



# Blue Business Incubators

Reducing pressures on marine ecosystem  
Development of sustainable local entrepreneurship



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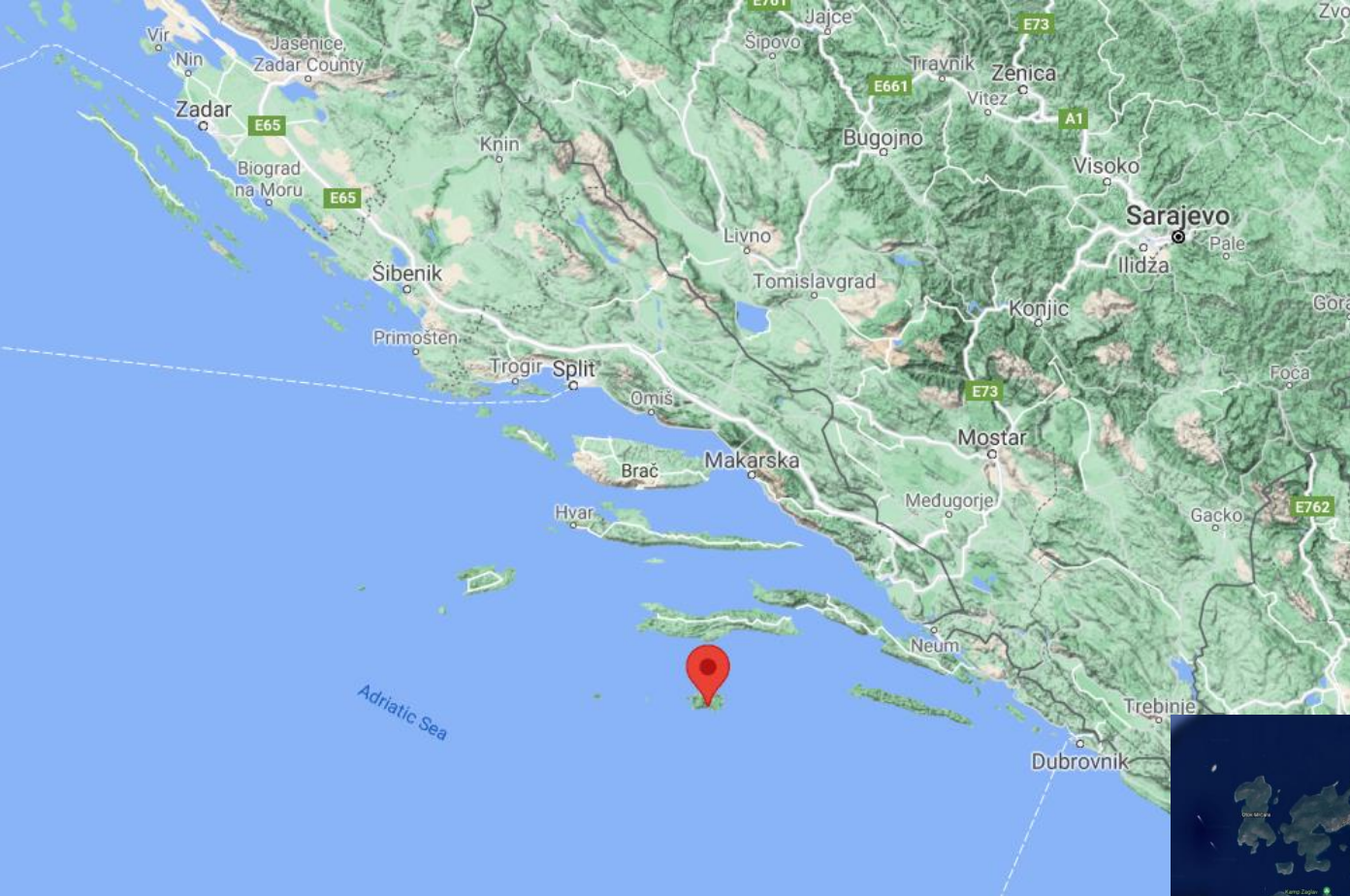


ZEF  
Zadruga za etično financiranje

Marie-Aude Sévin, BlueSeeds – Director of Operations

SMILO annual meeting, Faro and Culatra – Portugal

Workshop - “Self-financing on the islands” 26 of September



# LASTOVO

46 km<sup>2</sup>

415 m high







Lastovo

National park – since

2006







# Resilient coastal communities at the hearth

A brick of a larger project on Small Scale Fisheries

-> to **promote sustainable small-scale fisheries** and **reduce pressure** on marine ecosystems.

-> **How to reduce the fishing effort, while increasing the fishers income?**

**Pescatourism** >> « classical »

-> **Why not decrease pressure on nautre, while increasing communities income?**





# A holistic approach

A 3 years program that requires formal and informal support

## Blue Business Incubator

### Coaching

Ideation  
Business plan  
Admin support  
Motivation

### Seed funding

5-10k€ of loan  
at low interest rate  
and specific conditions

### Community support

Creation of a positive dynamic within the  
community to support the entrepreneurs



# Lastovo (Croatia), the first pilot site

10 on-going projects, selected out of 22 applications



Project	Beneficiary	Loan
Small farm Podanie	Ante SIMIC	Doesn't need
Olive Oil	Annete & Zoltan MUFIC	1 000 €
Wood Shipbuilding	Ivan Jurica GANGO	Pending discussion
Bulky waste	Toni VODANOVIC	Pending discussion
Wineyard	Marijo BACKO	Pending discussion
Cooperative	Antonio DIVOJE + 6 pers.	10 000 €
Fisherman Craftmanship	Antonio DIVOJE	6 666,00 €
SlowFood Restaurant	Natacha & Zeljko BOKOR	5 000 €
Fishing tourism	Ivica & Helena LESIC	Pending discussion
e-bicycles	Mila BLASKOVIC	4 000 €





**Cooperative  
Fisherman**



**SlowFood Restaurant  
Natacha BOKOR**



**Olive Oil  
Annete MUFIC**

# Key results and achievements



Valuing **local entrepreneurship**



Tailored and **shaped to local contexts** with the active involvement of local stakeholders



Fostering **alternative and environmentally friendly tourism**



Promoting the creation of a **circular economy** between stakeholders, often previously disconnected



Facilitating access to **innovative financing mechanisms** (micro-credits, impact investing, national and international financial partnerships)



Generating a **specific local dynamic**, that reaches beyond simple conservation issues, and revitalises neglected communities



Offering a **new context for greater cooperation** and partnerships





# Challenges

- Need time and resources to be present on site along the process,
- Need micro-credit to invest and start the businesses,
- Takes time to build strong relationships and understands the real needs,
- *Not easy to work on a remote island in Covid time.*





# BBI expansion

10 new sites across the Adriatic sea.



## Project Leader

General coordinators, training of trainers (local BBI coordinators or enablers), communication in the Adriatic region, environmental monitoring and jury for funds eligibility.



## Technical assistants

Development of the BBI package, process manager and back-up support, impact measurement and support for international communication and jury for funds eligibility.



## Funding facilitators

Responsible for local funding mechanisms, responsible for package development for municipalities support, sustainability of BBIs and jury for funds eligibility.





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Thank you !