

Scottish Seafood Association

Vision of Opportunity



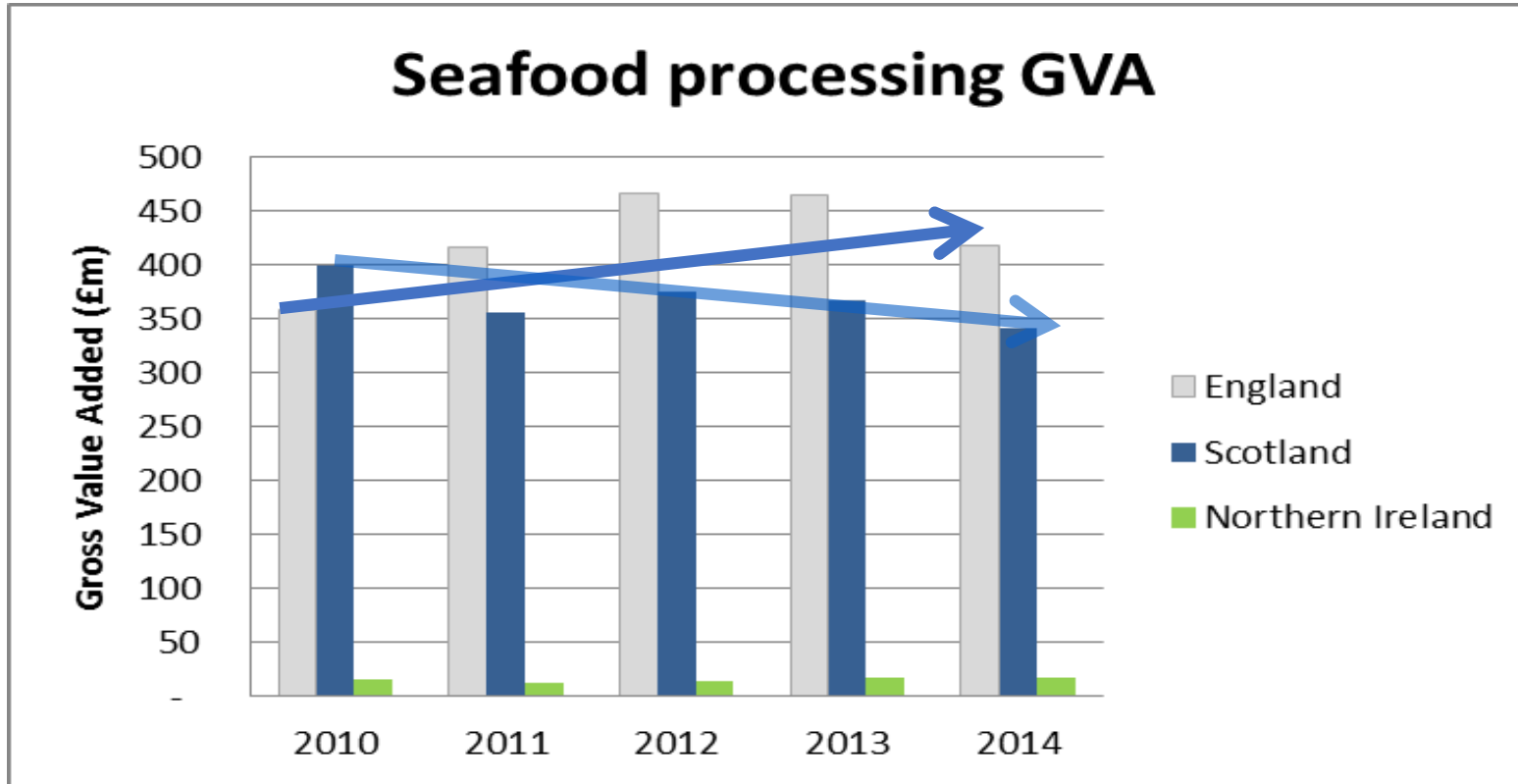
The Facts

- Last 3 decades, less than half Seafood Processors remain in Scotland
- High operating costs in a low margin industry, competing in a global market place
- Loss of skills in the labour work force
- Fish Landings Increasing – Scottish Processing Shrinking
- Fish Processors employ wide range of skills for career opportunities



A VALUABLE BUT DECLINING SCOTTISH ASSET

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Source: Seafish 2016
Seafood Processing Industry Report

Seafood processing gross value added.

Scotland 2010: **£399 million** 2014: **£341 million**



England 2010: **£359 million** 2014: **£418 million**



Challenges

- How do we turn this around?
- How do we attract investment?
- How do we attract young people to seafood processing?
- How do we help existing companies to grow?
- EMFF replacement programme?



Vision for Scottish Seafood Processing

- Reverse the decline - Increase jobs and businesses profitability
- Compete successfully in UK and global markets
- Attract young people to join the industry
- New and existing companies need to grow and thrive, creating a thriving economy.
- Needs national and local Governments to help stimulate processing or the community will lose



Growing Businesses face key challenges

- Business Rates - Restricting and discouraging growth.
- City Seafood processors pay higher Rateable values than Shire
- Utility bills for water and effluent waste increasing
- Employers liabilities for workers Pension increasing to 3% this could stall wage increases for workers
- Cost of complying to EHO standards in old properties is costly



What Industry Needs

- Local and national Government help for seafood processors to grow businesses or the economic benefit will be lost to the region as fish is trucked to the Humber and beyond, resulting in job losses
- Ensure that the majority of Scottish fish caught by Scottish vessels is landed in Scotland so that business has access to raw materials and be competitive globally.
- Ensure that City and Shire business are able to compete with businesses in other regions like the Humber. Taxing business beyond economic levels creates negative growth and no investment and people leaving the sector.
- Create opportunities for business to grow, find new market opportunities and invest in automation – assist business to look to the future.

Current ongoing projects

- EMFF – FLAG funding for training – upskilling – educating of all aspects of the seafood processing sector- 2 year project.
- Seafish Funding to complement the FLAG project, increase the program work scope by late autumn 2018 from 2 to 4 days per week working with industry to raise standards across seafood processing to a “gold Standard”
- Work closely with Scottish Government to help deliver the 2030 vision for a 30 billion pound “Food and Drink Industry”
- Help SSA members to be a part of that growth aspiration
- Make SSA a self funding sustainable association – by growing membership and providing valuable services.

Any questions



Thankyou