

#### SEAGRICULTURE INNOVATION AWARD 2022

Name: Amy Blankstein

Company / organization: GreenWave

### Description of the Innovation (ca. 250 words):

Launched in April 2022, GreenWave's Regenerative Ocean Farming Hub is a free, online resource designed to provide seed-to-sale support for both emerging and active ocean farmers and hatchery technicians. Already having drawn over 2,200 users across 88 countries and 47 U.S. states to date, the Hub makes GreenWave's training and support offerings and community knowledge-sharing accessible to a significantly wider audience, helping the industry scale and problem-solve more rapidly and efficiently.

The Hub comprises three primary components: curriculum, tools, and community. Practitioner-written courses, which include more than 80 how-to videos, cover everything users need to know to successfully launch and run their ocean farming enterprises. Users can choose where to begin, based on experience level or—for active farmers—seasonal timing. Additionally, users can generate concept designs, along with corresponding gear lists and budgets, using the Hub's interactive Ocean Farm Design Tool. Finally, users can connect in the Hub's Ocean Farming Community, catalyzing a national network of active farmers and hatchery mentors to innovate, collaborate, and troubleshoot technical questions, while also identifying industry barriers that GreenWave can work to resolve.

Other features of the Hub include Seaweed Source—a growing, digital directory of ocean farms in the U.S. which more experienced farmers can use to connect with qualified prospective buyers in their region across current and future market channels—and MyKelp beta, a farm data collection app that supports farmers participating in GreenWave's Kelp Climate Fund seed subsidy program.

#### What makes your innovation unique compared with other products? (ca. 400 words)

Founded in 2014, GreenWave initially focused on training and supporting ocean farmers locally in Southern New England. Since then, interest in regenerative ocean farming has grown exponentially, with the number of people requesting GreenWave resources now surpassing 9,000 from across the U.S. and 100 countries all over the world. GreenWave developed the Hub to make resources — including interactive training, support, and a connected network of practitioners—broadly accessible in order to capture this momentum.

GreenWave's Regenerative Ocean Farming Hub is the first resource of its kind. The Hub features content (courses, videos, tools, etc.) developed by GreenWave's network of experts and aggregates external resources from all corners of the industry. GreenWave will continue to iterate resources for North American stakeholders, and hopes to leverage the Hub for partners around the globe to support regional stakeholders.

To date, it is the only existing public, online, comprehensive ocean farming industry accelerator, where over 1,000 Community interactions logged over just a few months from launch demonstrate the urgency of the needs it is meeting.

The Hub features innovative tools for each stage of a farm's lifecycle. Using the Ocean Farm Design Tool, aspiring farmers can more easily navigate common startup pain points by generating farm designs, gear lists, budgets, and U.S. state-specific permitting language, based on the location and characteristics of their sites. With this Tool, users can visualize how certain site factors influence farm design, assess financial viability early on in the process, and effectively communicate with regional regulators to apply for a permit. Once a farm is up and running, farmers can move on to developing market relationships with qualified processors and buyers via Seaweed Source. Finally, using MyKelp beta, farmers participating in GreenWave's Kelp Climate Fund can collect key monitoring data on outplanting, growth rates, and harvest, helping them scale operations, effectively market their businesses, and benefit from future ecosystem service markets. The Kelp Climate Fund is a seed subsidy program which provides direct payments to participating kelp farmers as an incentive for the climate-beneficial externalities of growing kelp, including carbon and nitrogen removal and reef restoration.

# What special new advantages does your innovation bring in terms of for example commercial, environmental and social factors? (ca. 400 words)

#### **Commercial value:**

The Hub is a one-stop shop, providing tools and curriculum designed to meet users where they are and support them at any stage of their regenerative ocean farming enterprises. It is a free resource, responsive to emerging needs and opportunities, and available on demand.

Farmers can leverage the Hub to scale up production and map viable pathways into various commercial markets, including food, agriculture, and bioplastics. Through Seaweed Source, they can build regional networks with qualified buyers who have committed to forward contracting.

Farmers can also apply to receive seed subsidies through the Kelp Climate Fund for positive climate impacts of regenerative ocean farming. The data they collect, in exchange, will provide critical information about their complex farm sites and seasonal crop production, which will support improvements in farm design and growing techniques. Farmers will also be able to leverage this data to provide better information on growth curves, yield estimates, and harvest timelines, which will support better communications and relationship development with buyers and other supply chain stakeholders. In addition, individual farmers and industry stakeholders can use this aggregated data to communicate positive climate benefits to build social license for the kelp farming industry.

#### **Environmental value:**

The Hub was designed to capture growing momentum and rapidly scale the regenerative ocean farming industry, in turn accelerating the potential for meaningful climate impacts from growing kelp, like carbon and nitrogen removal and reef restoration.

Additionally, when applied to soil as a fertilizer, kelp has been shown to reduce emissions of nitrous oxide, a potent greenhouse gas that is 300 times more powerful than carbon dioxide. Supplementing livestock feed with a small amount of seaweed can also reduce methane output by nearly 60% in cattle and up to 80% in sheep.

Non-food grade farmed seaweed waste can be turned into sustainable alternatives to straws, paper, and packaging to address the 8 million metric tons of plastic thrown into the ocean annually.

#### Social value:

By accelerating the growth of the ocean farming industry and facilitating the development of regional networks of practitioners, the Hub can act as a catalyst to reinvigorate working waterfronts in coastal communities, connecting fishermen and shellfish farmers with economic opportunities and technical support.

# For which market and target group was your innovation mainly developed? Who is likely to be the key customer group? (ca. 200 words).

After receiving thousands of requests for resources from diverse geographic regions, GreenWave responded to the demand by creating the Hub for the regenerative ocean farming "community of practice"—aspiring and active fishermen, ocean farmers, and hatchery technicians. The Hub enables GreenWave to extend its low-touch training and support offerings to a greatly expanded audience while maintaining a small, nimble, and responsive team.

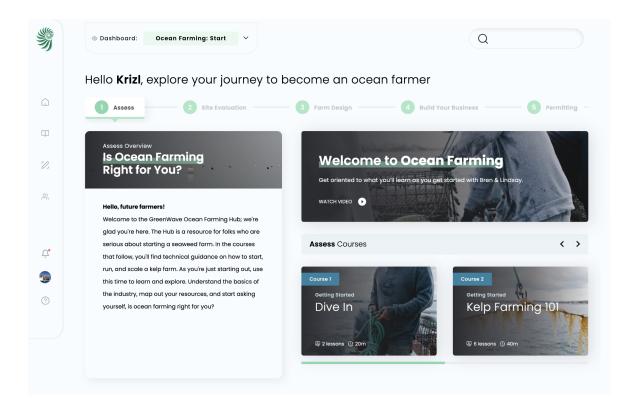
### Please give very briefly 3 reasons why you believe your innovation should win the Seagriculture 2022 Innovation Award:

GreenWave's Regenerative Ocean Farming Hub is:

• The first comprehensive and interactive ocean farming resource for practitioners at all stages of experience, with new tools and courses — informed by insights from a network of expert practitioners — that will significantly reduce friction from startup to scale. GreenWave will continue to iterate and expand the content and capabilities of the Hub informed by broad trends of needs and challenges that surface from these interactions.

- Free and user-centric. The Hub meets users where they are, enabling them to prioritize the resources that are most relevant to their current needs.
- Community/Network Building. Practitioners of all experience levels pose questions, participate in Community discussions, and forge connections. GreenWave's staff and robust network of experts spark and support discussions and connect users with resources and contacts.

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~	Build The New Blue Economy	
Ω	You don't have to do it alone. We're a global network of regenerative ocean farmers	,
Ψ	and hotchery technicians. Join the conversation.	
Z	Sort by Mest Active 🗸	
å	SULLY MOSTARTURE V	
C	Ion_meterland * 2 May 2022, 18:07	Introductions + Connections
	Kelpcrete - San Diego Hey everyone, My focus is in sustainable development and climate change mitigation. If you have any interest in kelp	Research + Industry News
Û,	infused concrete please drop me a line. Giant keip is one of the fastest growing organisms on the planet. If we incorporate	Bulletin Board
-	Introductions + Connections	Site Evaluation + Permitting
0		Farm Design
	Deniel_reuchwerk + 19 Apr 2022, 15:25	Farm Operations
	Investing in Kelp Farming - NYC	Greenwave_admin + 19 Apr 2022, 13:30 First time in the Community?
	Hi All, My name is Dan, and live in NYC. I am interested in investing in the blue economy, particularly in kelp farms, and in helping to connect kelp farmers with viable and sustainable sources of funding. Looking forward to meeting you all!	Start here! ≟ 16 likes Ω0 replies 📮
	Introductions + Connections	
	Ressa_ramero + 19 Apr 2022, 15:00	
	Greetings from California	
	I am very interested in kelp farming to support my indigenous community here in Colifornia. I am Chumash (a California tribe here in Central CA). Kelp is one of our traditional foods and will also build trades and sustainability in the community	
	Introductions $\bullet$ Connections $\bigcirc$ 13 replies $\bigcap_{i=1}^{+}$	
	Jasper_mellinson + 12 Jun 2022 10:27	
	Automated height adjustment of seaweed lines (First Post) Hellol I'm currently studying towards a master's in design engineering in the UK. I live on the coast and have become	
	increasingly interested in seaweed forming over the past few years, particularly in its out that order that revealed and the second	
	Farm Design	
	Celline_gembault + 19 Apr 2022, 16:09	
	Hello - Bonjour du Québec ! Hello,	
	Hello, Thank you very very much Greenwave for sharing all this knowledge and helping the dream come true. Can't wait to see	
	Introductions Connections	
	Capitaln_brewster + 18 Apr 2022, 15:02	
	That was a fantastic kickoff!	
	hi I'm captain brewster an board TRE in berkeley California hoping for a seaweed regenerative hub on the west coast connected to hubs elsewhere! Dream big!	
	Introductions + Connections $\triangle$ 11 likes $\bigcirc$ 2 replies $\bigcirc^+$	
	•	
	Jey_etty + 19 Apr 2002, 2009 Teaching aquaculture to Boston high schoolers	
	Hi all. My name's Jay Esty and for the last half decade or so i've run a summer (and sometime school-year) program for	
	Boston public schoolers at Thompson Island Outward Bound, in Boston Harbor. It's a hybrid summer-job-meets-Outward	
	Introductions + Connections	



GREENWAVE Seaweed Souri Connecting Buyers An				Julia Robert [-		
	Available Crops					
	Сгор	Format	Stability	Est. Yield (Wet Ibs)		
A Par	Sugar Kelp Saccharina latissima	Whole Kelp	Fresh, Dried	3,000		
Spinnaker Sea Farms	<b>Alaria</b> Alaria spp.	Whole Kelp	Fresh, Dried	1,000		
MESSAGE FARMER	Bull Kelp Nereocystis luetkeana	Whole Kelp	Fresh	200		
) Homer, Alaska   2.5 acres	Total Est Yield			4,200		
spinnakerseafarms.org						
0 f ¥	About					
	Founded in 2000	Founded in 2000				
	Spinnaker Sea Farms is a small family-owned seaweed and shellfish farm near Homer,					
		Alaska. We grow sugar and ribbon kelp as well as oysters and mussels in the pristine, nutrient				
	rich waters of Kachemak	k Bay.				

C Cross-Sectional Diagram Cro	A RESOURCES GEAR & SETUP BUDGET
Image: Site Factors         Site Factors         Site Factors         Site IMMNSIONS         Site IMMNSIONS         Site Area         Site Area         Image: Site Area         <	chor Line: 1/2 Inch wither Floation yr, A-1 Growtine Floation Buoy Line: 3/8 Inch A C C C C C C C C C C C C C
below.   Length   B34   1   B34   1   <	
WATER DEPTH       G: Anchor Rode Length 160 ft.         Mean Low Low Water (MLLW) is the height of the lowest tide recorded at a tide station each day, averaged over a long period of time.       J: Array Length 533.54 ft.         Depth at low tide:       Depth at high tide:       Farm Design View         Minimum Site Area       Requisitory Marker	puttine         C:         Growline Length           tation Buoy         200 ft.           scing         200 ft.           ft.         Ip Clearance           lp Clearance         F:           W: 10 ft.         Clearance           W: 16 ft.         MHW: 32 ft.
A: Growline Flottion Buoy Spacing 55 ft. D: Minimum Site Area Longth: 033.64 ft.	by Witho Depth t. Withow Depth MUW: 30 ft. MHW: 36 ft. ar Area Growfine D C A A A A A A A A A A A A A

