



ECO
CASCADE
NATURAL PROCESSORS

Starting a Processing Facility for the Seaweed Community

SSIA Conference 2023
Oban, 14th November



Who are we?

Eco Cascade - a Community Interest Company set up to serve the growth of the emerging seaweed cultivation industry



- ✓ Based in Kyle of Lochalsh
- ✓ Launched April 2023
- ✓ Primary processing - washing, chopping, chilling, drying and packaging
- ✓ Reducing the bottleneck & bridging the farming to market gap
- ✓ Jobs, skills and facilities for seaweed processing research and industry

Why a Community Interest Company?



A Community Interest Company is a social enterprise model – not a PLC, not a charity

- ✓ Incorporated and registered with Companies House
- ✓ Stated mission and community we serve
- ✓ Limited by guarantee, no shareholders = no equity to give away
- ✓ Asset Lock – no dividends – surplus retained in company and mission
- ✓ Third sector and other funding - social impact, philanthropic

Other structures considered:

- Co-operative model – not the right fit/timing for emerging seaweed industry
- Commercial entity – profit driven, seeks exponential growth for shareholders
- Charity – onerous to set up, inflexible

A Virtuous Circle To Increase Our Revenues And Impact



Challenges

- Slow Licensing Process From Marine Scotland
- Climate Change
- Lack Of Marketing Expertise
- Infrastructure Cost

Opportunities

- Grow To Order
- Local CIC Processor Allows For Increased Production And Profitability



Farmers

More Farmers Obtain Licenses To Grow Seaweed



ECO CASCADE

Increased Processing Fees For Eco Cascade

Challenges

- Processing Capacity Needs To Keep Pace With Growth In Farm Size
- Recruitment & Retention
- Funding To Purchase Equipment To Offer Different Types Of Processing

Opportunities

- Process Non-Farmed Seaweed And Other Natural Commodities
- Collaboration To Create Seaweed Knowledge Base

Challenges

- Lack Of Awareness By Consumers
- A Number Of Years Until Market Matures
- Risk Of Replicating Salmon Industry

Opportunities

- Increase Consumer Demand For Sustainable Products
- Seaweed As Food Ingredient And Bio-Stimulants Locally Sourced For Farmers & Gardeners



Wider Community

Greater Demand For Farmed UK Seaweed



End Customers

Greater Stability Of Supply Opens Up New Markets For Farmed Seaweed

Challenges

- Ensuring Consistent, Quality Supply At A Competitive Price
- UK Market Still At Early Stage
- Competition From Established Markets

Opportunities

- Many Businesses See Farmed Seaweed As Key To Growth In Sustainability (E.G Bio-Plastics, Fertiliser, Nutraceuticals And Food)

Thank you! Come visit us ...



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