



Year
Review

2024/25

Championing You, Your Business, Your Workforce, and Our Marine Community



It gives me great pleasure to share the British Marine 2024/25 Year Review.

This year has been one of energy, engagement, and significant progress, and it is a privilege to reflect on what we have accomplished together.

With our membership spanning c.1,300 organisations, from family-run boatyards to international marine technology companies, our commitment to you - our members - is stronger than ever.

We have had an incredibly busy year of events and industry engagement. The Southampton International Boat Show 2024 welcomed over 100,000 visitors, setting a new benchmark for visitor experience with a redesigned marina, late-night entertainment, and more interactive retail and on-the-water attractions. Business-focused highlights at the show also included Trade Tuesday and the Women in Marine networking day, both of which sold out and created important conversations around innovation, leadership, and inclusivity in our sector.

This year we have also delivered highly targeted industry events, such as the Superyacht UK Technical Seminar, attended by over 90 delegates, and the British Marine Coastal and Inland Conferences, which brought together leaders, innovators, and policymakers from specialist corners of our sector. These events not only enabled direct feedback to shape our advocacy work but also facilitated commercial opportunities for businesses attending.

Our emphasis on skills and training has never been stronger. We have responded to industry demand by delivering multiple Intermediate Marina Manager and Advanced Marina Management courses, as well as two successful Practical Yacht Broker courses with ABYA as part of our strategic alliance. We also continue to be an End Point Assessment organisation recognised by OFQUAL, operating across five marine apprenticeship standards.

In response to sudden shifts in international trade, this year marked the launch of a new International Marine Trade Hub. Designed to support members in succeeding globally, the hub offers essential resources on tariff structures, customs regulations, and international market access—ensuring members remain competitive and compliant in an increasingly complex global landscape.

Our work on decarbonisation remains a central pillar of our strategy. The Decarbonisation Hub has continued to grow with new expert insights, policy summaries, and practical tools. We have hosted multiple webinars this

year, helping members at all stages of the sustainability journey prepare for what lies ahead. We know that readiness for regulatory change is key to future resilience.

This year also saw the launch of our Member Referral Scheme offering BM Credits that can be redeemed against membership renewals, training, and show stands. This initiative is just one of the ways we're recognising the value of our long-standing members while encouraging wider participation across our network.

Our five strategic pillars — People & Skills, Sustainability, Technology & Innovation, Representation and Participation — continue to guide our work. With a General Election at the beginning of July 2024, British Marine published a Marine Industry Manifesto outlining the key policy areas that we are pressing government to support—from Net Zero funding and export support to training reform and digital innovation.

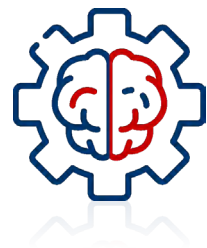
I was also delighted to welcome our new President Robert Parton in July 2024. Having served as President-Elect for the previous two years, Robert, owner and Managing Director of Aqueduct Marina in Cheshire, has taken on the role with a strong agenda focused on both expanding training opportunities and, as strong believer in the power of networking himself, encouraging face-to-face interactions among members, fostering a more connected and collaborative community".

As we close a year filled with achievement and look forward to new opportunities, I want to extend my sincere thanks to all our members, partners, and team. Your continued commitment fuels everything we do, and I look forward to building on our shared success in the year ahead.

The marine industry is currently going through some tougher economic times, but together, we are shaping a resilient, sustainable, and forward-looking marine industry.

Lesley Robinson
CEO, British Marine

The Statistics



340+

Individuals completed a training course with British Marine



11

End Point Assessments successfully completed



150+

Face-to-face and networking opportunities



3.5K

British Marine marketing communications



500+

Stakeholder meetings where we represented your interests



70+

Apprentices placed within the marine sector



750+

Member enquiries dealt with (cross departmental)



100K+

Visitors attended Southampton International Boat Show 2024

2024/25 Year Review The Highlights

Built around five core pillars, the British Marine National Agenda sets out a strategic roadmap in support of **our vision**, which is to deliver a thriving industry delivering amazing on the water experiences for everyone.

➤ People & Skills

Focusing on attracting and retaining talented individuals with diverse skill sets.

➤ Sustainability

Promoting sustainable practices, to minimise the industry's environmental impact.

➤ Technology & Innovation

Harnessing the power of new technologies and fostering innovation.

➤ Representation

Protecting the interests of the UK marine industry and enhancing its domestic and global reputation.

➤ Participation

Developing strategies to attract new participants to ensure the ongoing prosperity of our industry.

Here are some of the key highlights from each pillar over the past year.

People & Skills

Driving growth across the marine industry – from nurturing new talent to delivering expert training.



➤ **Superyacht UK Young Designer Competition goes from strength to strength:** The next generation of yacht designers showcased their creativity to industry experts with the winners' clinching internships at a number of leading superyacht companies.

- **Apprenticeship Recognition Ceremony:** We celebrated the accomplishments of 63 apprentices, reinforcing the sector's focus on building a skilled and sustainable workforce for the future.
- **New Apprentice of the Year Award:** Recognised for her exceptional work and commitment at Williams Jet Tenders, Anisha Roberts was announced as British Marine's inaugural apprentice of the year.



- **British Marine Careers Evening:** Promoting our industry to the next generation, young people connected with over 15 marine employers to explore career paths, training opportunities, and real-world roles. The event inspired future talent and strengthened awareness of careers in the marine industry.
- **The Practical Yacht Brokers Course continues to set the standard:** With the spring and autumn (2024) sessions attracting 42 delegates and a sell-out session in March 2025 this course continues to be the industry benchmark for aspiring and established brokers. Delivered in partnership with ABYA as part of our strategic alliance.



➤ **Welcome Afloat Course returns to Scotland:** Our Welcome Afloat course returned to Scotland, providing front-of-house marine teams with vital customer service training.

➤ **Marina Manager Courses continue to set industry standards for marina operations:** 104 delegates attended six courses across the UK, Europe, and UAE, all trained in modern marina management in 2024 alone. Achieving record attendance, the courses reflect growing global demand for modern marina management expertise.



- **Trade Tuesday Triumph:** Trade Tuesday made a powerful return to the Southampton International Boat Show, sponsored by DF Capital. Over 100 marine professionals came together for a full day of networking and expert talks covering marketing, decarbonisation, and SME funding challenges. The event concluded with drop-in sessions led by industry experts, further strengthening vital connections across the sector.
- **A New Strategic Alliance:** The Association of Brokers and Yacht Agents (ABYA) and the British Marine Boat Retailers and Brokers Association (BRBA) announced a new strategic alliance at the 2024 Southampton International Boat Show, strengthening their existing collaboration to better support the brokerage industry and its customers.



- **Strengthening Standards:** ABYA and the BRBA launched a new joint industry-standard Sale & Purchase Agreement as part of their strategic alliance. This significant milestone delivered a legally robust, practical framework to support professional yacht brokers, improve transaction clarity, and enhance consumer protection - raising standards across the yacht brokerage sector.
- **PSA CPD Day delivers insight and impact:** The Professional Services Association (PSA) CPD Day united marine professionals for expert-led sessions, strategic updates, and sector-specific insights across insurance, law, finance, and marketing, empowering attendees to stay ahead in a fast-changing industry - alongside valuable networking.

➤ British Marine welcomes new President and President - Elect.

➤ British Marine Scotland champions sustainable marine tourism.

➤ Guided tour of Diglis Island Lock & Fish Pass for the Committee members post Committee meeting and networking lunch. Fantastic opportunity to see how the CRT are helping to preserve the river fish.

➤ Southampton International Boat Show.

➤ Apprenticeship Recognition Ceremony.

➤ New Apprentice of the Year Award.

➤ Trade Tuesday Triumph.

➤ The Association of Brokers and Yacht Agents (ABYA) and the British Marine Boat Retailers and Brokers Association (BRBA) announced a new strategic alliance.

➤ British Marine Careers Evening.

➤ Inland Working Time Regulations Consultation.

➤ HRH The Princess Royal visits Southampton International Boat Show.

➤ International exhibiting opportunities- Monaco Yacht Show.

Sustainability

Through strategic government engagement, targeted webinars, and practical resources, we equip our members with the insight and tools needed to drive sustainability across their operations.

➤ **Decarbonisation Hub Enhancements and Industry Engagement:** Over the past year, British Marine has significantly expanded its Decarbonisation Hub to keep members informed and prepared for evolving environmental challenges. Updates include new content on the International Maritime Organisation's decarbonisation efforts, revised Emission Control Areas (April 2025), and the UK Government's Maritime Decarbonisation Strategy, outlining net zero targets for 2030, 2040, and 2050. The Hub also features progress on the Blue Boat Horizon Life Cycle

Assessment project, Carbon Budget 7 insights, Clean Maritime Demonstrator Competition updates, and new research on sustainable boatbuilding and greening the cruise hire sector.

In parallel, we began in-depth analysis of the UK Maritime Decarbonisation Strategy, with a focus on small vessels and recreational craft. Leading industry engagement, we are working closely with government to coordinate responses and ensure a fair, effective transition to net zero by 2050.

➤ **Helping secure recognition for leisure marine's use of biofuels:** We helped secure vital recognition for biofuels as a transitional fuel in the UK's Climate Change Committee's Carbon Budget 7 — thanks to input from members and global research via the "Pathways to Propulsion" project. This recognition reinforces British Marine's role in driving real-world sustainability solutions for both new and existing fleet.

➤ **Updated Environmental Roadmap released:** We updated our Environmental Roadmap to reflect new regulations and the shift away from carbon-based energy, helping our members to navigate evolving compliance challenges and support the industry's move toward greater sustainability.

➤ **British Marine Scotland champions sustainable marine tourism:** British Marine Scotland sponsored the Clipper Connect event in Oban, spotlighting sustainable marine tourism. The panel discussed decarbonisation, conservation, and community growth, reinforcing British Marine Scotland's commitment to a sustainable future for the industry.

➤ **British Marine Webinar on Small Craft Decarbonisation:** We held a well-received webinar discussing the Department for Transport's Decarbonising Small Craft Call for Evidence. Members gained insights, asked questions, and received support to help shape their responses.

➤ **And the winner is:** British Marine proudly announced Sunsail and The Moorings as the winners of the highly esteemed Sustainability Award at the 2024 Southampton International Boat Show.



➤ **British Marine at Electrification Conference:** We joined experts at the Power Behind Marine Vessel Electrification Conference to discuss battery technology, electric propulsion, and industry challenges. The event highlighted certification, insurance, and training needs, underscoring British Marine's role in advancing vessel electrification.

➤ **First 'Clean Marina' on the River Thames:** Tingdene Racecourse Marina is the first on the River Thames to earn The Yacht Harbour Association's Clean Marina accreditation, setting a new standard for environmental excellence.



➤ **Challenging unfair charges in Scotland:** British Marine and British Marine Scotland took swift action to oppose Peel Ports' proposed Conservancy Fee on leisure craft in the Clydeport area.

➤ **MCA Domestic Passenger - Ship Safety & MGN627:** Through active involvement in MGN627 consultations and the Domestic Passenger Ship Safety Group, we ensured members' concerns were fully represented.

➤ **British Marine at the Power Behind Marine Vessel Electrification Conference:**

➤ **International exhibiting opportunities at METSTRIDE with small business incentive supported by the Department for Business and Trade (DBT).**

➤ **British Marine Inland Conference celebrates record attendance.**

➤ **Protecting family marine businesses:** We joined a national coalition calling on the Government to reconsider planned cuts to Inheritance Tax reliefs.

➤ **Sport & Pleasure Code Development.**

Technology & Innovation

Advancing regulatory compliance, enhancing technical knowledge, and fostering international collaboration ensuring that our members are well-represented in crucial discussions, up to date on industry standards, and prepared to meet future challenges with innovative solutions.



➤ **Maritime and Coastguard Agency - Domestic Passenger Ship Safety & MGN627:** We played a vital role in supporting industry through key safety regulation updates, clarifying new legislation replacing “grandfathering rights”. Through active involvement in MGN627 consultations and the Domestic Passenger Ship Safety Group, we ensured members’ concerns were fully represented.

➤ **TYHA Code of Practice under review:** The Yacht Harbour Association (TYHA), in partnership with Marina Projects Ltd, has begun a full revision of its Code of Practice (COP). Ensuring the revision reflects the expertise and insights of its members, feedback is being gathered via a questionnaire, with the updated Code set for launch at the ICOMIA World Marina Conference in October 2025.

➤ **Sport & Pleasure Code Development:** We were deeply involved in MCA working groups developing the new code to replace MGN280 for charter vessels, working closely with regulators to ensure the draft was practical and operationally feasible. Throughout the consultation, we engaged with our members, which included a drop-in session to gather direct feedback and submitted a comprehensive 58-page response capturing detailed industry feedback.

➤ **Inland Working Time Regulations Consultation:** Following the MCA’s consultation on the Inland Waterways Working Time directive we raised industry concerns on inflexible working time rules for seasonal inland waterway workers, highlighting recruitment challenges and limited safety benefits, helping inform the MCA’s review.

➤ **Collaborative response to MLC Hours of Work Review:** In collaboration with industry stakeholders, we responded to the MCA’s post-implementation review of the Merchant Shipping (Maritime Labour Convention) (Hours of Work) Regulations 2018. Our input focused on improving protection systems and ensuring workable regulations.

➤ **ISO standards access guide reviewed by British Marine:** This revised guidance document provides members with information on methods of obtaining access to the standards ranging from free in person to online browsing through standards rental packages.

➤ **Blue Boat Horizon Life Cycle Assessment (LCA) Project:** British Marine has been key in developing the Blue Boat Horizon project, creating a Life Cycle Assessment framework to improve environmental performance for recreational boats under 24m giving industry the tools and data it needs to improve circulatory and sustainability. This data-driven approach will also give industry the tools it needs to help shape future regulations with accurate industry insight.

➤ **New Member to Member Hub launched:** The new hub provides an opportunity for members to offer and receive a variety of exclusive member to member only benefits though the British Marine website.



➤ Collaborative response to MLC Hours of Work Review.

➤ Welcome Afloat Course returns to Scotland.

➤ Helping secure recognition for leisure marine’s use of biofuels.

➤ Standing up for marine tourism in Wales.

➤ Superyacht UK Young Designer Competition 2025 Launched.

➤ The Practical Yacht Brokers Course continues to set the standard.

➤ Strengthening Standards. New Joint Sale & Purchase Agreement Launched.

➤ 14th Annual SYUK Technical Seminar.

➤ New Member to Member Hub launched.

➤ Launch of the International Marine Trade Hub.

Representation

Ensuring the marine industry's voice is heard in pivotal policy discussions, advocating for our members and fostering industry growth.



➤ **Securing Parliamentary advocacy:** With the announcement of the snap July 2024 General Election we published British Marine's Industry Priorities 2024-2029 (v1). Immediately following the Election, we approached our top 40 MPs, identified as having the highest number of British Marine members in their constituencies. This commenced our ongoing engagement with the new Parliament, encouraging MPs to support their local British Marine businesses and back more pro-business policy reforms.



➤ **Launch of the International Marine Trade Hub:** This hub helps members navigate through global trade challenges. It offers up-to-date information on US tariffs, the international response, as well as quick links to other export and import advice. It also provides information about British Marine's representations to the UK Government, as well as the specific trade related events for British Marine members to share intelligence and inform our representational activity.



➤ **Standing up for marine tourism in Wales:** Following our success last year which led the Scottish Government to remove berths and moorings from Scotland's Visitor Levy, this year saw the Welsh Government take a more cautious approach in introducing a similar bill. Nevertheless, British Marine Wales has worked with the Welsh Tourism Alliance to warn of the potential risks the bill could pose to the industry.

➤ **Supporting the Canal & River Trust to safeguard the Monmouthshire and Brecon Canal:** British Marine worked with the CRT to lobby Welsh Water and the Welsh Government to avert the risk of canal having to close for the 2025 season due to extreme dry weather combined with new water abstraction restrictions. The immediate crisis was averted and British Marine continues its work to help secure the long-term future of the canal.

➤ **Challenging unfair charges in Scotland:** British Marine and British Marine Scotland took swift action to oppose Peel Ports' proposed Conservancy Fee on leisure craft in the Clydeport area. Highlighting the lack of transparency and industry consultation, British Marine backed members by voicing strong objections, supported by survey evidence and a public petition urging Peel Ports to scrap the plans.

➤ **Giant Strides review underway:** British Marine Scotland has commissioned consultants to begin the review and update of 'Giant Strides', Scotland's Marine Tourism Strategy 2020-2025, to update the strategy for the next 5 years in line with Scotland Outlook 2030.



➤ **HRH The Princess Royal visits Southampton International Boat Show:** We were highly honoured to host HRH The Princess Royal's visit to SIBS24. This included a tour of the Show and private reception which not only helped shine a spotlight on the up and coming young talent in the industry and its latest technological advances, including zero-carbon boats, but also enabled HRH to speak to more than 40 British Marine members, including representatives from leading UK marine manufacturers, distributors, marina companies and inland hire boat business.

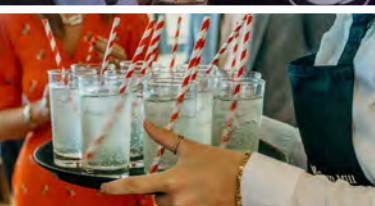


➤ **Protecting family marine businesses:** We joined a national coalition calling on the Government to reconsider planned cuts to Inheritance Tax reliefs, which risk forcing the sale of genuine family trading businesses. Co-signing an open letter to the Chancellor, British Marine highlighted the potential £9.4bn economic hit and 125,000 job losses. We continue to call for a halt in these plans and for the Treasury to first consult with industry and undertake a full impact assessment.

- Tingdene first Clean Marina on the Thames.
- Supporting the Canal & River Trust to safeguard the Monmouthshire and Brecon Canal.
- Inaugural Coastal Conference success.
- ISO standards access guide revised by British Marine.
- PSA CPD Day delivers insight and impact.
- Helping steer the development and review of standards for small craft.
- Full house at the TYHA Marina Conference.
- British Marine attended the annual ICOMIA (International Council of Marine Industry Associations) and IFBSO (International Federation of Boat Show Organisers) Congress.
- Recognition through awards: This year saw multiple celebrations of industry excellence, including the well-attended Marine Trade Association Awards evening.
- British Marine stand presence and networking event at Seawork.
- Welcome to the new membership year.

Participation

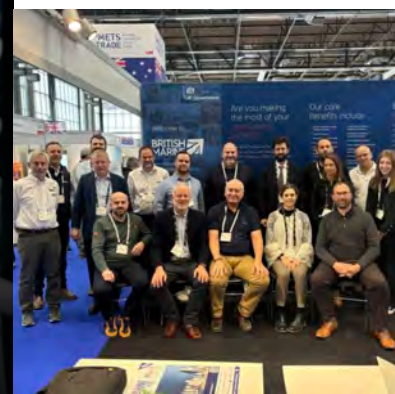
Enhancing member engagement, providing valuable networking opportunities, elevating business profiles, and equipping our members with the necessary tools to navigate the challenges and opportunities in the marine industry.



➤ **Networking Events:** Over the past year, we, together with our regional and group associations have delivered a vibrant calendar of networking events across the UK. Highlights included member gatherings at the Crick Boat Show and Seawork, alongside the British Marine Commercial Marine Breakfast. The Propulsion and Equipment event in Twickenham offered industry updates and a behind-the-scenes tour of Allianz Stadium. TYHA's Coastal Networking Tour at Cowes Yacht Haven was a standout success, bringing together members from across the sector for insight-packed sessions and a BBQ finale. British Marine Scotland hosted its annual member event, featuring a mini conference with updates and guidance from the senior leadership team. The Boat Retailers and Brokers Annual Dinner provided a relaxed evening of dining and networking, while British Marine South West and Superyacht UK hosted a buzzing drinks reception at SIBS and joined forces again for networking at the Barclays Jersey Boat Show. Other regional highlights included the British Marine South West Christmas Do and brewery tour, Professional Services Association's New Year Marine Mixer, and British Marine Midlands' guided tour of Diglis Island Lock & Fish Pass. Meanwhile, the Engines and Equipment Association welcomed over 70 members and guests for breakfast and a lively buffet dinner at the Dancing Man Brewery during SIBS.



➤ **Southampton International Boat Show:** The 55th edition of the show welcomed over 100,000 visitors (a post pandemic record), saw over 10,000 people take to the water, over 350 exhibitors, 700+ brands and 650+ watercraft of all shapes and sizes on display. The show continues to offer members and exhibitors extensive exposure to new customers.



➤ **International exhibiting opportunities:** Participation in international events like METSTRADE and the Monaco Yacht Show gave our members the opportunity to showcase their products on a global stage, expanding their reach and influence in the international market.

➤ **British Marine Inland Conference celebrates record attendance:** With over 100 attendees representing 57 companies, the conference highlighted the growing momentum within the inland boating industry. The event, themed "Energising Britain's Waterways," featured a packed agenda of keynote speeches, expert presentations, and tailored breakout sessions designed to meet the needs of businesses navigating the evolving landscape of Britain's inland waterways.

➤ **Full house at the TYHA Marina Conference:** Its packed and informative agenda covered a broad range of new and emerging issues spanning the ever-growing number of moving parts affecting marinas and harbours. Real-world case studies of incidents and challenges shared by marina staff and experts, helped enhance understanding of safety, incident prevention, and environmental protection across marina operations.



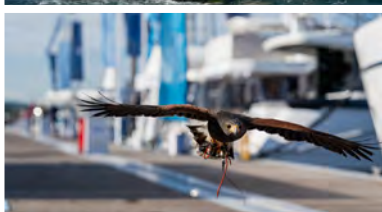
➤ **Inaugural Coastal Conference success:** Welcoming 85 attendees, the event brought together a dynamic mix of industry professionals, thought leaders, and innovators to explore the latest trends, tackle key regulatory developments, and examine opportunities for sustainable growth in the UK's coastal and marine sectors.

➤ **Recognition through awards:** This year saw multiple celebrations of industry excellence. The Marine Trades Association (MTA) Awards Dinner recognised Business of the Year, Marine Personality of the Year, and Outstanding Export Performance. TYHA's Marina of the Year Awards were presented on the Foredeck Stage at the Southampton International Boat Show, followed by the ever-popular TYHA members' stand party, welcoming over 80 TYHA members. British Marine also honoured Colin Dye of Silverline Marine with a British Marine Lifetime Honorary Membership Award.



A heartfelt thank you to our sponsors

We extend our sincere thanks to all those who generously supported and sponsored British Marine and British Marine Association events over the past year. Your contributions have been invaluable in helping us deliver impactful experiences for our members and the wider industry. We truly appreciate your continued partnership.



Are you making
the most of your
membership
benefits?

As a British Marine member you have access to a wide range of core benefits to help you unlock your business potential.

Core benefits include...

- Access to networking events throughout the year
- 24/7 legal support
- Technical guidance and support
- Business funding opportunities
- Access to statistics and market intelligence reports
- Affordable access to international shows
- Membership of sector specific and regional associations
- Opportunities to influence standards and policies
- Parliamentary insight and Government relations
- Crisis management support
- Industry updates and breaking news
- Marketing and promotional opportunities
- Business and sector specific contract templates
- 'Find a member' business listing
- Discounts and savings on exhibiting, training courses, industry publications and more
- VAT guidance
- Free credit checks
- Health and safety guidance
- Mediation service
- Free job adverts
- Training and careers support and advice
- Sustainability best practice advice including guidance on net-zero targets
- Use of the British Marine logo
- Access to British Marine Shows (UK)
- Access to International Shows
- Free industry related webinars
- Member Referral Scheme
- Member to Member benefits hub
- International Trade hub

Please note: Not all core benefits are available to International Members.

To find out
more about
the benefits of
membership:

Visit www.britishmarine.co.uk

Email info@britishmarine.co.uk

Call 01784 473 377