Främst gäller att följande områden är godkända utgifter för stöd:

- Personalkostnader, inkluderande löner, sociala avgifter och andra kostnader.
- Resekostnader nödvändiga för projektet (gäller främst katalysator- och samarbetsåtgärder)
- Inköpskostnader av utrustning som följer regler och lagar på marknaden.
- Kostnader av konsumtionsvaror och anskaffningsvaror om de är identifierbara.
- Tredje hands kontrakt nödvändiga för åtgärden.
- Kostnader som kommer upp i samband med projektet (informationsspridning, utvärderingar etc.) inkluderande finansiell service (speciellt kostnaden för finansiell garanti).

Följande kostnader godkänns inte:

- Återförande av kapital
- Skulder och skuldavgifter
- Förluster eller oförutsedda förluster
- Andra skulder
- Tvivelaktiga skulder
- Växlingsförluster
- Moms, förutom ifall stödmottagaren kan bevisa att det är omöjligt att återhämta
- Kostnader finansierade av andra EU program

I bilaga 3 hamnar mycket av kostnader för projektdrivningen under administrationen (främst första året. Detta bör beskrivas tydligare vid en eventuell inlämning av Marco Polo.

15) Hur kan en Marco Polo ansökan utformas för en färjeförbindelse mellan Västernorrland och Österbotten?

Ett förslag på hur en Marco Polo ansökan kan utformas mellan ovan nämnda regioner finns framtaget till detta dokument under bilagorna. Förslaget är utarbetat med Kaskö och Härnösand som de hamnar åtgärden trafikerar, men självklart kan dessa ändras till Sundsvall, Söråker och Vasa ifall åtgärden skulle vilja utföras på andra hamnar. Förslaget står till fritt förfogande av uppdragsgivaren att använda, redigera och/eller sprida till intressenter godkända av uppdragsgivaren.

16) Beskrivning av bilagor

Bilagorna till denna undersökning visar på hur en Marco Polo kan skrivas och uppdragsgivaren får full äganderätt till underlaget att redigera efter eget behov. Förslaget på en Marco Polo ansökan kan även i framtiden användas som mall för eventuella intressenter att lämna in Marco Polo ansökan.

Vidare finns framtaget material till underlaget för Marco Polo ansökan i syfte att visa hur man bör underbygga en ansökan. Eftersom Marco Poloansökan är mycket begränsad (10 A4) är det mycket viktigt att underlaget underbyggs med fakta och bakgrundsmaterial samt bilder och diagram som stärker ansökan. För dessa bilagor till ansökan finns inga restriktioner och bör alltså innehålla så mycket som möjligt för att stärka ansökan.

Observera att bilagorna alltid kommer att behandlas strängt konfidentiellt av Kommissionens personal.

17) Bedömningskriterier och utvärdering av ansökan

För varje ansökningsomgång finns alltså en begränsad budget som Kommissionen fastställer. För första ansökningsomgången ligger budgeten på 15 miljoner euro (för 15 länder), andra omgången på 20 miljoner euro (24 länder) och tredje omgången på 35 miljoner euro (24 länder). Under den första omgången har Kommissionen som mål att max finansiera 15 projekt. Hur många projekt som de facto får anslag är helt beroende på stödbegäran av de högst värderade projekten i ansökningsomgången. Hur högt ett projekt värderas är beroende av uppnådda poäng genom utvärdering utefter bedömningskriterierna.

Varje förslag kan högst få 100 poäng och de är fördelade på tre prioriteringar; europeiskt mervärde, trovärdighet och ekonomisk bärkraft samt miljönytta. Det europeiska mervärdet innebär kalkylering på hur mycket gods som ställs om från vägtransport till annat transportsätt och betygssätts med upp till 40 poäng. Projektets trovärdighet och ekonomiska bärkraft samt miljönytta betygssätts med upp till 30 poäng. För att komma ifråga om stöd måste ett förslag få minst 60 poäng varav minst 24 för mervärdeskriteriet och 18 i vardera av ekonomisk bärkraft och miljönytta. Dessutom måste ansökan få svaret ja på frågorna ifall oacceptabel konkurrens undviks och ifall stöd är berättigat.

Efter utvärderingen kommer ansökningsförslagen upp på en intern lista med det förslag som har fått flest poäng hamnar överst. Sedan får de projekt med flest poäng i fallande skala det stöd som söks tills finanserna för omgången nyttjas. Det vill säga att ifall de projekt med höga poäng söker mycket finansiering beviljas färre projekt än ifall de bästa projekten efterfrågar lägre projektstöd.

18) Vad innebär det rent praktiskt att vara partner?

Detta är bara ett förslag från Kommissionen och gäller alla tre åtgärder inom Marco Polo. Vidare är denna del en fritt översatt sammanfattning i syfte att ge en övergripande bild om vad det innebär att vara Huvudpartner och ingå i ett konsortie i ett Marco Polo projekt.

Först och främst har huvudpartnern delat ansvar med övriga partners om att verksamheten genomförs enligt det förslag som blivit beviljat. Kontrakt signeras av huvudpartner och Kommissionen men inkluderar hela konsortiet. Det egentliga ansvaret som tillfaller

huvudpartnern är den direkta dialogen och verksamheten gentemot Kommissionen. Huvudpartnern har fullt ansvar för ekonomin och det stöd som betalas ut av Kommissionen. Fortsättningsvis kommer jag att presentera skyldigheterna som tillfaller konsortiet men som alltså huvudpartnern har ansvar för gentemot Kommissionen. Konsortieavtalen måste skrivas på ett sådant sätt så att alla partner har delat ansvar i verksamhetens utförande.

Alla partner i konsortiet har samma rättigheter och skyldigheter som huvudpartnern gentemot Kommissionen, dock signeras kontraktet av huvudpartnern.¹

Från Huvudpartnern kommer en "genomförande" garanti att blockas från Kommissionens sida som är 10 % av det stöd som beviljats. I detta fall handlar det alltså om 150 000 euro likvärdigt med ungefär 1 350 000 SEK. Detta görs i de fall Kommissionen anser det nödvändigt och kommer att släppas i och med sista utbetalningen av stödet. Denna garanti stannar hos Kommissionen i de fall hela implementeringen av projektet uteblir (i vissa fall även om delar av implementeringen uteblir från fall till fall).² Huvudpartnern har också slutligt ansvar att lämna in teknisk implementeringsrapport inkluderande finansiell rapport, Mid-term rapport och slutlig rapport.³

Huvudpartnern kommer att få alla betalningar till sig och bär ansvaret att överföra stöd till övriga stödmottagare inom 30 dagar från det datumet betalningen skett från Kommissionen.⁴

Konsortiet har ansvaret för alla skador som Kommissionen ådrar sig som resultat av utförandet av eller fel utförande av åtgärden förutom i de fall parterna kan kalla force majeure (yttre faktorer utanför konsortiets kontroll, se stycke 10).⁵ Konsortiet har ensam plikt vis-a-vis tredje part, inkluderande någon skada gjord av dem under tiden åtgärden genomförs.⁶

En åtgärd kan avbrytas, tillfälligt eller helt, från både Kommissionens sida och Konsortiets.⁷ Force majeure innebär oförutsebar exceptionell situation eller händelse utanför partnerskapets kontroll som hindrar någon av dem att fullfölja någon av deras skyldigheter. I dessa fall kan åtgärden tillfälligt avbrytas eller helt utan finansiella åtgärder från Kommissionen.⁸ En tredje parts åtaganden kan aldrig ersätta huvudpartnern eller konsortiet från dess skyldigheter gentemot Kommissionen.⁹

I tillbörligt berättigade fall kan konsortiet (huvudpartnern) avbryta kontraktet med Kommissionen vid vilken tid som helst genom att 60 dagar i förväg skriftligen meddela anledning. I dessa fall kommer inget skadestånd att krävas. Om skäl inte kan anges eller ifall Kommissionen inte godtar skälet anses kontraktet avslutat orättmätigt och åtgärd vidtas enligt stycke 5 nedan.¹⁰

¹ European Commission Marco Polo draft grant agreement § 1.10.1

² Ibid. § 1.4.4

³ Ibid. § 1.5, bilaga III

⁴ Ibid. § 1.6

⁵ Ibid. § II.1.3

⁶ Ibid. § II.1.4

⁷ Ibid. § II.7

⁸ Ibid. § II.8

⁹ Ibid. § II.10

¹⁰ Ibid. § II.11.1

Kommissionen kan avbryta kontraktet utan skadestånd i följande fall:

- 1) Legal, finansiell, teknisk eller organisations förändring som påverkar åtgärdens rättsliga kriterier.
- 2) Då stödmottagaren misslyckas att fullfölja skyldigheterna enligt avtalet
- 3) Force majeure
- 4) Konkurs eller liknande händelser
- 5) Res judicata eller liknande brott av stödmottagare
- 6) Då stödmottagaren felaktigt representerar eller sänder falska rapporter
- 7) Då stödmottagaren felaktigt genomfört åtgärden som leder till skadande av gemenskapens budget.¹¹

Avbrytande av kontrakt sker initialt med rekommenderad postgång. I punkt 1, 2 och 4 ovan har parterna 30 dagar att klargöra och förklara misstaget. I övriga fall avbryts kontraktet dagen efter meddelandet nått kontaktpersonen.¹² I de fall ett projekt avslutas ska utbetalning ske fram till datum för avslutandet givet att en slutrapport sänds in till Kommissionen inom 60 dagar. I de fall avbrytande av kontrakt skett enligt punkt 5, 6 eller 7 ovan kan Kommissionen komma att efterfråga en återbetalning av stöd redan betalats ut för åtgärden.¹³

Enligt EU:s generella finansiella regler så kan stödmottagare som gör ett gravt kontraktsbrott gällande sina skyldigheter bli fråga för finansiellt straff mellan 2 – 10 % av berättigat stöd enligt proportionalitetsprincipen. Denna procentgrad kan ökas till 4 – 20 % om nytt kontraktsbrott sker inom en femårsperiod.¹⁴

Stödmottagaren skall tillgodose Kommissionen med originaldokument, speciellt räkne- och skatteredovisningar.¹⁵

Själva kontraktet är mycket mer utförligt, men i stora drag är det dessa punkter som främst berör huvudpartnern. Konsortiet delar ansvaret och skyldigheterna att genomföra åtgärden, men huvudpartnern signerar kontraktet och fungerar som finansiell kanal. Ytters kan man hävda att de står ansvariga inför Kommissionen.

19) Sammanfattning

Åtgärden innebär att varje euro i stöd från EU ger 15,2 euro i samhällsnytta och varje tonkilometer ger 2,4 eurocent i samhällsvinst. Detta är positiva siffror och en stödnivå på 1,5 miljoner euro är en låg siffra för åtgärdens storlek. Kommissionen har press på sig att uppnå resultaten satta i Marco Polo och denna åtgärd är ett enkelt sätt att nå resultat. Underhandskontakter med Kommissionen har skett löpande under skrivandets gång trots att help-desk varit stängt. Alla reaktioner från Kommissionens sida har varit mycket positiva till denna ansökningsmodell. Nästa steg är att få fram ett hållbart partnerskap och en huvudpartner, förslagsvis en färjeoperatör, som har en reliabel historia och kan ge marknaden en hållbar förbindelse mellan Västernorrland och Österbotten.

¹¹ European Commission Marco Polo draft grant agreement § II.11.2

¹² Ibid. § II.11.3

¹³ Ibid. § II.11.4

¹⁴ Ibid. § II.12

¹⁵ Ibid. § II.19.2

Bilaga 1

Översikten

I.1 Title of proposal: Transbotnia

I.2 Type of action applied for: Modal shift action

I.3 Lead partner's full address:

I.4 Contact person's name, tel., fax and email:

I.5 Other partners' names and countries:

I.6 Project idea (max 2000 characters):

The outcome of the project is expected to be a sustainable connection between West Finland (Kaskö) and East Sweden (Härnösand) for freight shipping between the countries in a sustainable and cost effective way. Furthermore, this will facilitate the aim of creating a by-pass solution from Russia to Great-Britain/the continent over Mid-Nordic region avoiding the heavily congested areas of central Europe, especially the border between Poland and Germany. This application is an initiative from the industry and the transport stakeholders themselves, who in fact have the power to shift modes on the transport market. A freight ferry connection would help gaining time efficiency, marginal cost, drive pass systems, safety guarantees and resting opportunities for the transport companies that are today confronted with increasing traffic on the main road transport routes composing an additional transport distance of 800 or 1 100 kilometers. The overall objective of the project is to shift freight from the road to short sea shipping in order to facilitate the transport modes for stakeholders especially in the Mid-Nordic region. The recently applied Interreg project, NECL, provides an interesting viable alternative traffic corridor from Russia to UK/Continent through the Mid-Nordic Countries reducing main problems that the transport sector of Europe is facing today. As identified in the White Paper "European transport policy for 2010: time to decide" EU will face the challenge of that enlargement is set to trigger a veritable explosion in exchange of goods between the countries of the Union. Bottlenecks are already forming at the borders and there is a real risk of saturation on the major east-west corridors, especially at the border of Poland and Germany. This challenge will become even more important when the EU cooperation with Russia intensifies. In regard of this, an alternative freight transport corridor by Mid-Nordic region may work as a "by-pass" where a ferry connection is a crucial link in order to achieve these goals and for the future work of the Interreg project.

I.7 Entire transport/logistics route (max 500 characters):

An alliance, consisting of more than 50 partners from the public and private sector across Great Britain, Norway, Sweden, Finland and Russia, was set up in September 2002 in purpose to promote a freight transport corridor for the Mid-Nordic area. The alliance is combining public will with private demand from Russia through Finland, Sweden and Norway to the continent focusing especially on future floods of goods from northern- and central Russia heading for central Europe. In order to succeed with this vision the trans-modal approach is crucial where the ferry connection is a missing link.

I.8 New "modally-shifted" part of route (max 500 characters):

The new "modally-shifted" route is a short sea shipping solution for the Mid-Nordic region, set up as a new ferry connection between Sweden and Finland between the harbors of Kaskö and Härnösand. With reference to the crucial volumes that the last freight ferry succeeded to maintain over the Gulf of Botnia and the need of short sea shipping for freight transportation over the Gulf of Botnia, the freight companies in the region in generally and the partners involved in this application particularly want to point out the importance of an existing connection between the two harbors mentioned above.

I.9 Duration of EC subsidy: 36 month

I.10 Total modal shift generated over duration of EC subsidy: 744 000 tons equal to 948 million ton kilometres

I.11 Environmental benefits B (€): 22 156 800 €

I.12 Total eligible cost of action C_{total} (€): 18 731 580 €

I.13 EC subsidy requested S (€): 1 500 000 €

Bilaga 2

Förslag på utformning av en Marco Polo ansökan

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II. Application for Marco Polo main text of proposal Subcall: MODAL SHIFT ACTION

II.1 Description of Action

II.1.1 Description of Action out from the general eligibly criteria's

The overall objective of the project is to shift freight from the road to short sea shipping in order to facilitate the transport modes for stakeholders especially in the Mid-Nordic region. Recently an Interreg IIIB Baltic Sea application was approved, "North East Cargo Link (NECL)", and is in its initial stage (annex III.6.4). This project gathers stakeholders from S:t Petersburg in Russia to Trondheim in Norway over the Mid-Nordic area in order to promote intermodal solutions and portals for freight transport stakeholders. Rail and road transports in the Northern Europe and the southern part of the Nordic Countries are presently severely inhibited by congestion, causing traffic infarets, high pollution, slow transport speeds and a threat to economic competitiveness. These problems are becoming more and more severe with the increasing traffic load. The Interreg project, NECL, provides an interesting viable alternative traffic corridor from Russia to the UK/Continent through the Mid-Nordic Countries redueing some of the problems described above (annex III.1.4). A ferry connection is a crucial link in order to achieve these goals and for the future work of the Interreg project.

In September 2002 an alliance was set up in order to promote the freight transport corridor mentioned above. This alliance consists today of over 50 transnational partners from public and private sector across Great Britain, Norway, Sweden, Finland and Russia. The alliance is a big success combining public will with private demand. Furthermore, the industry and transport companies themselves initiated this initiative of the transport corridor, as well as this application for the Marco Polo Programme grant. This demonstrates the huge demand from the market for a transport corridor north of the Nordic capitals as an alternative route for Russia to reach the continent. The public support of the Mid-Nordic corridor is secured as well. A freight ferry connection within this corridor is crucial. (Annex III.6.3)

As identified in the White Paper "European transport policy for 2010: time to decide" (part 4 page 88 paragraph 7) the EU will face the challenge of that enlargement is set to trigger a veritable explosion in the exchange of goods between the countries of the European Union. Bottlenecks are already forming at the borders and there is a real risk of saturation on the major east-west corridors, especially at the border of Poland and Germany. This challenge will become even more important when the EU cooperation with Russia intensifies. In regard of this, an alternative freight transport corridor by Mid-Nordic region may work as a by-pass, especially regarding future floods from northern- and central Russia heading for central Europe. In order to succeed with this vision the trans-modal approach is crucial where the ferry connection is a missing link today.

This application concerns start-up aid for a modal shift action focusing short sea shipping solution in the Mid-Nordic region, as a new ferry connection between Sweden and Finland (Härnösand and Kaskö). A connection between Sweden and Finland over the Gulf of Botnia has historically been managed by ferries, mostly passenger ferries, since the 1970s and with

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reference to the crucial volumes that the last freight ferry succeeded to maintain, the freight companies in the region in generally and the partners involved in this application particularly want to point out the importance of an existing connection between the harbors mentioned above (annex III.6.2).

The alternative route today from Finland to Norway is either by E75 through Åbo/Nådendal – Stockholm/Kappelskär, that prolongs the distance by 800 kilometers or by Haparanda, which means an additional road distance of 1 100 kilometers (annex III.1.1). The alternative routes will result in heavy road freight usage that is a threat to the environment. The other ferry line in the region, between Vasa and Umeå, is officially a passenger ferry supported by state aid that can't ship modern lorries due to bow height limitation and furthermore the passenger ferry prolongs the distance of road usage by 200 kilometers.

All the freight companies in the regions concerned have shown great interest in starting a freight ferry connection between Kaskö and Härnösand. An evaluation was finalized in February 2003 analyzing its market potential. The evaluation shows a significant demand for a connection between Österbotten and Härnösand (annex III.6.1). The alternative routes used by the companies today are a threat to the environment and, because of congestion in the Stockholm area; time delays are a problem for the most of the freight companies. A sustainable freight ferry connection will as a result contribute to a better solution with drive pass system, resting opportunities and safety guarantees (annex III.1.2).

The partners involved in this application are all independent companies. They only cooperate in the common need of better transport solution for goods and freight in the mid Nordic region. **Ägarsamband mellan alla involverade i konsortiet som sätts upp för ansökan ska redovisas här. Viktigt att visa på Europeisk dimension – 2 EU länder och företag. (Annex III.5)**

The outcome of the project will be the realization of a short sea shipping connection between West Finland and East Sweden for shipping goods between the countries in a sustainable and cost effective way. Furthermore, this connection will facilitate the aim of creating a by-pass solution from Russia to Great Britain/The Continent over Mid-Nordic region and avoiding the heavily congested areas of central Europe and the border between Poland and Germany (annex III.1.4). As calculated in the annexes III.3, the total costs during the time of the project will amount to approximately 18 731 580 euro and includes the rent of a ferry (T/C – including personal), bunker cost, harbor fees, lots fees, catering, salaries and other administrative costs for operating the ferry. For the same period the income is calculated to 17 175 041 euro as a result of the ferry connection. The difference over three years will be 1,5 million euro, which is applied for in this proposal. All support received within this application will only be used in order to set up the freight ferry connection and direct costs relating to the managing situation around.

All project applicants are juridical persons as private companies. **Beskriv partnerskapet mer utförligt här. (annex III.5)**

The planned starting point of the project is during **månad 200X**.

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II.1.2 Description of Action out from the eligibly criteria's M1-M3 in the call for proposals

The envisaged road route from which freight is shifted by the ferry connection is situated on the territories of Finland and Sweden, which both are fully members of the European Union (annex III.1.1). The modal shift action itself will as well be carried out within the territories of above-mentioned nations (annex III.1.2).

With reference to an evaluation recently made (annex III.6.1), the earlier operator "Botnia Link" has already done the marketing of this connection and there is a good potential for a ferry connection over the Gulf of Botnia. There are not any unrealistic volumes of goods needed in order to achieve profitability. In fact if the same volumes will be realized as for the last operating year of Botnia Link, the break-even point is achieved (annexes III.2, III.6.2). Regardless of these positive figures, we do believe that in order to be able to set up a sustainable link for freight transportation over the Gulf of Botnia, with the specific conditions, the duration of the actions and project needs to be 36 month (annexes III.3, III.6.1).

This action will shift approximately 948 million ton kilometers during the project time, which is equal to 1 896 000 euro in subsidy and fulfills the criteria's threshold. In order not to profit during the project period this project have a funding limit of 1 500 000 euros (II.2.3 p.6).

II.1.3 Segment of freight market

This action concerns the short sea shipping as the segment of the freight transport sector. By promoting freight ferry connection over the Gulf of Botnia, the road usage over Haparanda and by Åbo/Nådendal – Stockholm/Kappelskär may be lowered in accordance to the aims of the EU and in favor of the environment. The freight focused is in particular industry goods such as forestry, provisions and manufactured industry products, as by the transport stakeholders demanding the ferry connection in particular the partners involved in this application. Goods that are classified as dangerous such as chemicals have shown great interest for finding new and safer ways of transportation away from public areas like the roads used today. Primarily the focus groups within the transport sector are lorries and trailers but as well small numbers of container shipping (annex III.6.5).

II.1.4 Quantity of freight shifted

The calculated units of goods shifted from road to short sea shipping in this action is estimated to be 620 length meters, which is equal to 744 000 tons. A new established freight ferry connection needs to get operating before the market accepts the new route. Validity and especially reliability are essential factors in the transportation sector, which only may be achieved over time and by showing that the connection is reliable to stay. Therefore we estimate to ship only 160 000 length meters, equal to 192 000 tons, the first year. This figure will possibly be raised to 252 000 tons the second year and 300 000 tons the third year because of the interest and huge demand in the region (annexes III.3, III.6.1).

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According to the market evaluation, the increased trade between EU and Russia and as a result of the development of the Mid-Nordic transport corridor, partly realized through the Interreg III B initiative, NECL, the interest in the freight ferry connection will probably rise increasingly even fourth and fifth year (annex III.6.4).

These figures are based partly on the last freight shipping ferry operating the connection Vasa – Hämösand, that reached a freight shipping volume of 270 000 tons during last year (annex III.6.2), and partly based on different market evaluation results showing interest of main industry operators in the region to use the connection. Additionally there are many companies that were not in a position to use the services of the former freight ferry that expressed their high interest in the new short sea shipping connection (see letters of interest in annex III.6.5).

II.2 Credibility and viability of operation

II.2.1 Partner contact information

Leadpartner:
Postal address:
Telephone number:
Fax number:
E-mail :
etc.etc.

Contact Person Name
Postal address
Telephone number
Fax number
E-mail
etc.etc.

Övriga partner i konsortiet Name
Postal address
Telephone number
Fax number
E-mail
etc.etc.

Övriga partner i konsortiet Name
Postal address
Telephone number
Fax number
E-mail
etc.etc.

Övriga partner i konsortiet Name
Postal address
Telephone number Fax number E-mail etc.etc.

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Övriga partner i konsortiet Name
Postal address
Telephone number
Fax number
E-mail etc.etc.

Eventuell underentreprenör Name
Postal address
Telephone number
Fax number E-mail

II.2.2 Experiences and track records from all partners involved in the application

Uppgifter av erfarenheter samt redovisning av uppnådda resultat för alla partner och ledande personer. Ska styrkas i bilaga 3-5

II.2.3 Development of service (annex III.6.1)

The market analysis shows that the industry and freight transport companies demand a simple and reliable list of sailings preferably with sailing out at evenings both from Härnösand and Kaskö. The connection will therefore have a late evening sailing from Kaskö (4 pm) and a night sailing out from Härnösand (12 am). Furthermore sailing out will be scheduled for each day except Saturday, which means approximately 600 runs per year.

A crucial factor that has to be taken into account are the special conditions characterizing the region. The harsh climate demands a ferry that needs to be able to stand stiff winter conditions and heavy ice covered sea. Furthermore, the ferry needs to fulfill the "Stockholmsreglerna". There are only a small number of ferries on the market, which fulfill these special conditions, either for purchase or for rent. With reference to previous ferry connection, the rent of the ferry and bunker costs made up almost 70 % of the total costs. Therefore it is essential to find the most reliable service provider that has the capacity complying with these specific and rules. This means with regards to availability on the market an additional cost.

An organization on land is needed consisting of 8 persons (4 in Finland and 4 in Sweden). The capital is estimated to approximately 1.5 million euro in order to start up. The start-up itself is estimated to cost 400 000 euro and includes costs for the renovation of the ferry, the preparation of terminals, procuring of booking systems, recruiting of staff, actions for marketing etc.

With reference to the annexes III.6.1, the calculated break even volume of 250 000 tons may be reached within 24 month, which represent a short period for start up of these types of action compared to the usual. Different market situations and different type of ferries may though prolong the start-up time to approximately 30 month. The capital requirements during the first 24 month is calculated to be further 800 000 to 1.2 million euro.

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The total expenditures of the ferry establishment (three years) is calculated to be approximately 18 731 580 €. The income during the same time is calculated to be 17 175 041 € that means a difference of -1 556 539 € (annex III.3).

This is calculated with the estimated figures of 744 000 tons to be using the service over three years as of 192 000 tons the first year, 252 000 tons second and 300 000 tons third year.

With reference to the calculation in II.3.3 45% of the goods today is using road over Haparanda (1100 km) and 55% over Stockholm/Kappelskär – Åbo/Nådendal (800 km), which means a total shift of:

$$(800 \times (744\,000 / 1.55)) + (1100 \times (744\,000 / 1.45)) = 948\,000\,000 \text{ tonkm}$$

This means that 99 million ton-kilometers are shifted from road transportation Stockholm/Kappelskär – Åbo/Nådendal and 146 million ton-kilometers from Haparanda. The first year we estimate to shift 245 million ton-kilometers from road transportation to short-sea shipping over the Gulf of Botnia. For the second year according to same calculations we estimate that reliability from the freight sector will increase the volume of goods as of 320 million ton-kilometers second year and 383 million ton-kilometers third year.

There is a considerable volume of goods shifted within this action that are in line with the aims of the Commission as well as industrial needs and political will in the region concerned (annex III.6.3). But in order to provide this link with reliability, there is a need of an existing “reliable” ferry operator. With regards to the freight shipping market and initial costs for establishing a ferry connection, this particular route is not prioritized due to market obstacles mentioned above (II.3.2 p.2) and is in need of financial support during the start-up period.

II.2.4 Avoidance of unacceptable distortion of competition

The existing alternative non-road route today from Finland to Sweden/Norway is either by ferry connection through Åbo/Nådendalen and Stockholm/Kappelskär or between Vasa and Umeå. These alternatives do though prolong the distant for stakeholders by 800 kilometers (Åbo/Nådendalen and Stockholm) and 200 kilometers (Vasa and Umeå) and demand road usage for that distance. Furthermore the ferry connection between Vasa and Umeå is a passenger ferry with state aid and can't ship modern lorries due to bow height limitation so that ferry does not provide the basic elements to fulfill the needs from industry- and transport companies.

The new service will neither pose a threat to the railway operators in the region, partly because the main customers of the ferry will be lorries and trailers and partly because there are different usage of transportation that are promoted within the region in for example the NECL project. This connection should rather been seen as a link in the railway structure between Finland and Sweden though both harbors have excellent railway connection.

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II.3 Environmental benefits

II.3.1 Presentation of "old route" and new "shifted" route

The old transport route is either by E75/E4 over Haparanda or E75/E4 through Stockholm/Kappelskär – Åbo/Nådendal. The 1 100 kilometer long road route over Haparanda is by the sea coast of Northern Sweden and Finland that has a unique environmental nature that in many places are environmental protected in different ways. Around 200 different areas consist near to the old freight transport route, and in some cases the intensified traffic present a threat to the environment and fauna (annexes III.1.5). The 800-kilometer long road route through Stockholm/Kappelskär – Åbo/Nådendal also counters of environmental important areas but more important the Stockholm area is facing the problems of congestion already today with hold-up at main roads and din problems in populated areas.

II.3.2 Qualitative environmental benefits

The sea coast of Northern Sweden and Finland has a unique environmental nature and are in many places environmental protected of for example: bird and animal protection, geological, coast, forest and mire. Most of the protected areas are small or medium sized and differs in content and reason for protection, and in most cases these areas are classified as nature reserves (annexes III.1.5). Around 200 different areas consist near to the old freight transport route, and in some cases the intensified traffic present a threat to the environment.

The Stockholm area is facing the problems of congestion already today with hold-up at main roads and din problems in populated areas.

II.3.3 Quantitative environmental benefits

As presented under II.1.4 we expect that 744 000 tons will use the freight ferry connection during the project time, 3 years. Today there are two different alternatives of road usage for transportation of goods, partly north over by Hparanda and partly south over by Stockholm/Kappelskär – Åbo/Nådendal. With reference to market evaluation and former customers of Botnia Link we estimate that the transport are using Southern route to 55 % (Stockholm/Kappelskär – Åbo/Nådendal) and northern route to 45 % (Haparanda). The road length is either 800 kilometers through Stockholm/Kappelskär – Åbo/Nådendal or 1100 kilometers by Haparanda and the equivalent length for the short sea shipping is 200 kilometers.

$L_{old(1)}$: 800
 $L_{old(2)}$: 1100
 L_{new} : 200
W: 744 000

$F_{old(1)}$: $800 \times (744\,000 / 1.55) = 384\,000\,000$ tonkm
 $F_{old(2)}$: $1100 \times (744\,000 / 1.45) = 564\,000\,000$ tonkm
 F_{old} : $F_{old(1)} + F_{old(2)} = 948\,000\,000$ tonkm
 F_{new} : $200 \times 744\,000 = 148\,800\,000$ tonkm

Transbotnia

Connecting continents

$e_{old}: 0,024 \text{ €/tonkm}$

$e_{new}: 0,004 \text{ €/tonkm}$

$C_{old}: 0,024 \times 948\,000\,000 = 22\,752\,000 \text{ €}$

$C_{new}: 0,004 \times 148\,800\,000 = 595\,200 \text{ €}$

$B = 22\,752\,000 - 595\,200 = 22\,156\,800 \text{ €}$

The environmental and social benefit for this modal shift action would be approximately 22 million euro.

$F_{old}: (800 \times (744\,000 / 1.55)) + (1100 \times (744\,000 / 1.45)) = 948\,000\,000 \text{ tonkm}$

$S_{limit}: 948\,000\,000 \times (1 / 500) = 1\,896\,000 \text{ €}$

With reference to II.2.3 paragraph 5, the subsidy asked for is 1 500 000 euro in order not to make profit during the duration of the EC subsidy.

$R_s = 22\,752\,000 / 1\,500\,000 = 15,2$

$R_t = 22\,752\,000 / 948\,000\,000 = 0,024$

This means that every euro of subsidy spent by the community **benefits the society with 15,2 euro** and every ton kilometer shifted freight gives a benefit of 2,4 eurocent. The **environmental efficiency of this action is 0,024 euros per ton-kilometer.**

Leadpartner

.....
Name and date

(+stämpel)

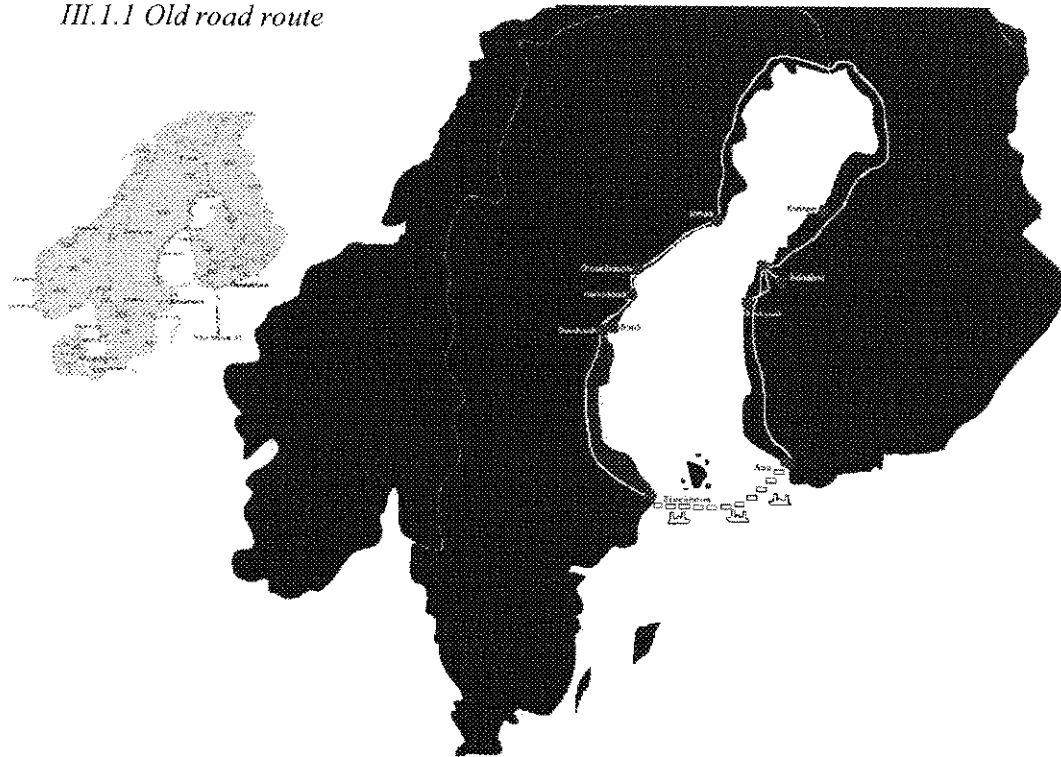
Bilaga 3

Bilaga till Marco Polo ansökan

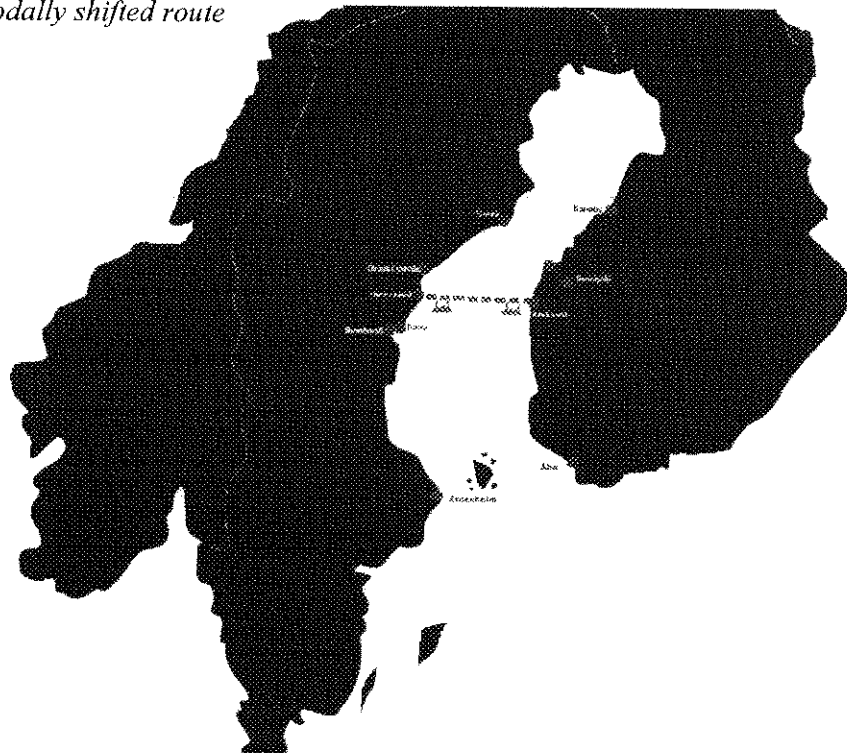
III. Annexes

III.1. Maps visualising the cargo flow, old road-route, new modally shifted route, corridor and environmental protected areas alongside old route

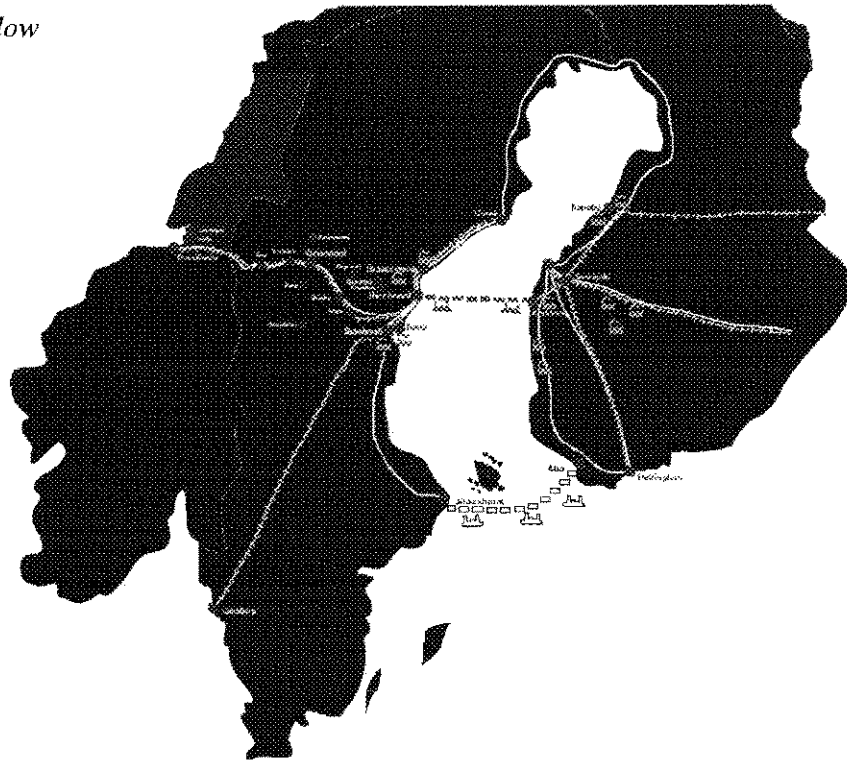
III.1.1 Old road route



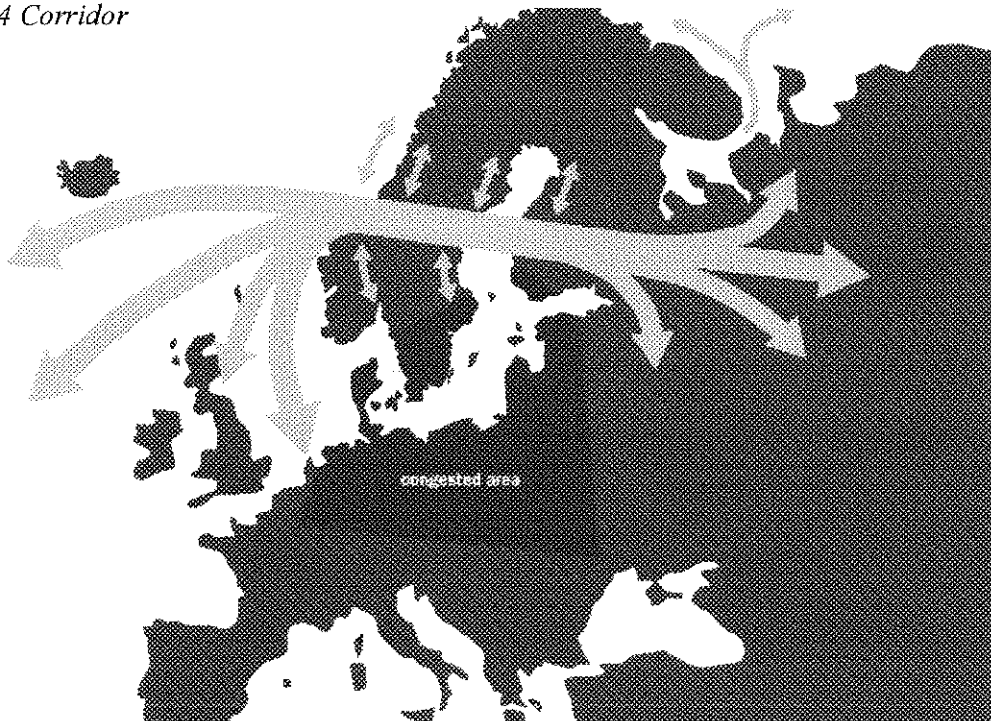
III.1.2 New modally shifted route



III.1.3 Cargo flow



III.1.4 Corridor



III.1.5 Environmental protected areas along old road route

Legend

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MSA AAV

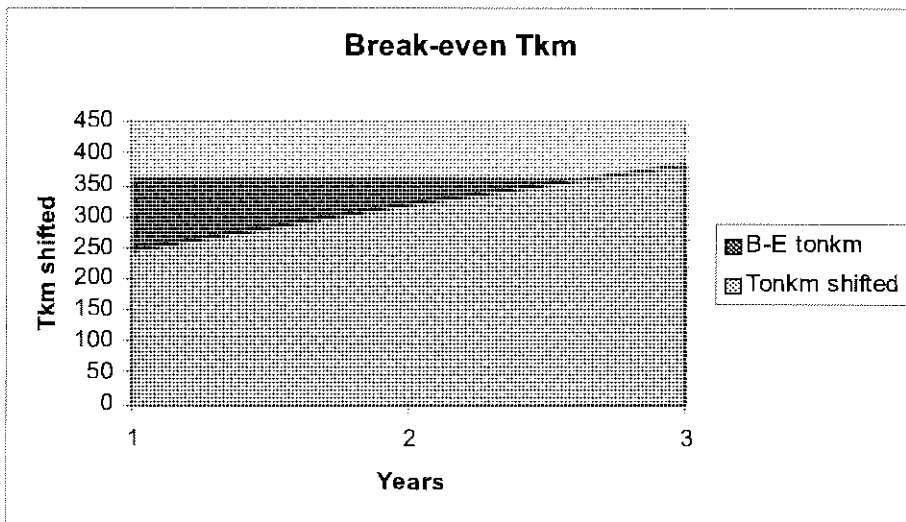
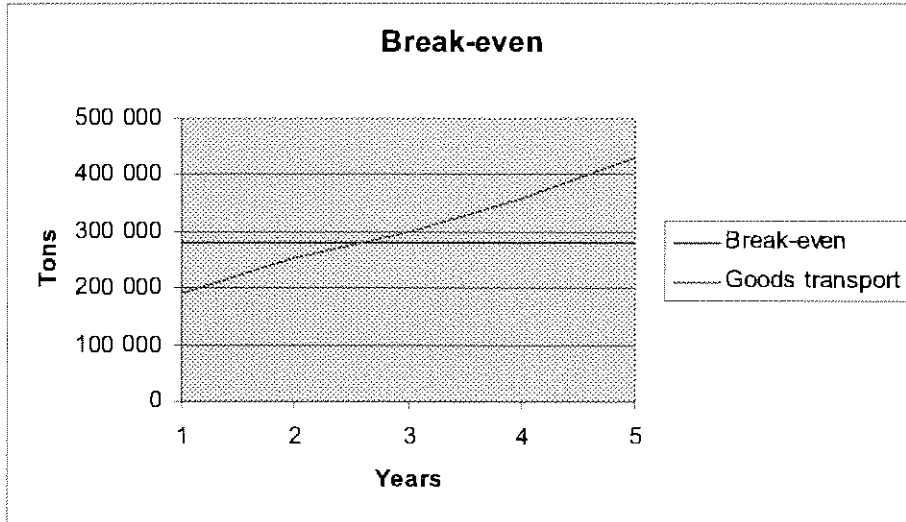
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III.2 Figures visualising the business development

	Year 1	Year 2	Year 3	Year 4	Year 5
Routes:	600	600	600	600	600
Length meter shipped:	160 000	210 000	250 000	300 000	360 000
Price per meter:	20	20	20	20	20
Driver:	6 400	8 400	10 000	12 000	14 400
Price/driver:	55	55	55	55	55
Passenger:	12 000	12 000	12 000	12 000	12 000
Price/passenger:	55	55	55	55	55
Cars:	4 364	4 364	4 364	4 364	4 364
Price/car:	35	35	35	35	35
Food, drink/passenger:	10	10	10	10	10
Food, drink/driver:	4	4	4	4	4
Capacity of ferry:	1 000	1 000	1 000	1 000	1 000
Harbour fee:	250	760	760	760	760
Ferry rent (T/C)	9 000	9 400	9 600	11 000	12 000
Route fee:	255	255	255	255	255
Bunker/ton/h:	1,1	1,1	1,1	1,1	1,1
Bunker fee/ton	190	190	190	190	190
Pilot cost:	8 900	1 000	1 000	1 000	1 000
Catering cost (%):	75	75	75	75	75
Stove/month:	19 440	23 300	28 000	28 000	28 000
Other costs/month:	11 000	11 000	11 000	11 000	11 000
Exchange rate (€-SwKr):	9	9	9	9	9
Usage grade (%):	27	35	42	38	46
Freight income:	3 200 000	4 200 000	5 000 000	6 000 000	7 200 000
Ticket sales/drivers:	352 000	462 000	550 000	660 000	792 000
Ticket sale/passenger:	495 000	495 000	495 000	495 000	495 000
Cars:	152 727	152 727	152 727	152 727	152 727
Shipping on:	174 960	209 700	252 000	252 000	252 000
Goods- and route fee:	96 000	126 000	150 000	180 000	216 000
Canteen:	145 600	153 600	160 000	168 000	177 600
Freight expenditures:					
Ferry rent (T/C):	3 285 000	3 431 000	3 504 000	4 015 000	4 380 000
Bunker fee:	940 500	940 500	940 500	940 500	940 500
Harbour fees (S + Fin):	75 000	228 000	228 000	228 000	228 000
Pilot fees:	106 800	12 000	12 000	12 000	12 000
Route fees:	153 000	153 000	153 000	153 000	153 000
Catering:	109 200	115 200	120 000	126 000	133 200
Stove:	233 280	279 600	336 000	336 000	336 000
Other costs:	132 000	132 000	132 000	132 000	132 000
Salaries/administration:	1 200 000	890 000	890 000	890 000	890 000
Total Income:	4 616 287	5 799 027	6 759 727	7 907 727	9 285 327
Total expenditure:	6 234 780	6 181 300	6 315 500	6 832 500	7 204 700
Difference:	-1 618 493	-382 273	444 227	1 075 227	2 080 627

With these given figures the break-even point of freight is estimated to:

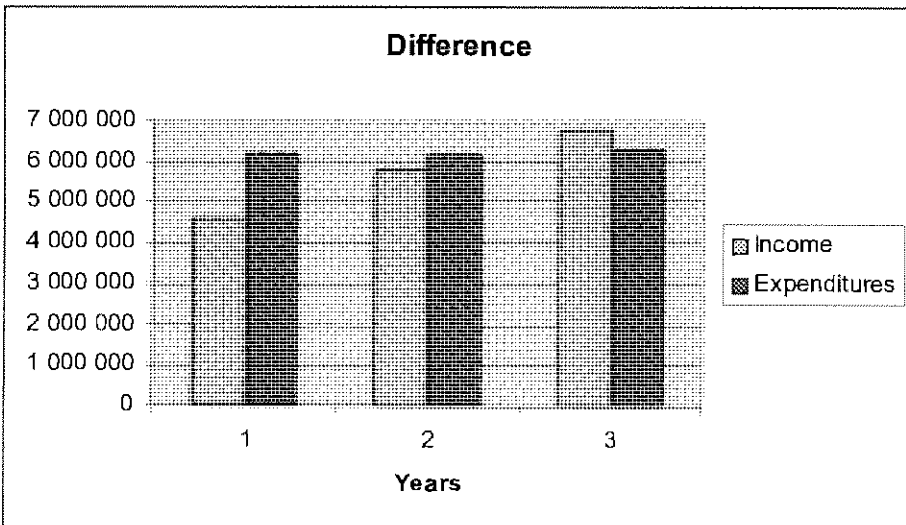
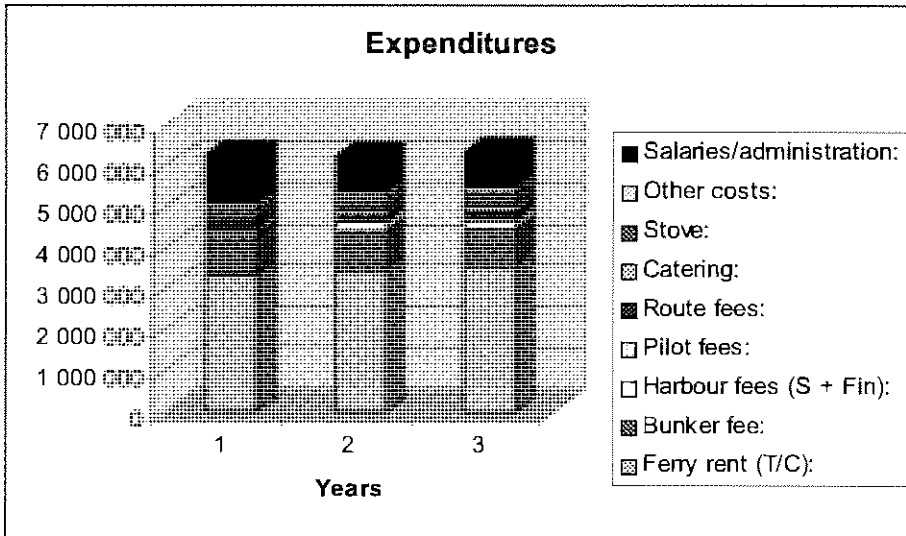
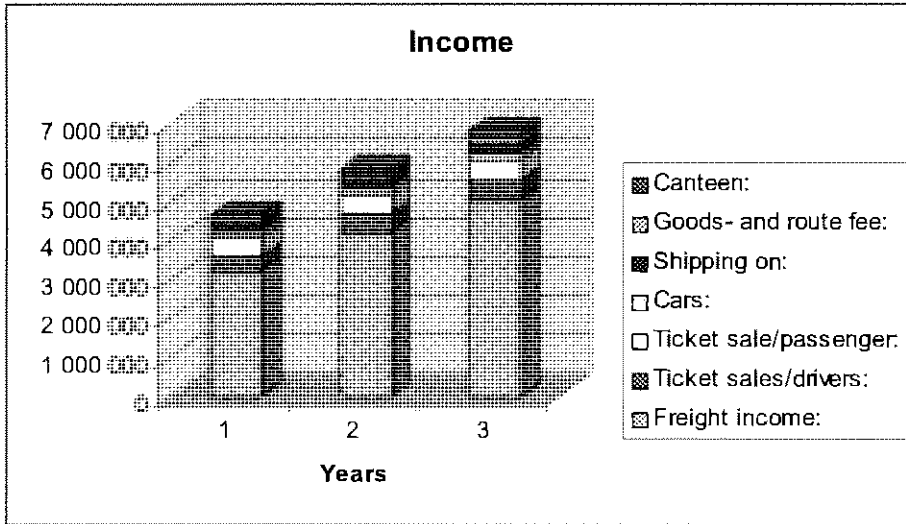
- 280 000 tons per year, equally in this project to
- $((280\ 000 / 1.55) \times 800) + ((280\ 000 / 1.45) \times 1\ 100) = 357$ million ton kilometres



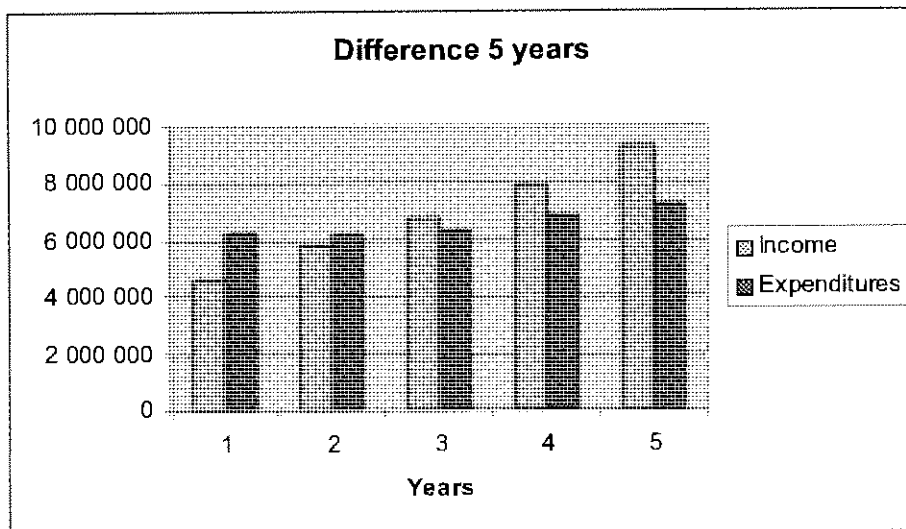
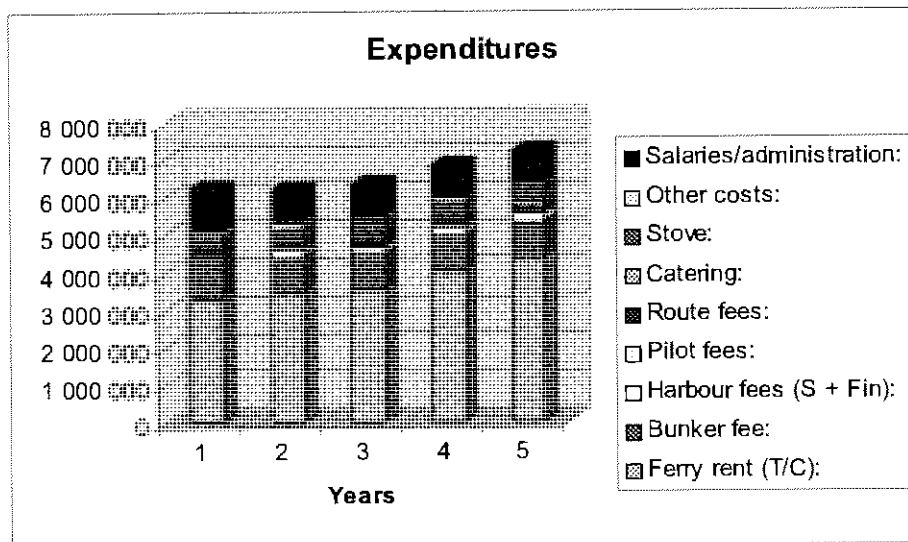
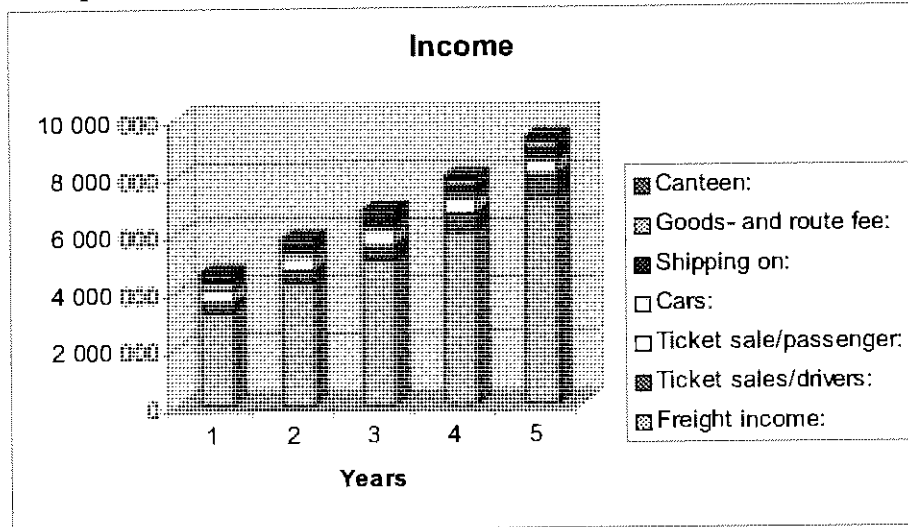
III.3 Financing and Operational plan (€):

	Year 1	Year 2	Year 3	Year 4	Year 5
Routes:	600	600	600	600	600
Length meter shipped:	160 000	210 000	250 000	300 000	360 000
Price per meter:	20	20	20	20	20
Driver:	6 400	8 400	10 000	12 000	14 400
Price/driver:	55	55	55	55	55
Passenger:	12 000	12 000	12 000	12 000	12 000
Price/passenger:	55	55	55	55	55
Cars:	4 364	4 364	4 364	4 364	4 364
Price/car:	35	35	35	35	35
Food, drink/passenger:	10	10	10	10	10
Food, drink/driver:	4	4	4	4	4
Capacity of ferry:	1 000	1 000	1 000	1 000	1 000
Harbour fee:	250	760	760	760	760
Ferry rent (T/C)	9 000	9 400	9 600	11 000	12 000
Route fee:	255	255	255	255	255
Bunker/ton/h:	1,1	1,1	1,1	1,1	1,1
Bunker fee/ton	190	190	190	190	190
Pilot cost:	8 900	1 000	1 000	1 000	1 000
Catering cost (%):	75	75	75	75	75
Stove/month:	19 440	23 300	28 000	28 000	28 000
Other costs/month:	11 000	11 000	11 000	11 000	11 000
Exchange rate (€-SwKr):	9	9	9	9	9
Usage grade (%):	27	35	42	38	46
Freight income:	3 200 000	4 200 000	5 000 000	6 000 000	7 200 000
Ticket sales/drivers:	352 000	462 000	550 000	660 000	792 000
Ticket sale/passenger:	495 000	495 000	495 000	495 000	495 000
Cars:	152 727	152 727	152 727	152 727	152 727
Shipping on:	174 960	209 700	252 000	252 000	252 000
Goods- and route fee:	96 000	126 000	150 000	180 000	216 000
Canteen:	145 600	153 600	160 000	168 000	177 600
Freight expenditures:					
Ferry rent (T/C):	3 285 000	3 431 000	3 504 000	4 015 000	4 380 000
Bunker fee:	940 500	940 500	940 500	940 500	940 500
Harbour fees (S + Fin):	75 000	228 000	228 000	228 000	228 000
Pilot fees:	106 800	12 000	12 000	12 000	12 000
Route fees:	153 000	153 000	153 000	153 000	153 000
Catering:	109 200	115 200	120 000	126 000	133 200
Stove:	233 280	279 600	336 000	336 000	336 000
Other costs:	132 000	132 000	132 000	132 000	132 000
Salaries/administration:	1 200 000	890 000	890 000	890 000	890 000
Total Income:	4 616 287	5 799 027	6 759 727	7 907 727	9 285 327
Total expenditure:	6 234 780	6 181 300	6 315 500	6 832 500	7 204 700
Difference:	-1 618 493	-382 273	444 227	1 075 227	2 080 627

Income and expenditures during three first years (project years):



Income and expenditures five years calculation:



III.4 Den senaste årsredovisningen för huvudpartnern. Skall vara godkänd av en godkänd auktoriserad revisor.

III.5 Meritförteckningar för ledande personer i konsortiet (en eller flera)

III.6 Result summary of market evaluation.

III.6.1 Result of market evaluation regarding starting a freight ferry connection between Kaskö/Vasa and Härnösand

**Conditions for a possible
re-launch of a regular ferry link between Härnösand and Kaskö/Vasa**

Härnösand 2003.02.18 Rolf Hollmén

Background

On the 20th of November Botnia Link AB adjudged bankruptcy. The shipping company was established in February 2000, and opened up a ferry link between Härnösand and Vasa when Silja Line discontinued their connection between Sundsvall and Vasa. In 2001, Silja Line terminated the link between Umeå and Vasa, and Botnia Link then opened up traffic between these two ports as well.

Botnia Link's business idea was primarily to focus on freight transport services from mid-Finland to the north and mid-Sweden and on to Norway. The cargo transportations were in substance handled by Finnish haulage contractors, and consequently the main target group. The passenger service came second, but with a 20 percent share of the income (2001) it represented quite an important share of their business.

They had one vessel sailing in Kvarken and the Gulf of Bothnia with one daily departure in each direction. During the first year the route was serviced by a ship named M/S Traden, which after a short period of time, and as a temporary solution, was replaced by M/S Gute while awaiting the delivery of M/S Transparanden. The latter started its service in Kvarken and the Gulf of Bothnia in May 2001 and stayed on to the bankruptcy of Botnia Link. All the vessels were chartered by the company, and the commission were handled by Rederi AB Engship, who also owned M/S Transparanden as well as M/S Traden.

Botnia Link managed to build up a decent volume of cargos and passengers in little less than three years, i.e. during the period they were operating. However, the company had financial trouble from the very start, with compositions with their creditors during 2000 and 2001, and a suspension of payments and an application for company reconstruction in August 2002, followed by an inevitable bankruptcy in November that same year.

The reasons for their financial problems were many, but primarily the share of costs was much too high, with insufficient capital and a distorted climate of competition.

In the light of the considerable and increasing volumes that Botnia Link managed to create, pressure has been put from haulage contractors, industries, etc., in order to keep a cargo link between Härnösand and Kaskö/Vasa. Therefore the Västernorrland County Administrative Board has decided to investigate the conditions for a re-launch of the shipping route. The assignment to make such a report was given to Rolf Hollmén at Knaper Förvaltning AB.

The Assignment

The purpose of this report is to make an evaluation of the conditions for developing and carrying on a ferry link with focus on freight transport services between Härnösand and Kaskö/Vasa. The calculations will not be based on subsidies as the business must be able to carry itself.

The following areas will be overviewed:

- Revenue Potential
- Expenses
- Operation
- Vessels
- Capital Structure

Revenue Potential

It is, of course, not an end in itself to carry on a shipping route in the Gulf of Bothnia. A necessary requirement is that it exist a sufficient base of cargos and passengers, and that the market accept the necessary transport volumes in order to reach profitability in the long term.

In order to evaluate the revenue potential there has been a:

- mapping of cargo volumes
- evaluation of the possibility for charter or other forms of commitment from customers
- estimation of passenger volumes
- discussion and evaluation of freight levels.

The work has involved contacts and meetings with Botnia Link's larger customers. Major industries and potential customers such as M-Real, Eka Chemical, Metsä Botnia and Finn Forest has also been contacted and paid a visit.

Expenses

Botnia Link had a share of cost that were much too high and thus the main reason for their problems. Therefore has an overview been made over all possible expenses, which has furthermore been negotiated (as far as possible at this stage) with the parties concerned. That applies especially to:

- port expenses – call costs as well as charge for goods
- harbour pilot- and channel costs
- dock expenses

The work has also involved contacts and meetings with all three possible ports – Härnösand, Kaskö and Vasa. Furthermore, the National Administration of Shipping and Navigation has been contacted in both Sweden and Finland.

Vessels

A question of vital importance in order to start a new shipping company is to find an appropriate ferry regarding to size, cost, ice class, passenger capacity, etc., where it must be noticed that the supply of so-called Ropax ships is very limited. Questions that have been illustrated are:

- an overview of available tonnage
- purchase, bareboat- or time charter
- choice of flag

The work has involved contacts with ship brokers, and inspections of vessels. Furthermore, calculations have been prepared regarding purchase, bareboat or time charter, as well as the choice of flag.

Operation

In order to manage a future operation it is necessary to have an organisation for booking, planning, sales, clearance, etc. The size and the location of the land organisation will mainly depend on:

- choice of ports
- time schedule for departures
- possibly employer's liability regarding seagoing personnel

The work has included a suggestion for scope and localisation, and cost calculations of the land organisation. What's more, a time schedule has been drawn up taking into account requirements coming from major potential customers.

Capital Structure

The "new Bothnia Link" must have a well thought-out capital structure in order to create a long-term stability and especially for the credibility towards customers, suppliers, authorities, and employees. Therefore a review and a proposal have been made of the:

- need of capital
- dept to equity ratio
- external creditors
- possible grants or subsidies from the EU.

The work has involved contacts with likely credit grantors. A review of conceivable EU grants (e.g. Marco Polo) has also been made, as well as possible municipal or government-backed support for the business.

Evaluation

Volumes/Revenue Potential

During their last financial year, Botnia Link had a cargo volume of 270 000 tons. Of that volume, 120 000 tons were shipped between Vasa and Umeå. Hence, 150 000 tons were shipped between Vasa and Härnösand. Of the volume for Umeå, approximately 20 – 25 000 tons were goods that would have been shipped through Härnösand if the timetable had allowed this (every second departure were from Vasa to Umeå). Of the remaining volume in Umeå, a vast share was represented by paper from SCA that was loaded on so called cassettes and shipped to Umeå. Botnia Link lost that contract right before their bankruptcy to a competitor named RG Line.

Since Botnia Link no longer is in business, the haulage contractors have had to find other means of transportation. According to the haulers that we talked to, the main cargo is transported through Åbo/Nådendal and on to Sweden, or all the way up to Haparanda. Only a small amount of the former "Härnösand cargo" is shipped with RG Line.

For the trucks that drive the E75 towards Norway, the alternative to go by Åbo/Nådendal means an extension of the total distance by 700 kilometres, while the route going by Haparanda will almost double that distance. The alternative by going with RG Line extends the distance by 200 kilometres. Another limitation with RG Line that has been mentioned is that their ships can not load modern trucks as the height at ramp and cargo port is too low.

All of the haulage contractors that were contacted want a ferry link between Österbotten and Härnösand. They say that if the freight rates are competitive and the time schedule is acceptable the volumes will return. It is not costume to make freight contracts that involves commitment to certain volumes. On one hand that means that the freight volume may return at once in case of a re-launch of the ferry link, but on the other hand it might be difficult to create contracts of volumes with the haulers. It will rather be a question of giving away volume discounts, i.e. larger volumes gets at lower freight rate, a price strategy most shipping companies already applies. Botnia Link applied an individual pricing where one hauler could have 30 percent lower price than another without making any commitment of volumes, or even shipped less than its competitor who paid a higher price. This was a pricing strategy that created some irritation amongst the haulage contractors, as well as changed the competitive conditions for the customers.

There is also an interest among the larger industries that we contacted for an effective freight transport service over the Gulf of Bothnia. In some cases there were even far-reaching negotiations with Botnia Link including vast amount of possible volumes. The chances are very good that these negotiations may be resumed.

During 2001 (10 month), Botnia Link had approximately 12 000 passengers that travelled between Härnösand and Vasa, and an additional 6 – 7 000 passengers travelling to and from Umeå. The total amount of passengers that travelled to and from Vasa during 2002 were approximately 120 000, to be compared with the 1,1 million passengers that travelled in the mid 90s. The difference is "tax-free".

The passengers at Botnia Link were "utility travellers" as the experience aboard were minimal, so to speak. Apart from a simple cafeteria, no entertainment was offered on the ferry. It is reasonable to believe that it is possible to reach previous passenger volumes of 12 000 travellers per year to and from Härnösand. Most likely, it is even possible to increase the volume with a few simple marketing activities.

The necessary freight volume in order to reach profitability is around 250 000 tons per year and 12 000 passengers per year.

Expenses

Approximately 70 percent of the expenses in Botnia Link are related to ship wages and bunker costs. The ship wages (including crew) were 40 – 50 000 SEK more per day than what is reasonable regarding to volumes, freight rates, etc. Hence, it is vital to find the right ferry at the right cost. The bunker cost was affected by a tight time schedule with almost 800 crossings per year, as well as by one "empty" trip per week between Umeå and Härnösand. Other ship-related expenses are harbour pilot- and channel costs. These are

calculated on the ship's gross register ton (Sweden) or net register ton (Finland). Neither harbour pilot costs nor channel costs are negotiable.

Port charges are also normally based on the ship sizes, and the harbour tariffs are generally established annually. The official harbour tariffs varies, and it is common for a vessel that frequently call at a port to be given discounts or special rates.

Discussions have been made with the ports in Vasa, Kaskö and Härmösand, and price quotation has been received from Vasa as well as Kaskö.

Vessels

As has been discussed above, the choice of vessel at a re-launch of the ferry link is vital for the possibility of success. Apart from what already has been mentioned, the ship must also offer a decent comfort for the drivers and the passengers. If the drivers do not enjoy the ferry or the service aboard, they will most likely choose the route by Åbo/Nådendal or Haparanda, no matter how low the freight rates are. During its first couple of years, Botnia Link used M/S Traden, a ship with bad comfort and that most drivers wanted to avoid. This contributed even more to the deterioration of the company's reputation, and to undermine its financial state.

Another factor to take into consideration is the vessel's chances of handling winter traffic with ice-covered waters. Moreover, the ship must fulfil de so called "Stockholm rules".

There are only a few vessels in the market that correspond to the requirements that are available for hire or purchase.

The choices of purchase, bareboat- or time charter has been evaluated. A time charter (i.e. the ship is hired including the crew) is to prefer. It implies that you will have a greater flexibility as you do not lock yourself up with one ferry, and that it will be easier to switch ferry if and when there is a change of volumes. The technical risk also stays with the owner, and hence the cost for maintenance and possible shipwrecks. A purchase will mean a considerable larger capital investment and therefore also a greater financial risk for the shipping company and its owner. By hiring the crew you get a shorter time for start-up, and you will also avoid the time- and resource-consuming work of making safety routines and manuals (ISM/SMS) aboard the ships. Another, and the second best possibility, is to hire the vessel on bareboat (excluding the crew), and then let a Swedish or a Finnish manpower firm commission the ship. The latter solution is most plausible if the ferry is hired from a shipping company outside Sweden or Finland, and thus is registered abroad.

The choice of flag can only be decided when we know which ferry that will be used. There are two possibilities – Swedish or Finnish flag. If the ferry has a passenger-capacity below 120 passengers the ship can under Finnish flag be parallel-registered, which means that the commission cost will be the same as if the ship sails under Swedish flag. Rules and regulations from the Swedish and the Finnish National Administration of Shipping and Navigation regarding the equipment, standard etc. are so similar that the choice of flag is not that important.

Operation

There are three choices of ports in Finland – Kaskö, Vasa or a combination of the two.

Kaskö is located 9 miles south of Vasa, which is a disadvantage for some haulers, especially the ones located near the area of Jakobstad. On the other hand, it means that you get closer to the interesting markets in the regions around Björneborg, Tammerfors and Jyväskylä. None of the hauling contractors that have been visited has thought of Kaskö as a crucial disadvantage. Some prefer Kaskö, while others prefer Vasa.

It seems like the advantages of Kaskö are greater than the disadvantages. To begin with, the distance from Härnösand to Kaskö is around 15 nm shorter than to Vasa, which is a one hour timesaving. The navigation to Kaskö, that has no archipelago, is also easier and shorter, which gives additional time savings, and during the wintertime the conditions are much better than in Vasa. Even back in the 18th century Kaskö were considered to be “the most northerly open harbour during winter”. The infrastructure within and around the port seems to be working well, and the cargo that loads and unloads in the quay is continuously increasing. Not the least, the city is interested and is welcoming a ferry link, and the interest is also apparent in many of the neighbouring municipalities in the south of Österbotten.

It is not recommended to use Kaskö or Vasa every other day, (i.e. switch between them), as this will mean increased costs as well as confusing for the customers. It will also require a land organisation in both ports which furthermore will increase the cost.

The hauling contractors would like to see a simple and clear time schedule with evening departures from both Härnösand and Kaskö. As a suggestion there will be a late afternoon departure from Kaskö (16.00) and a night departure from Härnösand (24.00). There should be departures every day of the week except for Saturday. This would add up to 600 departures per year, to be compared with Botnia Link's 800 crossings.

A land organisation of the same size as before, i.e. 4 persons in Härnösand and 4 persons in Kaskö, will be required. In addition, the Finnish organisation must be supplemented by one sales person as well.

Capital Structure

Apart from competitive prices, an adapted time table and a well working ferry, it requires a high credibility in order to create necessary volumes. The customers must know that the shipping company makes a long-term investment and that it has the necessary capital base that is required to manage the financial strain a start-up of a new ferry link involves. Bad press about compositions with its creditors and threats of bankruptcy is devastating for a newly started shipping company.

Provided that the vessel can be hired, the capital need is estimated to approximately 15 million SEK. Above all, a vast amount of capital is needed for a start-up of a new shipping company. Ships must be adapted to the traffic, and maybe there are improvements or repairs that are needed that the ship owner will not pay for. Terminals in each port must be put into order, booking-system must be obtained, personnel recruited, marketing activities

must be made, etc. All of this before the company has had any revenues at all. The start-up cost will be around 2 – 4 million SEK, depending on the standard of the ferry.

The estimated break even volume of 250 000 tons must be reached within 18 months. That can be compared to 2001, when the freight volume to and from Åbo/Nådendal was more than 4,6 million tons. After all, it is not a new establishment of a ferry link, but a re-launch of Botnia Link's earlier business and the hard work has already been made by them. The start-up period is usually around 24 – 36 months for establishing a new ferry link, but it must be shorter this time. The capital need for the first 18 months is estimated to an additional 6 – 10 million SEK.

The possibility for an external financing, such as a bank, the Norrland foundation or other capital investors, is very limited. Historically, shipping in the Gulf of Bothnia has not been a great success.

However, capital can be found elsewhere. For little more than a year ago, EU announced a proposal "for granting financial funding in order to improve the environmental performance of the whole transport system" – the so called Marco Polo-programme. The objective is to "support commercial actions in the market for freight transport services". One of the programme's main focuses is to "start-up support for new non-road freight transport services". Thus, the aim is to reduce road freight traffic by transfer these to short sea shipping or railway. There is also a requirement that the shift in traffic "comprise territories from at least two member states". The Marco Polo-programme is expected to pass during March. The project application will then be made in April-June the same year. If the application is approved the company will receive a subsidy for start-up costs during a period of 36 months. The overall subvention within the Marco Polo-programme is 155 € million and the lowest amount of subsidy is 1 € million.

Additional possibilities for external financing are to a great extent dependent on the future proprietary structure. A renowned shipping company would be preferable, not to the least in order to establish credibility. Besides, a considerable Finnish ownership would be an advantage as the customers for the most part are Finnish companies. Furthermore, it may be important to get an owner with good relations in the political system, both regional and national.

Conclusion

During the years many shipping companies have tried to run traffic over the Gulf of Bothnia. The common focus has been on passenger traffic, whilst the cargo services have come in second. The only freight transport service that has lasted is the link between Umeå and Vasa. When tax-free was abolished, the conditions were dramatically changed. The passenger volume, except for a few summer months, has almost totally diminished, and therefore there must be a change and adjustment of the transportation system.

Hence, a re-launch of a regular ferry link with focus on cargos between Härnösand and Kaskö involves the following:

1. Industrial logic

A natural and increasing flow of cargos exist within the region. This compared to the passenger traffic where more than 90 percent of the volume has disappeared within a few years time. Misdirected and poorly prepared subsidies do not support the necessary change that is needed. The industry wants and needs competitive and reliable transportations with a high frequency.

2. Commercial potential

As it may be concluded from this report, any unrealistic volumes are not needed in order to reach profitability. Botnia Link has already made a great deal of the necessary market effort, and if you can reach the volume they had under their last year of business you will yield good results. A reliable effort with the "right" vessels will generate volumes. An additional interesting potential will arise in 2005 when Norske Skog introduces a daily ro-ro services between Trondheim and England/the Continent of Europe. The industries in the mid-Nordic region will then be able to reach Europe without getting stuck in the traffic congestion in Germany and the Benelux region. A ferry link between Kaskö and Härnösand will make up a substantial part of that transportation chain.

3. Regional advantages

Competitive transportation will promote the industry's development and hence also the regional employment. Well working transportations may also have a vital importance for the industry's choice of localisation when establishing new businesses. The ports will experience higher revenues as well as an increased interest of the harbours from other shipping companies and hauling contractors. Even if the focus will not be on passenger services, a substantial volume of passenger will arrive from the ferries and hopefully "discover" Härnösand and Kaskö.

4. Environmental gains

As mentioned before, Botnia Link's previous cargo volumes are shipped mainly through Åbo/Nådendal or Haparanda. This implies an intensified strain on an already forced road system with increased emission, risk of accidents, and noise as a consequence. A switch of the cargo from land to sea will have immediate positive environmental effects.

5. Limited risk

Business means by definition that you will take a financial risk. In particularly if the business is conducted within the transportation sector where the margins usually are narrow and the competition are fierce. And even more among the shipping companies where the capital goods are large and expensive. Moreover, the business is influenced by wind and weather, factors which are difficult to control. In spite of that, a re-launch of the ferry link involves a limited risk. Many factors that normally is unknown when establishing a new business, is thanks to Botnia Link now known and therefore can be evaluated. A possible support from the Marco Polo-programme will furthermore decrease the financial strain during the start-up phase.

In the light of these conclusions, the conditions for a re-launch of the ferry link between Härnösand and Kaskö is judged to be so sufficiently, that necessary measures and preparations needs to be taken immediately.

III.6.3 Description of NECLA

North East Cargo Link Alliance was founded in September 2002 with purpose to promote intermodal transport solutions in the Mid-Nordic region. Today the alliance consists of 50 public and private partners from Russia, Finland, Sweden, Norway and Great Britain.

The Vision of NECLA:

There is a growing industry market in the whole Mid Nordic area, one of the most dynamic regions in Europe. The growth potential is huge, much because of that the boundaries between EU and Russia have been more flexible.

The trade and business in the region is of great demand of time and cost efficient transports to and from important markets in central Europe and the areas around the Baltic Sea. The network of goods transportation across the borders can be co-ordinated in an efficient way by complementary regional links. An efficient running East-West transport-Corridor through Mid-Nordic countries means relieved pressures on the overloaded transport-system in central Europe and will make it easier for EU in its ambitions to develop a durable transport-system.

The heavy transportation of goods may on a better way be overloaded from land-transport to sea- and railway-traffic at the same time as the demand on fastness, continuously and punctuality may be achieved. Dangerous goods may be transported by sea-vessels over the Baltic Sea instead of being carried by lorries the long way around the Baltic bay.

From the fjord of Trondheim (Trondheim, Levanger, Stjørdal) there are train and road connections with ports in Västernorrland in Sweden. The ports in Finland have functioning infrastructure and good train and road-communications to the middle and eastern parts of Finland, as well as Karelia, Archangels, Moscow and St Petersburg in Russia. At the western end of the Corridor there are transports to United Kingdom, USA and the continent and thus the global market. The Corridor will be a link to the global actors.

Alas, today's situation is that some links have to be resolved to optimise the activity in the Corridor. Interfacing the sea- and rail-transport must be overlooked as well as the connection of the border-crossing rail-transports. International cooperation concerning goods transports in the actual geographic area is necessary to identify crucial links in the chain.

EU has indicated the need to optimise the transport-system within the union in order to fulfil the demands, which are made in time of the enlargement of EU. According to the conclusions that were made at the top-conference in Gothenburg, the modern transport-systems must be durable economically, socially as well as environmentally.

However, the development within the common transport policy owns an uneven increase in the different transport-sectors. These developments has led to an increased level of pollution and bad health and also increased amount of accidents on the roads where lorries are involved. The transport-policy in EU is focusing on the big intermodal projects, which are necessary to the territory cohesion and will focus investments on important links in order to optimise the infrastructure and avoid bottlenecks.

The East-West transport-Corridor through Mid-Nordic is an initiative taken by the trade and industry in the area. Alongside as the demand of good transportation in the region is increasing the demand of an efficient transport-Corridor is increasing too. The project North East Cargo Link (NECL) was founded 1995 where private and public interests in Finland, Sweden, Norway and Russia promote an ongoing project.

The aim is to develop and market fast and secure intermodal transport-solutions through an east-west goods-transport-Corridor in Russia, Finland, Sweden, Norway and UK, based upon integrated sea- and land transportations.

In order to improve the quality of the links and cooperation among countries, the non-profitable organisation, North East Cargo Link Alliance was founded. When the capacity in the Corridor is increasing, NECLA will present solutions on transport-problems in Europe, in order to eliminate bottlenecks, provide enlargement and improve access to the peripheral areas.

NECLA was founded in order to handle the activity in the transport-Corridor and to coordinate the marketing. NECLA is an alliance of haulers, forwarders and other participants from the trade and industry, from the official side, from countries and communities along the Corridor or elsewhere. The engagement in the Alliance is addressed to everyone that supports the idea of an east-west intermodal freight corridor through the Mid-Nordic countries. It is expected that every one actively take part in promotion and in an adequate way aim to make influence at local, regional, national and European level. There are no geographical delimitations in the transport-Corridor. It will be open and controlled by different operators, which are involved in the business.

Along the whole Corridor there are possibilities to an extended cooperation within industry, transport and tourism, which will create added value effects on local, regional, national as well as European level.

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III.6.4 Description of Inerreg IIB North East Cargo Link (NECL) – Swedish

Conclusion
2003-10-09

North East Cargo Link – an infrastructure project for the development of an intermodal freight transport corridor in the Mid-Nordic region.

Background

The Mid-Nordic region industries are dependent of well functioning transportation. The export industry needs cost effective transportations to important continental markets in EC and to the growing markets around south and east Baltic Sea. Effective freight transport networks shall be better coordinated at a transnational level with complete regional links and nodes.

The project North East Cargo Link, NECL, has been running since 1996 with purpose to develop and marketing a mid-Nordic, east-west, freight transport solution from the western part of Russia, by Finland-Sweden-Norway¹, to Great Britain/the European continent, based on integrated sea- and land transport modes. The transport corridor will present an effective alternative to the freight transports using the congested north-south routes today. Hereby, the heavily congested areas of northern and central Europe will be unloaded. This project is an initiative from the industries themselves, but the cooperation with the public sector has successive increased.

The project up to date

The work within NECL has so far mainly been focusing on identification of existing potential freight floods in the future corridor. Furthermore, an extensive network has been set up consisting of enterprises, transportation companies and authorities. This network has been possible thanks to, amongst other things, a large numbers of seminars and gatherings for different stakeholders, which NECL has arranged or participated in. An evaluation regarding conditions and forms for an Internet portal, "Business to Business", has been made. Calls and contacts towards ministers and transport authorities in all counties involved have been made in extent regarding the project.

Predecessors from the enterprise sector have been influenced to choose environmental transport modes like railway and Short Sea shipping rather than road. Furthermore, an association, North East Cargo Link Alliance (NECLA), has been set up consisting of private and public stakeholders promoting a Mid-Nordic transport corridor. In February 2000 a short sea shipping connection was set up between Härnösand and Vasa, which bankrupted in November 2002. Efforts are now being made to re-construct a freight ferry connection between Västernorrland and Österbotten where the foundational presumptions of freight is esteemed to be enough. The shipping between harbours in the Fjord of Trondheim and Great Britain/The continent has during last years increased and will probably increase even more.

¹ Finland (Norra och Södra Karelen, Södra Savolax, Mellersta Finland, Sydösterbotten, Österbotten), Sweden (Västernorrland och Jämtland), Norway (Nord och Sör-Trøndelag)

The NECL-project has been financed with EC subsidies, private investments and regional subsidies in different stages. The last three-year stage, financed partly by Objective 1, was finalised 31 December 2002. There was a coherent demand of continuation and enlargement of the project and an application of subsidies from Interreg III B Baltic Sea was sent in during spring 2003.

Coming project work

In June 2003 the application of Interreg III B Baltic Sea was approved and NECL received approximately 1,53 million euros from European Regional Development Fund and alongside this the authorities and enterprises finance approximately 950 000 euros. The total budget for the project is 2,48 million euros and the county council of Västernorrland is the leadpartner.

The project will be handled through four strands:

1. Set up a general strategy in order to create an intermodal transport network in Mid-Nordic region

The project shall initially exam the already executed evaluations and studies regarding enterprise geography, socio economy, infrastructure, transportations and freight floods within the region concerned. The results will be put together, analysed and evaluated. If further materials are needed in order to be able to create the strategy mentioned above, this will be done either by experts or persons within the consortia, depending on need of competence and knowledge. The work will be firmly established by seminars where point of views, knowledge and evaluation results are presented. When a first draft of strategy is produced, this will be presented as a discussion basis for the industry, transport sector, transport authorities and the political stakeholders locally, regional and national in the different countries. After this period of "remiss" the final proposal of a general strategy in order to create an intermodal transport network in Mid-Nordic region will be produced. This strand will be executed in close cooperation with workgroup 2 (below).

2. Identify missing links in the transport routes

An evaluation is carried out regarding the infrastructure status in the corridor for all modes, especially shortage of capacity, standard, bottlenecks and missing links in the corridor. Freight service resources at harbours and other terminals will be evaluated. Freight quantity, types of goods and transportation modes that the corridor might provide will be evaluated with the presumption that a number of shortages in the corridor may be measured. Cost calculations for these will be made. Similar with strand 1, this strand shall be executed continuations with seminars for discussion, support and knowledge gathering.

3. Establish business connections with partners in participating countries as well as Russia and Great Britain

Freight floods and logistics is evaluated and a market analysis is executed with purpose to find potential business partners within the network. An investment shall be placed in existing transporters and other stakeholders in the corridor and the outcome shall lead to that presumptive business stakeholders is contacted in order to marketing NECL. An internet portal will be set up, which will facilitate an effective access to booking and order functions for transportation within the corridor. In order o achieve this, identification and analysis of

technical demands and other issues needed for a freight portal is needed. Transnational seminars and gatherings shall promote business connections and that the ambitions, guidelines and strategies of the project fulfils.

4. Implementation of strategies for the Mid-Nordic freight corridor

Investment shall be done by political processes at national and international level for systems of plan and investment in infrastructure as well as prioritising grounds for TEN-T. A plan regarding how to spread the results from strand 1, 2 and 3, primary in the national and international infrastructure programs, is set up. Transportation authorities within the different countries shall have continuous expositions from the evaluations, conclusions and proposals to measures that the total project has result in. Interim reports and position papers shall be created in close cooperation with NECLA. Furthermore, possible future subsidies from the EC, like Marco Polo, shall be evaluated and prospects of cooperation with other transport projects evaluates. DG TREN calls on and the final report "Solutions for transportation from Great Britain by the Mid-Nordic corridor" displays.

The four strands shall present half-year reports of results and economy to the secretariat for Interreg III B Baltic Sea.

Assumption of result from the project:

- A fully developed sustainable strategy for intermodal solutions in the Mid-Nordic transport corridor. The strategy includes amongst other things a well supported financial plan for future investments in the corridor (including investment plans for intermodal nodes and freight terminals as well as cost calculations for measuring missing links and bottlenecks in the corridor.
- Border obstacles' preventing trade and transport between the countries eliminates.
- A valuable base for an environmental sustainable modal shift from road transportation to railway- and short sea shipping.
- The enterprises in the region get better transport services.
- New companies and industries invest in the region as a result of better transport conditions for goods.
- Increased employment in the enterprise sector as well as in the transport sector.
- The trade in the region increases.
- Influence the transport infrastructure decision-taking units in the different countries to support the Mid-Nordic transport corridor.
- Exchange of knowledge and experiences between different national and international transport authorities, which leads to a common apprehension, and harmonisation regarding infrastructure plans and investments between different countries.

- An Internet portal is set up for information and exchange between freight transport companies and enterprises in the corridor.
- Influence the revise of the new TEN-T structure, and in the future might lead to that the Mid-Nordic freight transport corridor is included in the prioritised TEN-T projects.
- A presumption for an important transportation link is created to the massive growth areas like St. Petersburg and Moscow with a total of approximately 14 mill. inhabitants.
- A new transport solution of huge BETYDELSE i created for Russian export when their industry recovers.
- Transport links to Great Britain/The Continent straightens.

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Härnösand the 12th December 2003

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Christer Troselius

III.6.5 Letters of intent

Förslag på letter of intent

Private companies minimum requirement:

With reference to the work recently made according to establish a short-sea shipping solution as a freight ferry connection between Härnösand (Sweden) and Kaskö (Finland), we do intent to exam the possibilities of using this service in the future.

We have today a great interest in finding new routs for our goods in the Mid-Nordic region. If the competitiveness and price picture are in favour we do intend to evaluate shifting our goods flow from road usage to the new ferry.

Public authorities minimum requirements

With reference to the work recently made according to establish a short-sea shipping solution as a freight ferry connection between Härnösand (Sweden) and Kaskö (Finland), we are giving our fullest support to the initiative.

We have today a great interest in finding new routs for transportation in the Mid-Nordic region. We are fully supporting competitiveness and the new ferry connection over the Gulf of Botnia.

OBS! Detta är endast ett förslag. Kan mer precisa uppgifter lämnas är det att föredra (d.v.s. ifall företag kan beskriva hur mycket gods som de facto kan tänkas ställas om)