



Starting a Processing Facility for the Seaweed Community

SSIA Conference 2023 Oban, 14th November







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

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

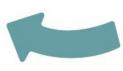






Wider Community

Greater Demand For Farmed UK Seaweed



777

ECO CASCADE

Increased Processing Fees For Eco Cascade



500

End Customers

Greater Stability Of Supply Opens Up New Markets For Farmed Seaweed

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

- 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, Neutraceuticals And Food)

Thank you! Come visit us ...







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