





**FAMENET**

# **CLLD seminar: Innovation and cooperation**

**02–04 June, 2026**

Pärnu, Estonia

**Kristel VOLTENBERG**

Mayor of Pärnu



**FAMENET**

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Pärnu, Estonia

# Juhani PAPP

Fisheries Policy Department,  
Ministry of Regional Affairs and Agriculture, Estonia



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# Dovile VAIGAUŠKAITE

Head of Unit D3, DG MARE



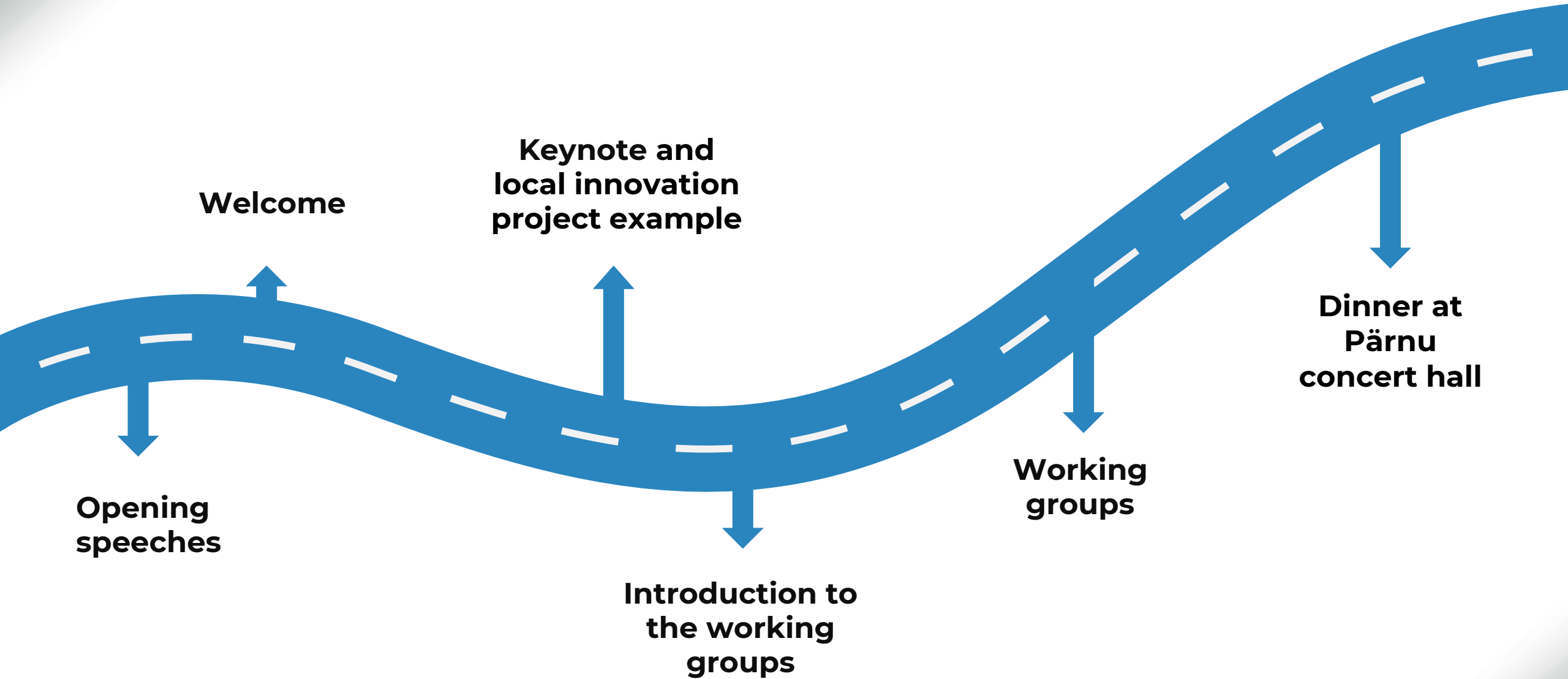
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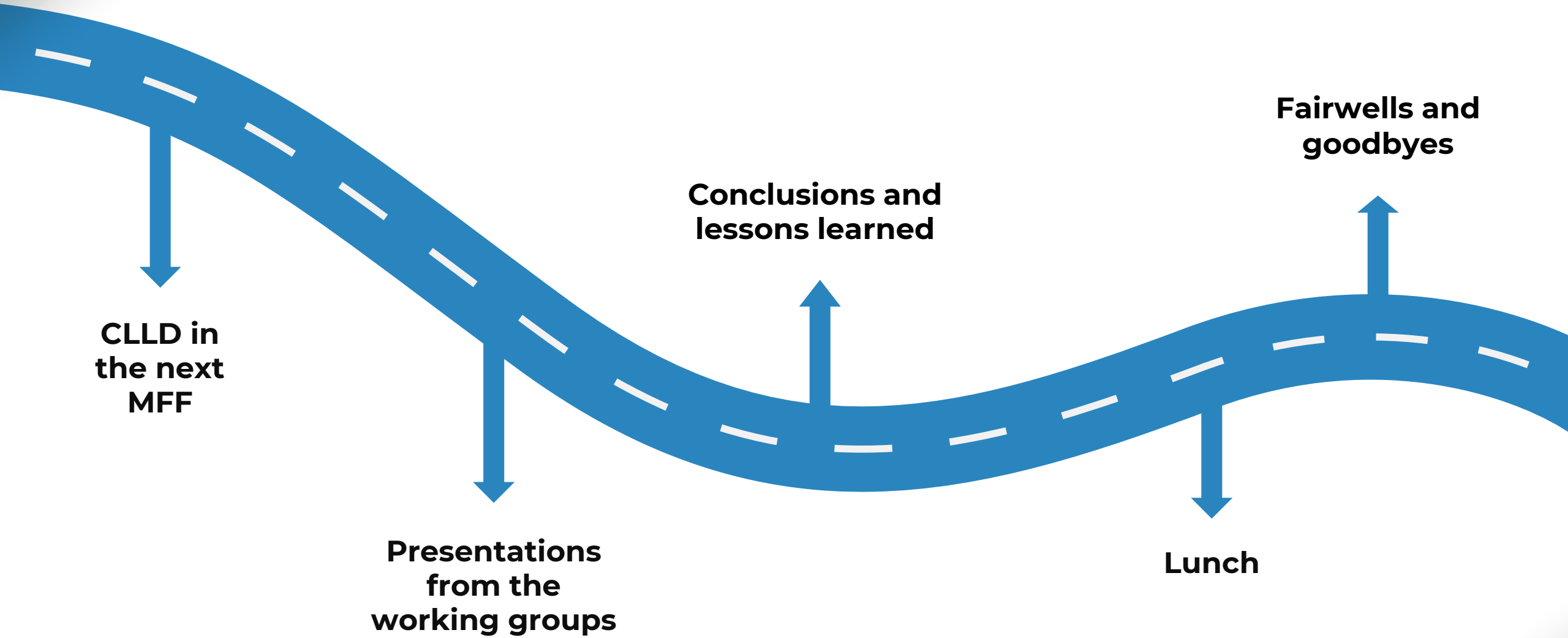
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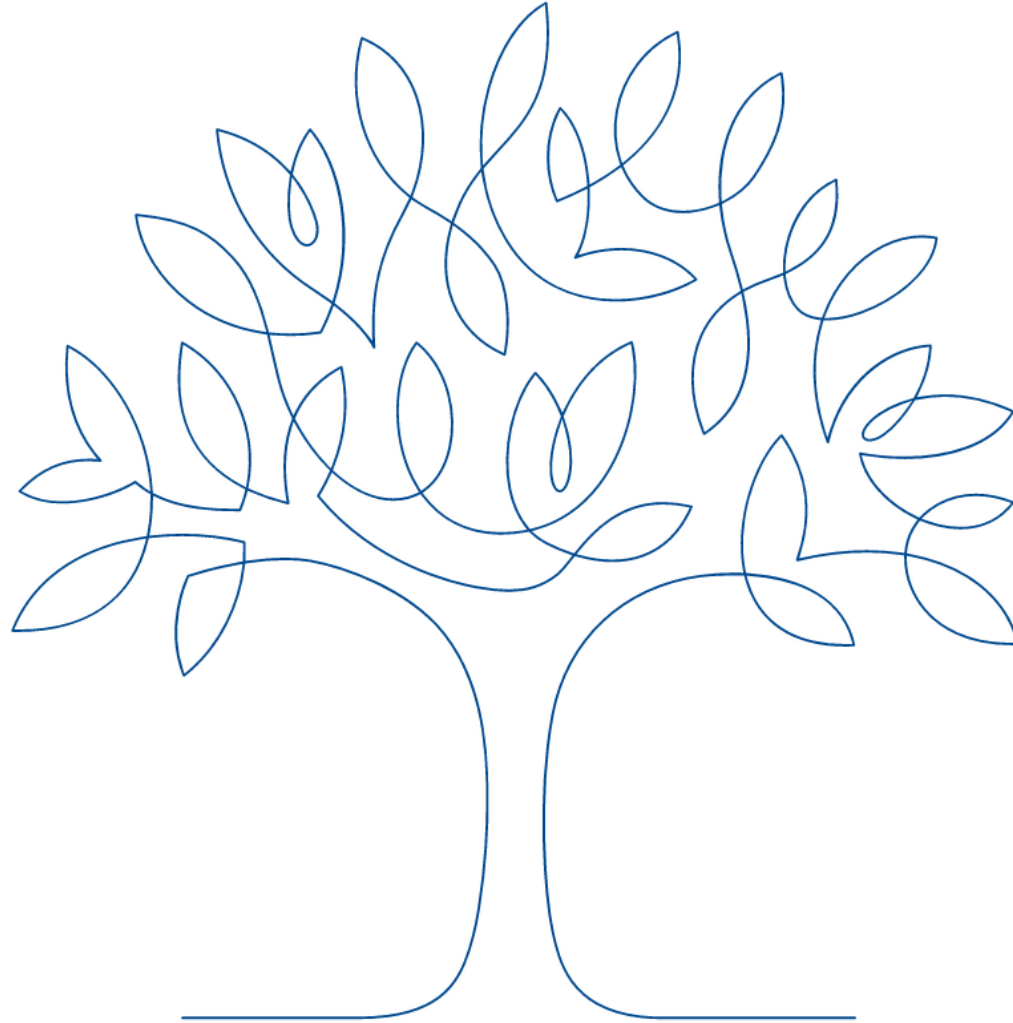
# AGENDA: TODAY



# AGENDA: TOMORROW



## THE COMPLAINTS TREE



# COOPERATION CORNER

LOOKING FOR PROJECTS

LOOKING FOR PARTNERS

 **CLLD Cooperation Match**  
Pärnu, Estonia – 2026

**NAME:** \_\_\_\_\_

**FLAG:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Country:** \_\_\_\_\_

**LOOKING FOR:**

PROJECT  PARTNER  OTHER

**ABOUT THE COOPERATION:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# THE TEAMS





**FAMENET**

# **CLLD seminar: Innovation and cooperation**

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# Benedek REGOCZI

Iceland Ocean Cluster



# FISHING FOR INNOVATION

INSPIRING THE GLOBAL BLUE ECONOMY

Benedek Regoczi  
Innovation Project Manager  
Iceland Ocean Cluster

**CLLD Seminar: Innovation and cooperation**





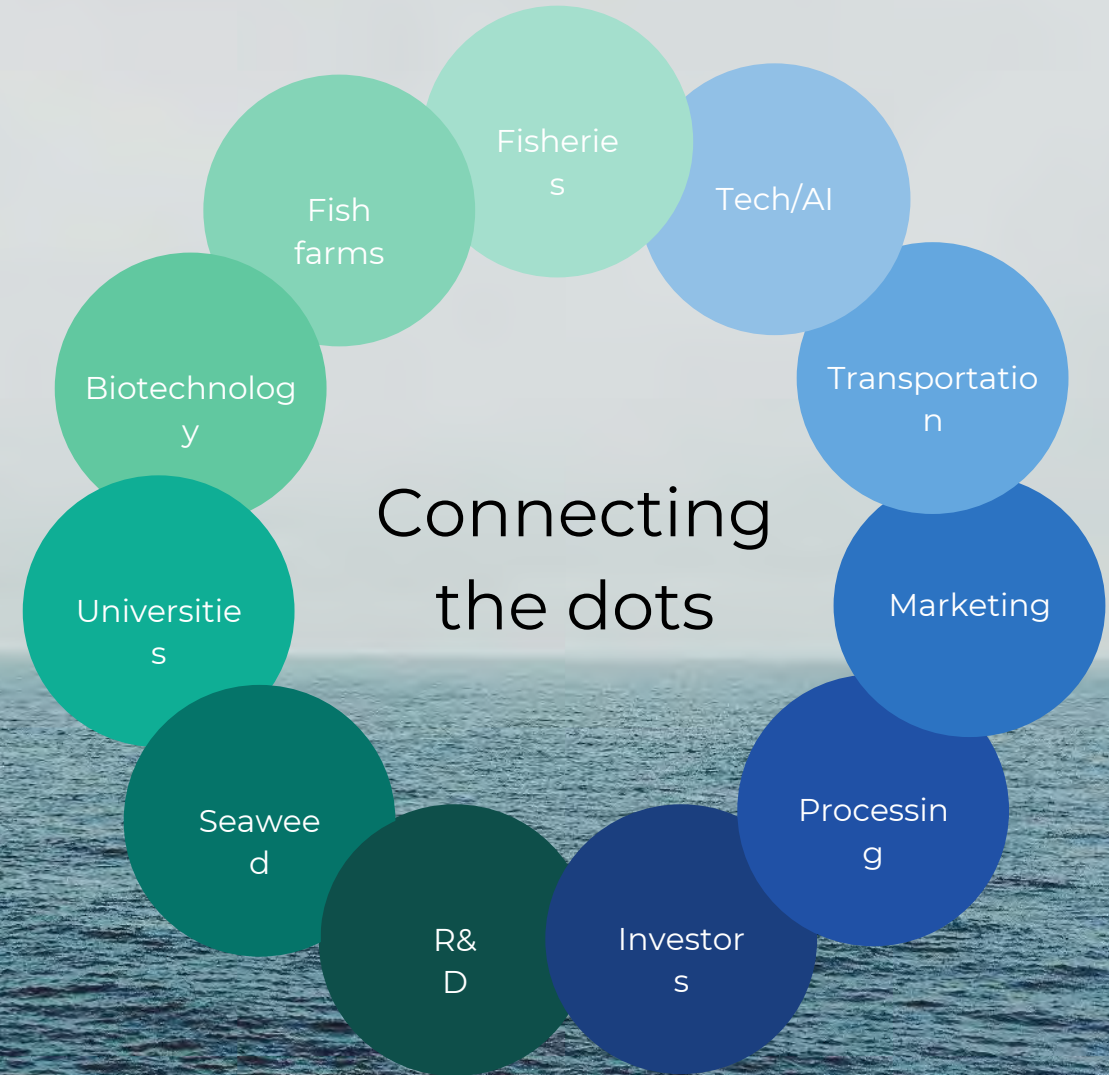
**HOW CAN WE DO MORE WITH LESS?**



# HOW AN ABANDONED FISH FACTORY BECAME THE “*SILICON VALLEY OF FISH*”

# WHAT WE DO

- Conduct domestic, Nordic and international research
- Develop innovation projects
- Provide business science consultancy
- Invest in and incubate good ideas
- Bring people together
- Promote sustainable blue value



# THE 10% FISH





# CRISIS AS A CATALYST



Quality Seafood



Omega-3 Oil



Dried Heads



Liver & Roe

2000



**UTILIZING EXISTING KNOW-HOW AND PROCESSES**



Quality Seafood



Cosmetics



Omega-3 Oil



Dried Heads



Fish Leather



Cosmetics



Omega-3 Oil



Liver & Roe



Liver & Roe



Pet Treats

2000

2010

# FROM HERITAGE TO HIGH FASHION



ANTON BJARKI OLSEN  
REYKJAVÍK



# LOW-TECH & MATCHING MARKET NEEDS





Quality Seafood



Cosmetics



Omega-3 Oil



Collagen Drinks



Dried Heads



Marine Supplements



Medical Products



Fish Leather



Cosmetics



Omega-3 Oil



Liver & Roe



Liver & Roe



Cosmetics



Pet Treats



Snacks

2000

2010

2020

2022

# COLLABORATIONS TO REACH NEW MARKETS





# FISH ENZYMES

*FOR BIOMEDICAL USE*



# SOMEDAY I WILL TELL MY GRANDSON THE STORY

*HOW ICELANDIC FISH SKIN  
SAVED MY LIFE*

**kerecis**<sup>®</sup>



**kerecis**<sup>®</sup>

**IN 2023, KERECIS WAS ACQUIRED  
FOR OVER \$1.3 BILLION**

*75% OF EMPLOYEES BASED IN THE US (APPROX. 300-400 JOBS CREATED)*





**100% FISH**





**23.8 MILLION TONNES OF WASTE**

					
Continent	Production (wild-capture fisheries)	Processing (on land)	Retail	Food service (HORECA)	Household consumption
Africa	30.56	37.76	16.46	13.8	1.43
Asia	37.93	42.33	11.95	1.52	6.27
Europe	19.91	55.06	10.91	2.67	11.45
North America	23.94	56.27	2.82	9.35	7.61
Oceania	30.83	63.25	1.97	1.9	2.04
South America	39.77	55.52	1.57	1.51	1.62

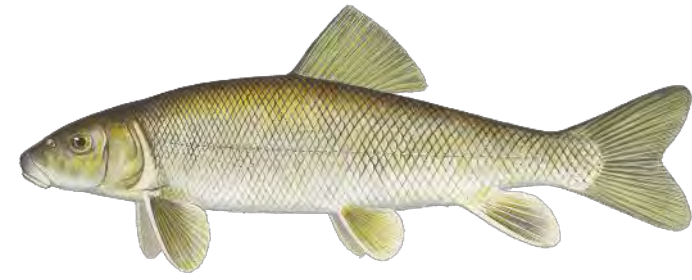
WEF 2024



Greatest loss and waste is happening during processing



GREAT LAKES  
ST. LAWRENCE  
GOVERNORS  
& PREMIERS



# Lake Whitefish

From today...



To tomorrow...



100% Whitefish

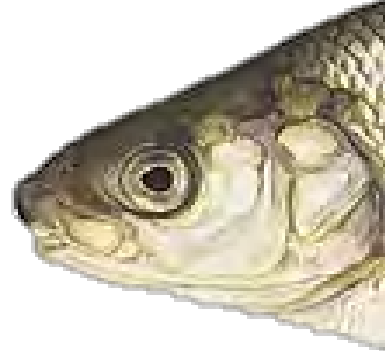
# LAKE WHITEFISH LOW-HANGING FRUIT



Protein hydrolysates

Collagen from scales

Leather from skin

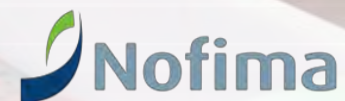




# 100% Shrimp



Nordic  
Innovation



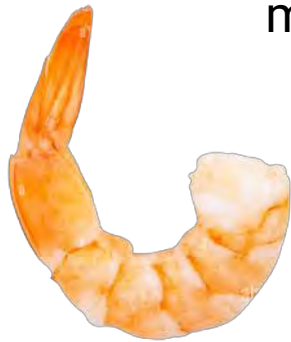
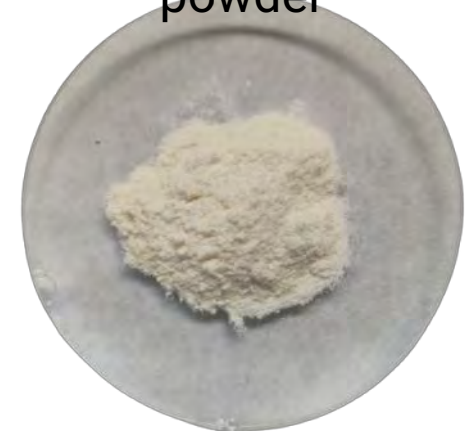
# Wound healing products



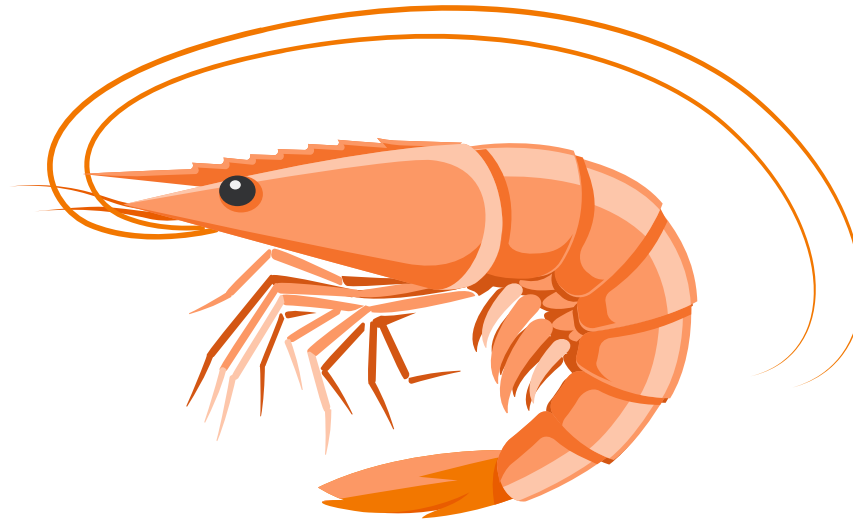
Shrimp meal



Chitosan powder



Shrimp meat

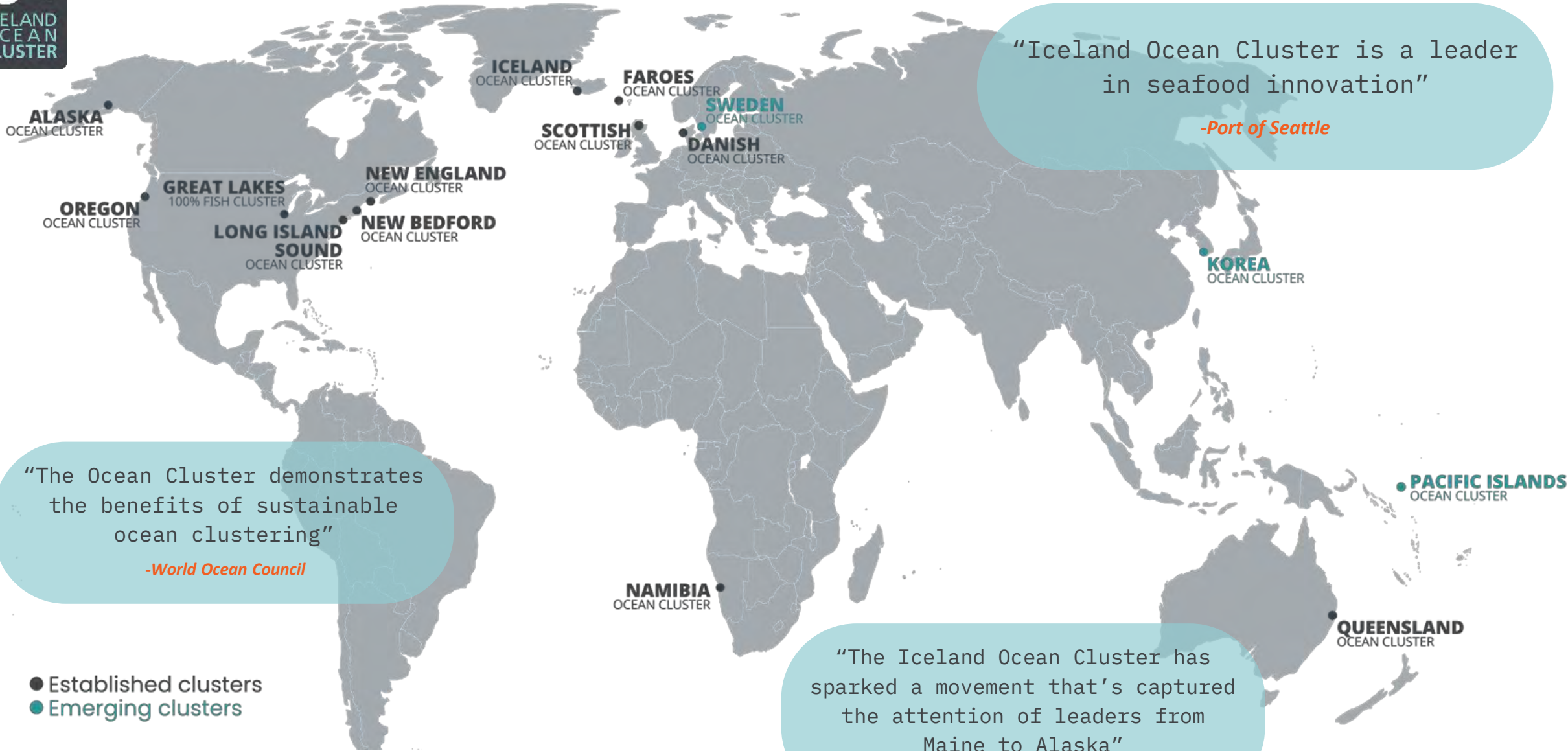


Skincar e



Immune supplements





“Iceland Ocean Cluster is a leader in seafood innovation”  
-Port of Seattle

“The Ocean Cluster demonstrates the benefits of sustainable ocean clustering”  
-World Ocean Council

“The Iceland Ocean Cluster has sparked a movement that’s captured the attention of leaders from Maine to Alaska”  
-Boston Globe

- Established clusters
- Emerging clusters

# SALMON PROTEIN



# SALMON BLOOD



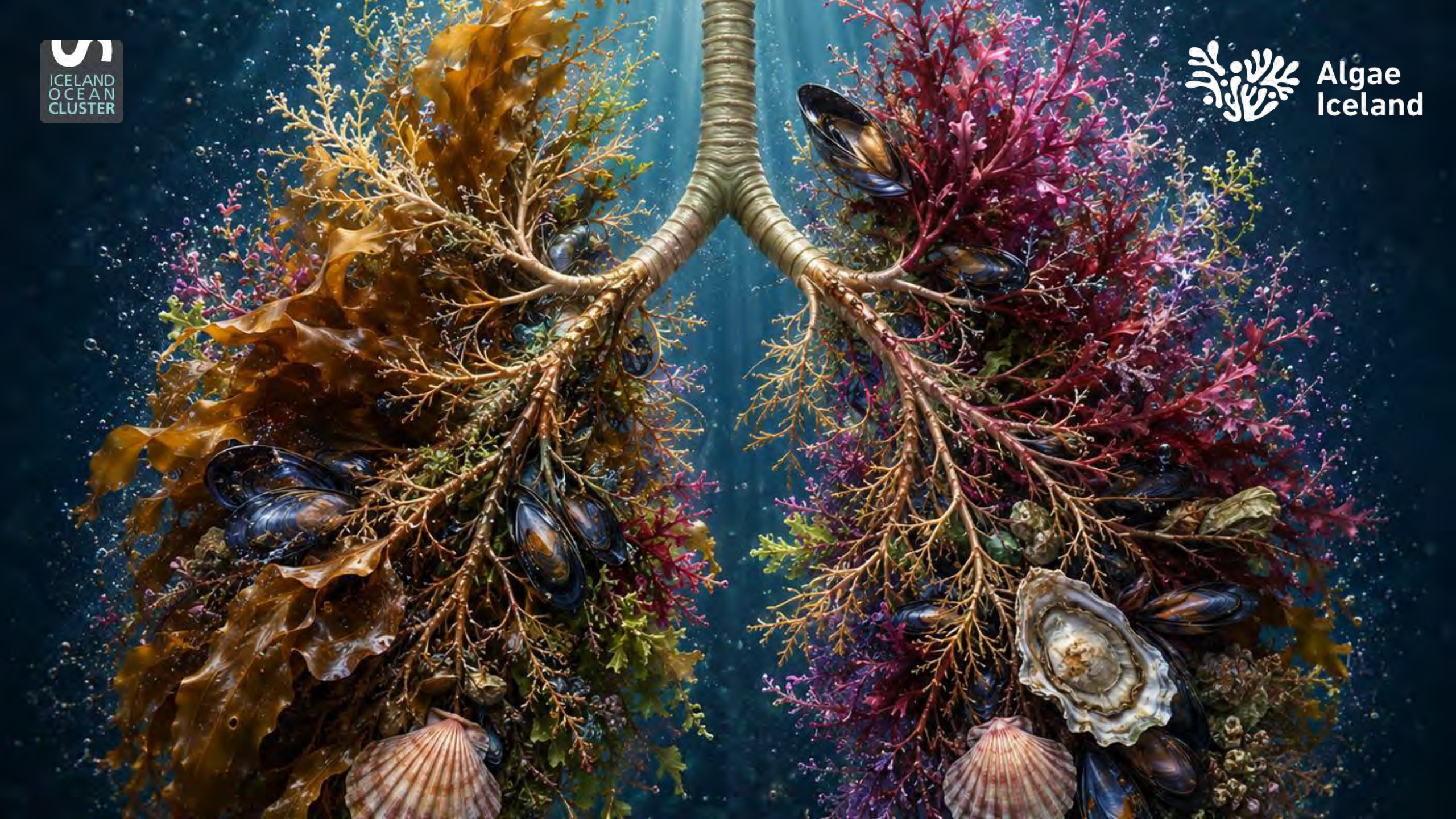




MARINE COLLAGEN

# FISH MILT





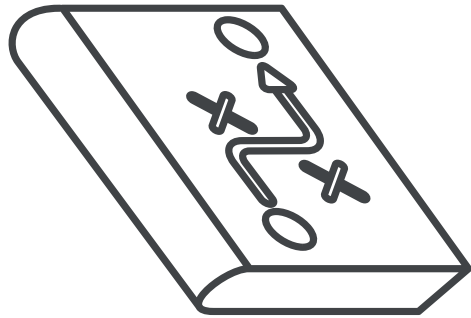


# FROM BLUE TO CIRCULAR

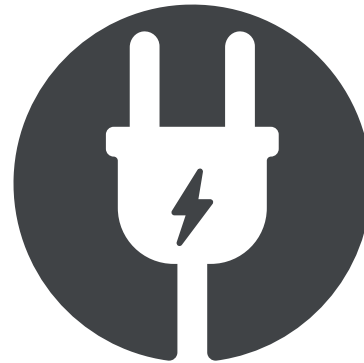
WHAT LIES AHEAD?



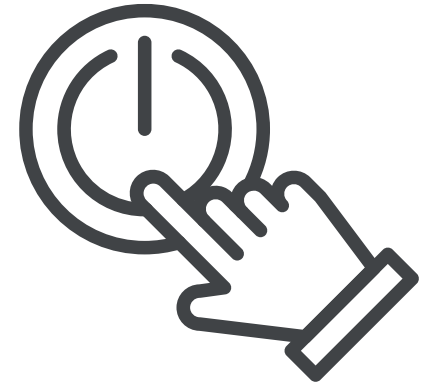




**A 100% FISH PLAYBOOK**



**A 100% LEADERSHIP PROGRAM**



**ACCELERATED GLOBAL 100% FISH**



# WHAT INNOVATIONS ARE HOOKED ON YOUR LINES?

Benedek Regoczi — [www.oceancluster.is](http://www.oceancluster.is)



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# Raio PIROJA

Local innovation project: Hydrocopters

# Built for the Edge

## *Estonia's Hydrocopter*

By Raio Piiroja



# About me





# How it all started

- It began with me as a former professional footballer turned fisher who fell through drifting ice on a snowmobile, 12 kilometres from shore.
- The experience exposed a gap: no reliable vessel could navigate Estonia's shifting ice and unpredictable coastal waters.





VLE-544

VLJ613

DREAMER 420



# From prototype to product



01

## Hand-built trials

Sketched by hand, cut and assembled in the workshop. An early version even mounted an inflatable pontoon to a snowmobile.



02

## EU funding

Support via the Pärnu Fisheries Local Action Group and the EU Maritime Fund turned a one-off into a reproducible design.



03

## Factory-grade

A fully standardised product: consistent quality, simpler maintenance, and greater trust from professional users.



# From fisher to border guard



## Fishers

Working safely in once-impassable conditions



## Rescue services

Reaching people across ice and open water



## Border patrol

Estonian State Fleet patrols Lake Peipsi



## Remote communities

A lifeline where roads and boats can't reach







POLITSEI- JA PIIRIVALVEAMET

H-101

PH-101



SIMRA

VKE-394

RESKONNARET

VURE  
WWW.VURE.FI

R-SCAN











**Thank you!**



**Time for a break**  
(we start again at 11:30)





**FAMENET**

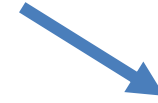
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# TO DO THINGS DIFFERENTLY

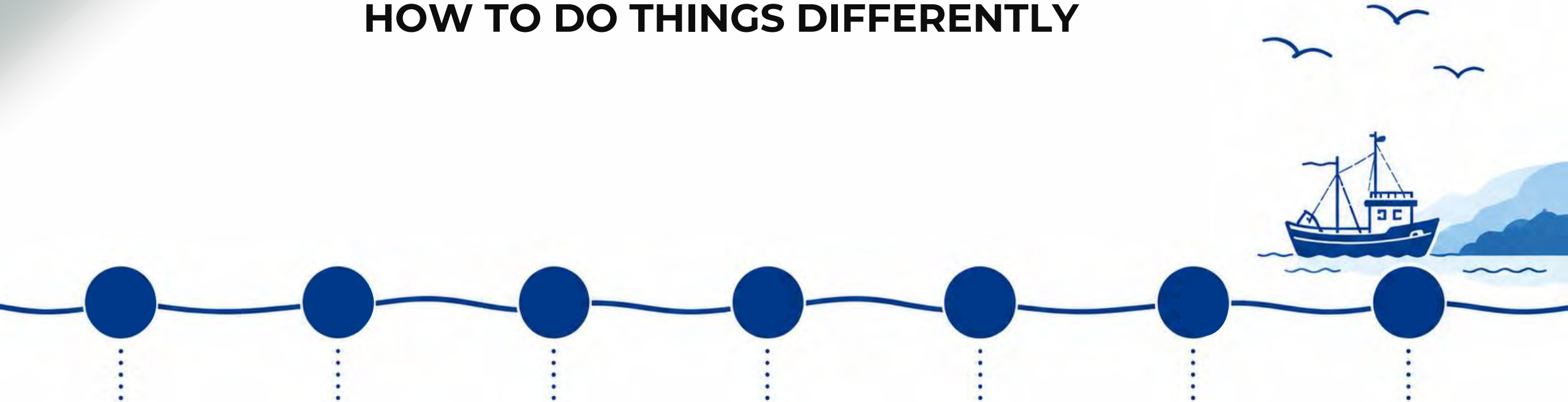
The seminar theme



The seminar content



# HOW TO DO THINGS DIFFERENTLY



Creativity

Risk

Uncertainty

Vulnerability

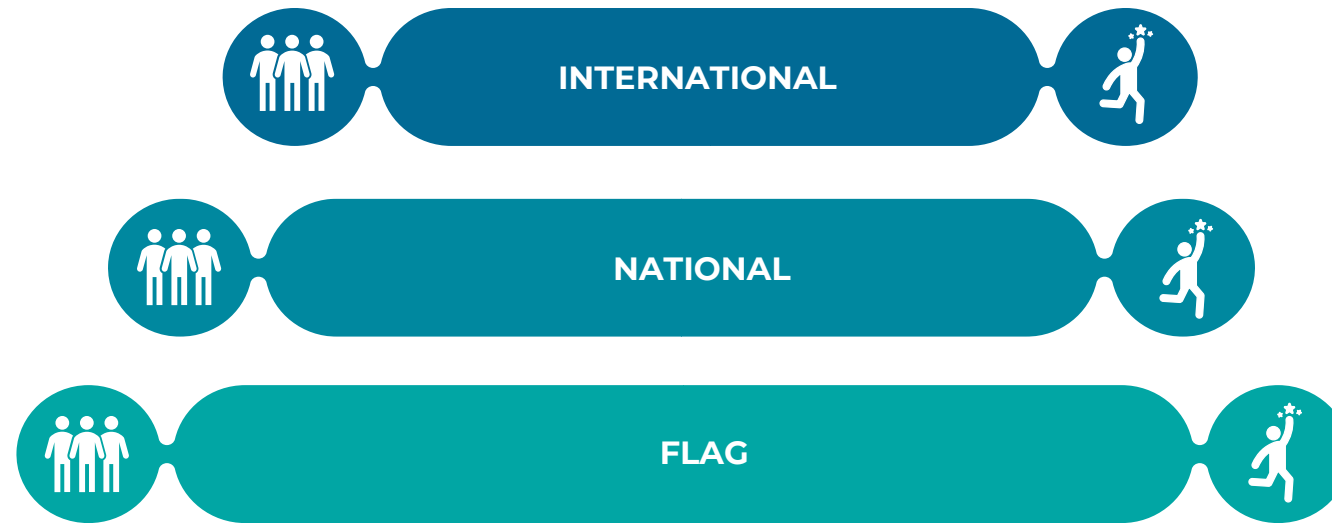
Bravery

Joy

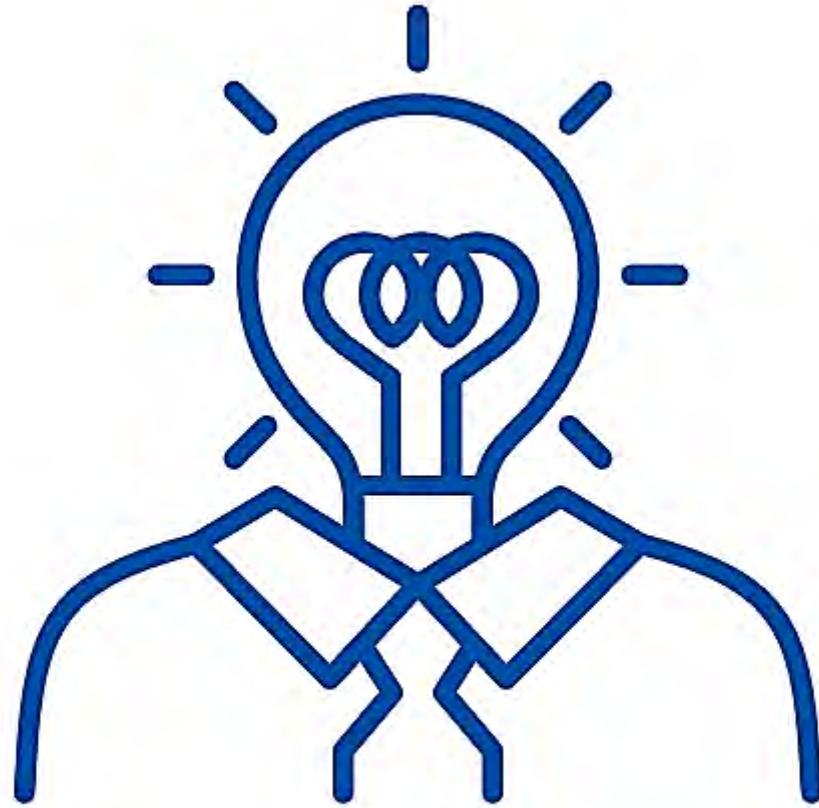
Fun



# THREE LEVELS OF COOPERATION



# CREATIVE FEEDBACK



# THE TEAMS

...follow the captains

Room 1



With Marc-Philip

Room 2



With Aude

Room 3



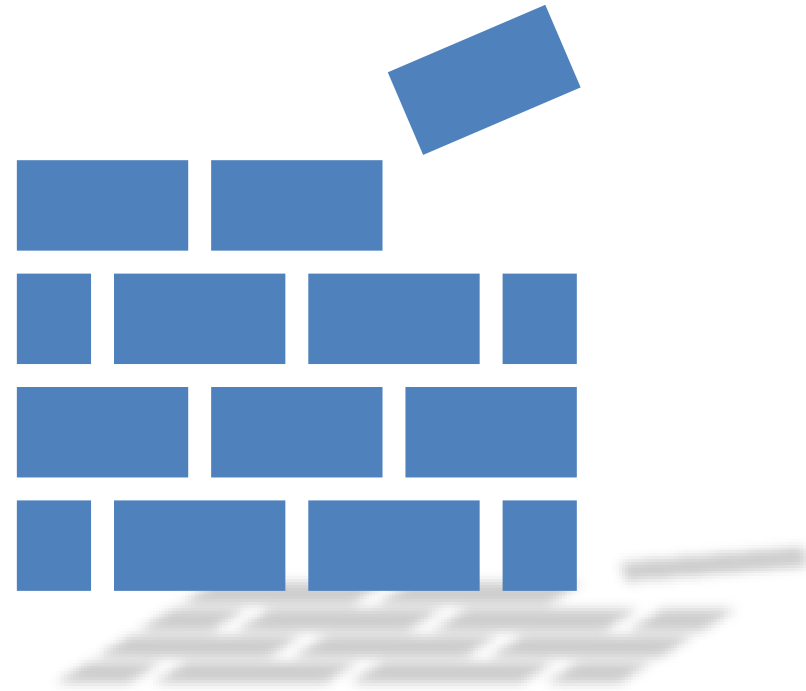
With Monica

Room 4



With Elona

# WORKING GROUPS – ROUND 1



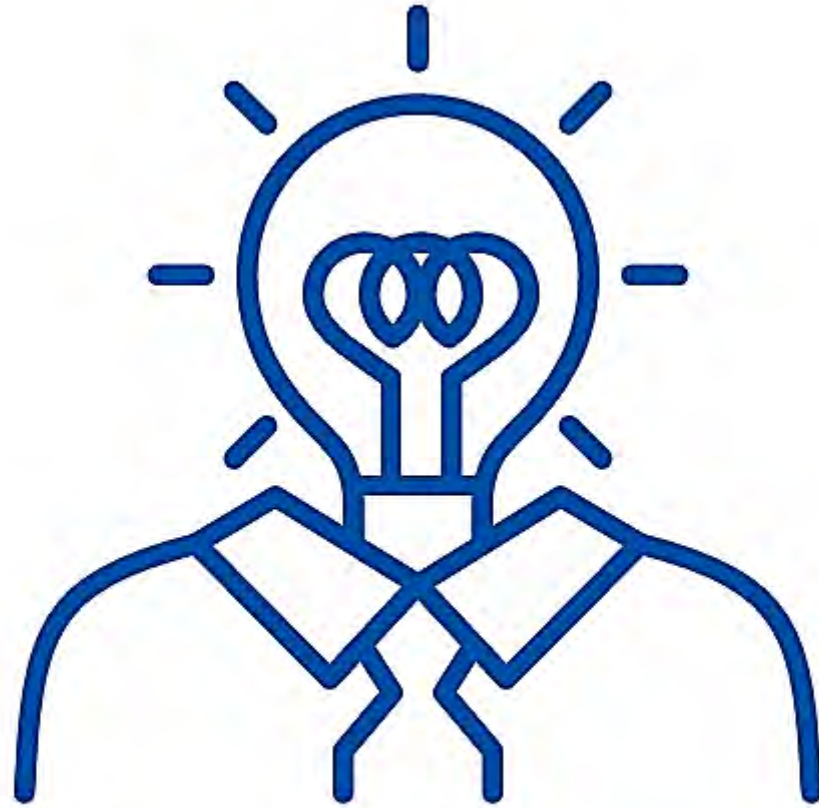


**Time for lunch**  
(we start again at 14:00)



**Doing things differently...**

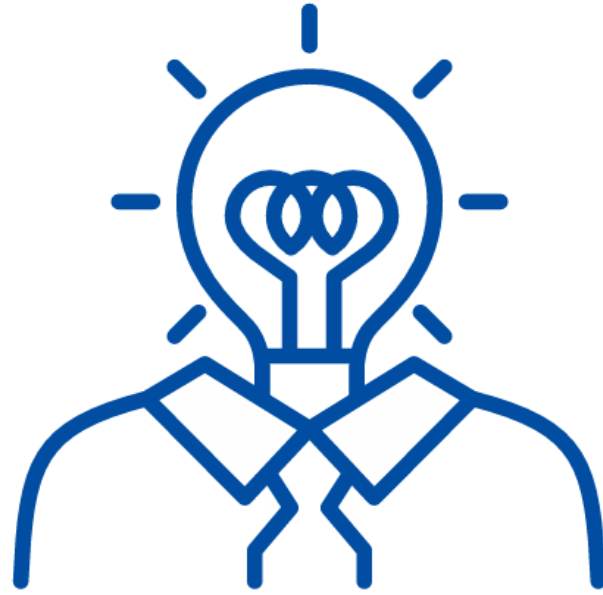
# CREATIVE FEEDBACK



**The power of three cards...**



**The Spy**



**Creativity**



**The Devil's  
Advocate**

# THE POWER OF THE THREE CARDS...



The Spy

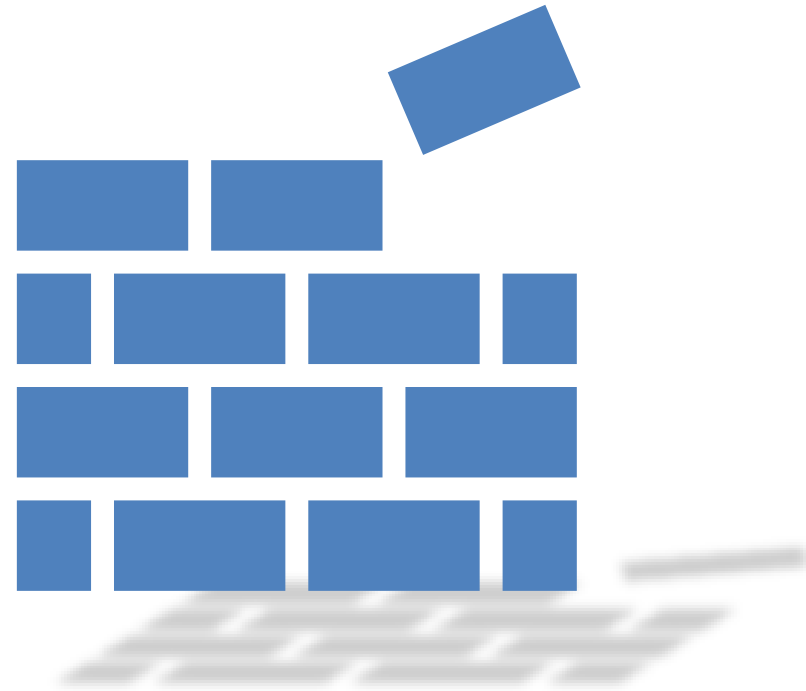


Creativity



The Devil's  
Advocate

# WORKING GROUPS – ROUND 2



# THE POWER OF THE THREE CARDS...



The Spy



Creativity



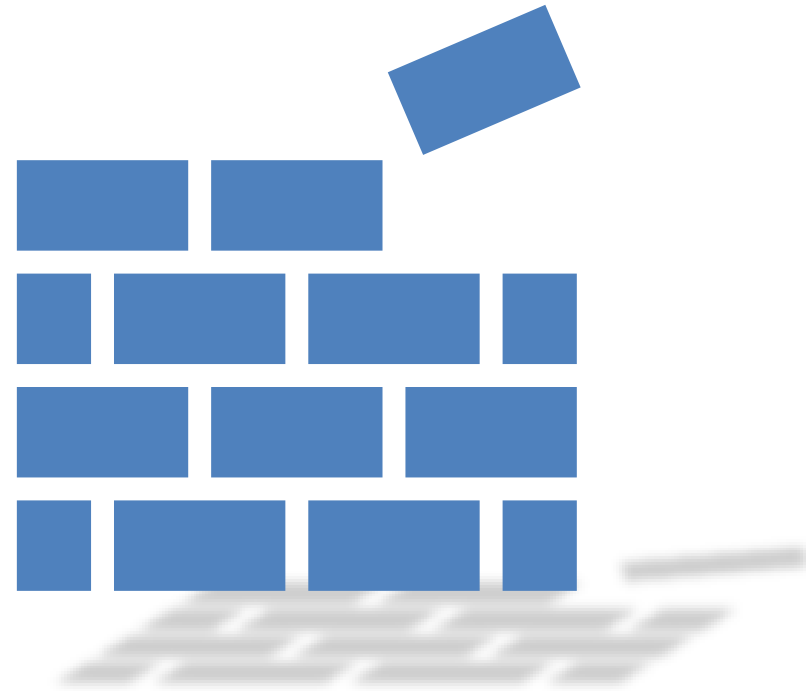
The Devil's  
Advocate



**Time for a break**  
(we start again at 16:00)



# WORKING GROUPS – ROUND 3





**See you tomorrow!**



**FAMENET**

**You know where to find us!**

**events@famenet.eu**

**[www.famenet.eu](http://www.famenet.eu)**

