

Fore and Aft

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JUNE 2024



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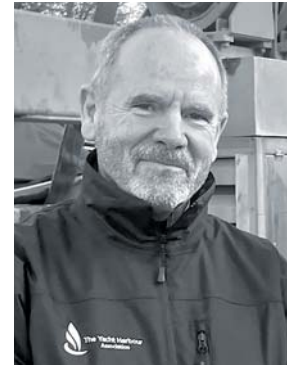
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In FOCUS



Jon White
TYHA General Manager

TYHA welcomes you to the June 2024 edition of Fore & Aft magazine which we hope you, our members, will find informative and useful.

Our thanks as always goes to our contributors who provide information about their marinas or products thus sharing industry knowledge to help us all improve our customer offer and operations.

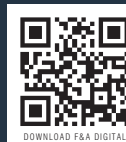
Feedback from our European members continues to identify challenges associated with recruitment and retention of skilled staff which has been further highlighted recently during member visits.

Boatyard operators are particularly struggling to find skilled and experienced engineers and operators, although it is encouraging to see a growing number of young people joining boatyard teams.

Increasingly we are seeing the average age of participants reducing on the GMI Intermediate Marina Manager training courses which is very encouraging, female delegates are also increasing which is great news for our industry. Training courses such as the IMM are not only skill and confidence developers but also show employers commitment to their staff which in turn helps to retain them in your business. Up and coming courses are advertised in F&A so please consider these for your staff.

One of the many skills areas delivered as part of the IMM & AMM courses is customer service which is always high on our industries agenda, recent feedback from our mystery shopping process (part of Gold Anchor accreditation) shows that marinas are increasingly using these reports to both improve their customer interaction and reward their staff who are doing it well which is very satisfying to see.

As much of Fore & Aft content is educational we would like to make it available to more employees within our industry so therefore if you would like to add any of your team (or be added yourself) to the digital mailing list then please send email addresses to hcloke@tyha.co.uk



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10

TYHA INLAND NETWORKING TOUR
A GREAT SUCCESS - SPONSORED
BY DURA COMPOSITES



CONTENTS

Aqueduct Marina Hydrogen	06
New TYHA Members	08
TYHA Inland Networking Tour	10
Gold Anchor	12
Dura Composites receives King's Award	13
Berthon Supports Olympic-Qualified Sailor	14
TYHA Coastal Networking Tour 2024	15
RNLI 200th Anniversary	16
IMM and AMM Marina Managers Courses	18
MDL Trials Falco's Smart Marina Technology	20
James Watt Dock New Development	22
Buckler's Hard Yacht Harbour Opportunities	24
Marina Punat Celebrate 60 Years in Business	26
Parkstone Marina	28
Guernsey QEII Marina Investment	30
British Marine 'Find A Member'	32
First Seal Pup born on the Beaulieu River	34
Icomia 2025 - Marina Conference	35
Darhaven Expands Services in South West	36
Dubai Harbour - A Hat-Trick Accreditation!	38
Parkstone Bay Marina Cleaner & Greener	39
EnviroNaut - Erasmus+ Training Course	40
MOTY Awards - Haven Knox-Johnston	41
Cruise Moor Launch Success	42
British Marine Conference - Save The Date	43
Shepperton Marina Set to Unveil Barge World	44
savvy navy 'Promoted pins'	46
Wise Handling - Keeping it in the Family	48
Inland & Coastal Sponsor Autism on the Water	50
Emsworth Yacht Harbour - Succession Planning	52
Interview with Gili Wojnowich from IGY Marinas	54
SPCR Border Force Control	55
TransEurope - Horizon Europe Project	56
Biodiversity Net Gain - BNG	58

Front Cover: Marina Punat - Croatia

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14

BERTHON SUPPORTS
OLYMPIC SAILOR



20

MDL MARINAS TRIALS FALCO'S SMART
MARINA TECHNOLOGY AT HAMBLE POINT



38

DUBAI HARBOUR MARINA
OPENING CEREMONY



“ AQUEDUCT MARINA HYDROGEN

For many years, Aqueduct Marina has sought to help decarbonise the waterways and marina operations as much as possible. More recently, the Church Minshull-based marina has calculated its carbon footprint in an effort to find ways to reduce the business's environmental impact further. As a result, Aqueduct was one of the first inland waterways marinas to offer HVO alongside conventional diesel. Ev drivers have not been overlooked with the installation of charging points in the carpark, all of which helped the marina gain the coveted TYHA Clean Marin status.

However, in a first for an inland marina, Aqueduct is now able to offer hydrogen to the boating community equipped with fuel cell technology. The marina can now supply BOC's Genie lightweight cylinders that contain 30% more gas than equivalent steel cylinders, resulting in fewer changeovers.

Alongside the announcement of Aqueduct's latest efforts to help boat owners reduce emissions, they are working with Hydrogen Afloat, producers of their hydrogen fuel cell domestic power system for boats. These innovative units can be fitted to the roof of most narrow boats and will reduce engine running time for battery charging while emitting nothing more damaging than water.



In addition to supplying hydrogen, the establishment of a commercial agreement with BOC will enable Aqueduct to supply any of the BOC gases to customers. Tom Raines, Chandlery Manager at Aqueduct, said, "We would need to set up new customers with a BOC account, which normally takes around 10 minutes, after which customers

can buy welding gas, balloon gas, oxygen, as well as hydrogen.

Robert Parton, MD of Aqueduct Marina, said, "My expectation is that we will not sell much hydrogen in the short term, but there are power systems such as the one provided by Hydrogen Afloat on the market now and I am looking forward to seeing how the hydrogen propulsion market develops."

Nick Swift, Director of Hydrogen Afloat, added, "We are delighted that Aqueduct are the first marina in the UK to stock hydrogen. We need to find ways to decarbonise the canals and rivers of the UK. We can start with domestic power, since that works now, but in time I expect we will see hydrogen use for propulsion. Birmingham, London and other cities already have fuel cell buses, so hydrogen gas is becoming more widely used. Making hydrogen available at the canal-side supports innovation in the inland waterways, creating the opportunity for early adopters to take advantage of the benefits it offers".

For more information on the wide range of chandlery products available from Aqueduct Marina, www.aqueductmarina.co.uk

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“ TYHA INLAND NETWORKING TOUR

Sponsored by Dura Composites

Dura Composites was delighted to sponsor the recent TYHA Inland Waterways event which focused on shared learning and experiences at three exceptional inland marinas: Sawley Marina, Mercia Marina and Barton Marina.

Attendance on the day far exceeded our expectations, with 62 participants hailing from as far as Middlesex and York, all united in our passion for the marine industry.

Beginning the day at Aquavista’s Sawley Marina, we were treated to breakfast, followed by a fascinating tour which included the Waterlodge UK Ltd floating lodges and an insightful presentation into Aquavista’s core vision, mission, customer-focus and purpose from Steve De Pollo.

The group then made our way to Mercia Marina, where Robert Neff, Partner & General Manager, led us through the marina’s impressive facilities.

I had the privilege of sharing Dura Composites’ latest innovation which Mercia have been the first marina in the UK to trial — a modular inland waterway jetty and pontoon structure made from GRP with a 60 year design-life and impressive strength capability versus traditional timber.

I was also delighted to showcase Mercia’s extensive use of some of our other revolutionary d² products which offer the same great



performance you expect from Dura Composites but with less embodied carbon, to boost the sustainability of marina walkway projects and support the industry’s net-zero goals.

It was great to be able to announce that not only have we saved over 5 million kgs of CO2 through our d² product innovation so far, but we’ve also embarked on a project to recycle all our GRP. This means that any Marina who has GRP waste materials from an on-site installation of our products will not have to worry about sending it to landfill, as they can now

have peace of mind that it will be repurposed into the production of new materials at our UK HQ. This is an industry first, and something we’re really proud of.

Following the tour and presentation at Mercia, a delicious lunch at the Boardwalk Bar and Grill provided a picturesque backdrop for making new industry connections and discussing the importance of sustainable but safe solutions that will stand the test of time.

Our final destination was Lakeland Leisure Estates Ltd

Barton Marina, where Mark Morgan introduced us to the Lakeland Leisure Group before Marina Manager Mike Little guided us through the marina’s attractive offerings. The day concluded with coffee and cake at the charming onsite café, capping off a brilliant day.

We’re very much looking forward to the next event in the schedule and to catching up with more friends and experts from across the industry.

Words by: Dean Fuller, Marine Manager, Dura Composites



GOLD ANCHOR



MARINA PUNAT

Marina Punat is located on the island of Krk, the northernmost of the Adriatic islands and easily accessible from many Central European cities. Founded in 1964, it is the very first marina in Croatia. The Marina lies in a bay that is naturally shielded from all the winds.

An international Airport Rijeka is found on the island (just 30 km from the marina) with low cost flights from many European cities, providing quick and safe access to the marina. For many boat owners it is the perfect port where they can leave their boat on an annual berth and an excellent starting point for summer exploration of the Adriatic.



PREMIER MARINAS - BRIGHTON

Vibrant, cosmopolitan and friendly, Brighton Marina provides a welcoming haven with easy open water access and amazing facilities. It is a

Set against a backdrop of white cliffs just half a mile east of the historic city, Brighton is the UK's largest marina. Bursting with activity, with a wide range of boats moored amongst luxury apartments. It is a vibrant cocktail of boating enthusiasts, bars, restaurants and entertainment. With over 1,300 berths, luxury facilities and excellent links to London, it is perfect for yachts, motorboats and fishing craft alike.



BUCKLERS HARD YACHT HARBOUR

Buckler's Hard Yacht Harbour is an unspoilt haven, rich in history and wildlife, ideal as a base for exploring the Solent and the Channel. Situated on the beautiful Beaulieu River, the Yacht Harbour is only 25 minutes from the M27 motorway. Safe, traditional and friendly, with a 5 Gold Anchor award from TYHA, there are a range of berths available on the river and within the marina. Full marina services and facilities are available, including an open policy boat yard as well as lavatories, showers and a launderette. Permanent berths are available and visitors are welcome.



DURA COMPOSITES RECEIVES KING'S AWARD FOR ENTERPRISE

Dura Composites is delighted to receive a King's Award for Enterprise in the Innovation category for its sustainability credentials and patented GRP (Glass Reinforced Polymer) walkway grating products, which boast incredible structural performance using less embodied carbon.

Through a careful combination of design, technology, and manufacturing improvements, Dura Composites created a unique range of Glass Reinforced Polymer (GRP) walkway products known as the d2 Dura Grating range that have up to 33% less embodied carbon, whilst also being fully recyclable and lighter than anything else on the market, making installation safer, easier and more cost-efficient. d² Dura Grating has patents relating to its design

and is used extensively in UK Marine projects.

As well as being lower in carbon and fully recyclable, the grating is easier to handle and achieves a better performance-to-weight ratio, the highest fire rating, best anti-slip properties and the most proven performance in the GRP grating industry.

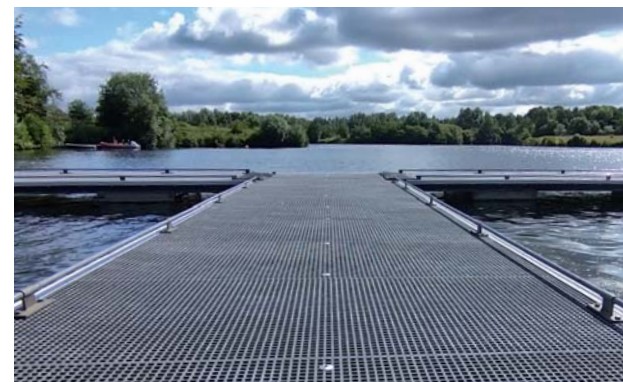
The King's Awards for Enterprise, previously known as The Queen's Awards for Enterprise, were renamed last year to reflect His Majesty The King's desire to continue the legacy of HM Queen Elizabeth II's by recognising outstanding UK businesses. The Award programme, now in its 58th year, is the most prestigious business award in the country, with successful businesses able to use the esteemed King's Awards Emblem for the next five years.

Managing Director at Dura Composites, Stuart Burns, shares his thoughts on the accomplishment:

"Our primary driver as a business is to solve client challenges through sustainable innovation, so this award is particularly meaningful, and a testament to everything our team has worked together to achieve.

We are guided by a clear vision to solve even the most ambitious infrastructure problems in a way that supports our clients' sustainability goals. As such, I'm delighted to say that we have saved over 5 million kgs of CO₂ through our d² product innovation so far, and are committed to being the greenest company in our space."

Alongside its investment into innovation, Dura Composites also prioritises sustainability within its everyday operations, such as its use of electric company cars and forklift trucks, recyclable packaging, use of wood waste as heating fuel and eco-friendly lighting systems.



BERTHON PROUDLY SUPPORTS OLYMPIC-QUALIFIED SAILOR VITA HEATHCOTE



recent 470 World Championships held in Palma, Mallorca.

Hailing from a sailing family in Lymington, Vita Heathcote's affinity for the water has been ingrained in her since childhood. While Optimist dinghy sailing locally and nationally, she was inspired by the three-woman keel boats raced in the 2004, 2008 and 2012 Olympics. It was a defining moment when she won the 2019 420 World Championships and her coach prompted her to consider a 470 Olympic campaign. "Going to the Olympics will be my greatest achievement yet" Vita says, and Berthon is privileged to stand by her side.

Vita's connection to Berthon is deeply rooted. Dominic May, director of Berthon, commented "I've known Vita all her life; I was there when she won the Optimist Nationals in 2014, she has sailed with us on our J80 and I am delighted to now be helping on her Olympic journey."

In the lead-up to, and throughout the Olympics, Berthon will be closely following Vita's journey and will be providing regular updates on her progress.

Berthon is pleased to announce its support for Olympic-qualified sailor Vita Heathcote as she prepares to compete in the

first mixed crew 470 at the Paris Olympic Games, taking place from July 26th to August 11th, 2024. Vita qualified by achieving 2nd place in the

For more information about Berthon and their Marina products visit the website www.berthon.co.uk



INVITATION

TYHA Coastal Networking Tour Wednesday 17th July 2024 Cowes, Isle of Wight

Itinerary to include:

- Welcome tea/coffee/bacon rolls at Cowes Yacht Haven
- Tour of Cowes Yacht Haven plus sessions from local vendors
- Tour of UKSA
- Depart by boat for lunch at the Lifeboat
- Tour of RNLI Inshore Lifeboat Centre
- Tour of Boatfolk East Cowes Marina
- Introduction from Ellen Macathur Cancer Trust
- Tour of Kingston Marina – Cowes Harbour Commissioner
- Depart by Boat back to Cowes Yacht Haven
- BBQ dinner at Cowes Yacht Haven

Plus lots of networking opportunities with your peers including evening dinner

Kindly sponsored by Dua Composites



£130.00 per person ex vat

Price includes welcome bacon rolls, lunch, networking bbq dinner and boat travel

To confirm your place please contact hcloke@britishmarine.co.uk

“RNLI 200th Anniversary

But, while innovations and developments in technology over the course of 200 years have inevitably changed how the charity saves lives, some things have remained the same. The volunteering ethos at the heart of the RNLI is what makes the charity so special – volunteers have given their time and commitment over the past two centuries, as they continue to do today. And generous donations have continued to power the RNLI’s lifesaving work – everything the RNLI has achieved since 1824 has been made possible thanks to their generosity.

RNLI Chief Executive, Mark Dowie, says:

‘It has been an honour and a privilege to be at the helm of the RNLI for approaching five years, and to see the charity reach its bicentenary. For a charity to have survived 200 years based on the time and commitment of volunteers and the sheer generosity of the public donating to fund it, is truly remarkable. It is through the courage and dedication of its incredible people that the RNLI has survived the test of time, including tragic losses, funding

challenges, two World Wars and, more recently, a global pandemic.

‘In 2024, we mark the bicentenary of the RNLI. We remember the achievements and commitment of all those who have been part of the RNLI family over the past two centuries; we celebrate the world-class lifesaving service we provide today, based on our 200 years of learning, expertise and innovation and we hope to inspire future generations of lifesavers and supporters who will take the RNLI into its next century and beyond.

‘I am immensely grateful to everyone who is involved with the charity – our volunteers, supporters and staff. This is our watch and it is our role to keep our charity safe and secure so it can continue to save lives into the future, as we strive in our vision to save every one.’

For more information on the RNLI’s 200th anniversary, or to donate, visit RNLI.org/200

On Monday 4 March 2024, the Royal National Lifeboat Institution (RNLI) – the charity that saves lives at sea – celebrated its 200th birthday.

The RNLI has been saving lives at sea since it was founded in 1824 and in that time, its lifeboat crews and lifeguards have saved over 144,000 lives. Funded by voluntary donations and with lifeboats crewed by specially-trained volunteers, the RNLI is a truly unique rescue organisation.

From triumphs to tragedies; from oar-powered vessels to the boats packed with cutting-edge technology used today; from introducing the first lifeboats on the River Thames to rolling-out a UK beach lifeguard service; from running the UK’s biggest ever drowning prevention campaigns to working with others to save lives overseas – the RNLI has a remarkable 200-year story to tell.

Throughout its bicentenary year, the charity will be running events and activities to remember its important history and celebrate the modern lifesaving service it is today, while hoping to inspire generations of future lifesavers and supporters.

Exhibitions, outdoor events, special services of thanksgiving, partnerships and education programmes are just some of the activities which will be taking place across the UK and Ireland. There will also be a special 200th anniversary retail range available through the RNLI’s shops and online.

Today, the charity is saving more lives, in more ways, in more places than ever before. It operates 238 lifeboat stations and has seasonal lifeguards on over 240 lifeguarded beaches around the UK and Ireland. It designs and builds its own lifeboats and it runs domestic and international water safety programmes.





INTERMEDIATE MARINA MANAGEMENT COURSE 21st-24th October 2024 / Split - Croatia

British Marine are pleased to be offering another fantastic Intermediate Marina Management Course.

This four-day course is accredited by the Global Marina Institute (GMI) and is designed to provide marina personnel in a leadership position with fast-track training in the critical issues in marinas. It is also an essential

course in a career path leading to the globally recognised Certified Marina Manager (CMM), Certified Marina Operator and Certified Marina Professional (CMP) qualifications.

The course is aimed at managers, supervisors and foremen who have had at least one full year of experience working at this level.

British Marine member	Overseas TYHA Member/MIA member	Non-British Marine member	Non-British Marine Members (outside UK)
£1,750 + VAT (£2,100)	£2,100	£2,215 + VAT (£2,658)	£2,658

ADVANCED MARINA MANAGER COURSE 11th-15th November 2024 / Athens - Greece

The AMM course has been designed as a pathway towards Certified Marina Manager (CMM) and Certified Marina Professional (CMP) Certification. The course consists of a variety of training sessions and a group project.

Each day is packed with a range of learning opportunities, including formal classes and lectures, informal discussions, field trip to nearby marinas, group projects, marina/boatyard industry networking and discussions.

British Marine Members	TYHA Overseas Members	Non-British Marine/ TYHA/ MIA Members
£2,350 + VAT (£2,820)	£2,820	£3,320 + VAT (Where applicable)

Please note the course will be taught in English.

FURTHER INFORMATION: Call Kitty Judd – 07923 250650 or kjudd@britishmarine.co.uk



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MDL MARINAS

Trials Falco's Smart Marina technology at Hamble Point Marina

Following the successful pilot programme at its Queen Anne's Battery marina in Plymouth, MDL is now pleased to announce the second phase of its visitor berthing initiative, with the smart marina wireless technology being deployed at its popular Hamble Point Marina at the mouth of the River Hamble, ensuring more efficient marina operations for an enhanced customer experience.

As part of its digital transformation, MDL Marinas has partnered with innovative marine digitalisation firm Falco and its marina management software provider Havenstar with a view to adopting the Smart Marina technology across its network of marinas, with the initial trial taking place at its Devon-based Queen Anne's Battery marina in June 2023.

Connecting the marina office, staff and boaters digitally, the Smart Marina wireless technology works by detecting occupancy in real time with the use of motion sensors installed at each berth.

The benefits of the synergy between Falco's Smart Marina technology and Havenstar allows marina teams to have instant data on boat movements, providing more accurate numbers in terms of spaces available for visiting yachts at any given time.

"After trialling the project at our Queen Anne's Battery marina, we found the real time data on the number of available berths, without having to physically check, enabled marina staff to spend more time on the pontoons meeting and greeting customers, improving the quality of the marina experience for berth holders and customers alike," says Tim Mayer, MDL's Sales and Marketing Director.



"By giving us better visibility of occupancy, the Smart Marina technology offers the perfect solution for customers to secure visitor berths, increasing peace of mind and offering better customer service all round," continues Mayer.

As part of the installation, key metrics can also be collated offering opportunities to increase availability and customer service, as well as forming a larger deployment model, with real-time group-wide occupancy across its 18 sites.

Berth holders and visitors can already book visitor berthing at MDL marinas using the bespoke online booking system. Using the new digital interface, berth holders are also rewarded with Otium points through MDL's loyalty programme.

"After the success of Queen Anne's Battery, we're excited to be enacting the second phase of this unique smart marina system, with a view to using the technology across our entire marina network in the future, offering our customers a totally connected marina experience," concludes Mayer.

MDL will be implementing a total of 84 sensors across the marina and 14 sensors onto the Events pontoon at Hamble Point Marina.

NEW MARINA BUILDING & FACILITIES FOR JAMES WATT DOCK



be used for marina operations and management offices, as well as providing meeting room space overlooking the marina that will be fully serviced and available for hire.

The building will also offer innovatively designed family rooms which will include their own showers, wash hand basins and toilets with some luxury family rooms offering large free-standing baths, enhanced changing areas and children's entertainment VDU.

A hub for marine trades as well as a new food and beverage offering will also be housed within the new central building; more details of the new tenants will be announced shortly.

The ambitious concept plans developed by Marina Projects have given much consideration to site constraints and operational requirements, as well as customer and market demand for marine trades. Designs were tested and evolved through the design development stages as well as value engineering ultimately culminating in a preferred scheme which has received unanimous approval.

Working in partnership with Midbrook Enterprises Ltd, Marina Projects are set to deliver the efficient and sustainable building by autumn 2024 and represents an investment of over £850,000 into James Watt Dock.

The new 400m2 building within James Watt Marina will be utilised for operations as well as providing much needed additional facilities in the heart of James Watt Dock.

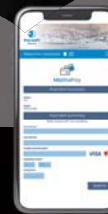
World leading marina consultants Marina Projects have been appointed by James Watt Marina Ltd., to develop a new purpose-built operations building and family space, that will take customer service to the next level. James Watt Dock Marina is located on the river Clyde in Greenock on the west coast of Scotland, with easy access to Glasgow and Edinburgh. The marina offers 200 fully serviced pontoon berths for craft from 7m to 100+m, within a historic dock setting with full deep-water access and a range of marina facilities.

“ Located on the river Clyde in Greenock

The development which will sit within a prominent location within the James Watt Marina, has been designed with customer service leading the key design considerations and to generate maximum future value from the marina building upon completion.

The new 400m2 building will become a central entrance to James Watt Marina and will be developed to provide a welcoming open plan customer foyer and reception. The building will also

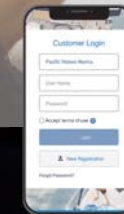
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MarinaPay



PacSoftNG Cloud



Customer Portal



Booking Portal

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NEW BUSINESS OPPORTUNITIES AT BUCKLER'S HARD YACHT HARBOUR



to offer guaranteed bandwidth. Preference will be given to tenants who provide value-added services for owners of boats on the marina's 200 fully-serviced walk-ashore pontoon berths and 300 river moorings.

Luxury facilities have already been built as part of recent upgrades, while Harbour Master Wendy Stowe and her team are proud to offer a warm welcome for berth and mooring holders as well as more than 10,000 visitors who stay at the yacht harbour each year.

Its industry-leading services and facilities have been recognised by a 5 Gold Anchor accreditation from TYHA. The yacht harbour was also voted the best place for sailors to call home when it won the prestigious Marina of the Year title in British Yachting's awards in 2022.

The Beaulieu River is the gem of the Solent at the gateway to the New Forest National Park, providing habitats for more than 200 species of birdlife. The custodianship of the Montagu family for over four centuries has kept it special.

A packed events calendar offers social opportunities, while a restaurant, pub and tea shop are on the doorstep at Buckler's Hard.

views across the Beaulieu River, which will make ideal offices and meeting rooms for marine businesses to relocate." He added: "After recently celebrating 50 years of Buckler's Hard Yacht Harbour, this is our exciting next phase to ensure that we provide the best facilities to match our services and take us forward into the next chapter."

To cope with the foreseen high demand, notes of interest are now being taken for:

- Offices from, 21m2 to 70m2
- Meeting rooms, 29m2 to 59m2
- Workshops, 55m2 to 150m2
- Undercover boatshed at 134m2
- Mechanics workshop/office

Letting terms are available on application and include parking, a communal kitchen, electricity and Wi-fi. They can also include the use of meeting rooms and a secure leased line share

New opportunities to relocate marine-based businesses to one of the most desirable marinas on the south coast will be offered with the £1.5m redevelopment of the boatshed at Buckler's Hard Yacht Harbour.

The award-winning marina on the Beaulieu River was recently reconfigured and extended with a £2.5m investment by Beaulieu Enterprises Ltd. Now the latest project moves from the water to the boatyard, with planned upgrades to provide new waterfront offices, workshop units and the use of meeting rooms which will be available to rent from spring 2025.

Beaulieu Enterprises Managing Director Russell Bowman said: "The redevelopment of the boatshed will create spaces with panoramic

For more information about the space to let visit www.beaulieuriver.co.uk/boatyard-redevelopment or email wendy.stowe@beaulieu.co.uk. For moorings and berths email harbour.office@beaulieu.co.uk or call 01590 616200.

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MARINA PUNAT

A benchmark in yachting hospitality

The first Croatian marina to be granted Five Gold Anchors by The Yacht Harbour Association and a proud member of TYHA since 2014 are this year celebrating our 60th anniversary.

Sixty years ago, Shipyard Punat opened a small marina for sailing yachts they built for an Austrian sailing club. Who knew this would be the cornerstone of the largest marina on the East Adriatic coast for decades! The age does not show, but in experience and quality, since it became Croatia's most awarded

yachting harbour. Today, Marina Punat is the largest nautical resort in the North Adriatic, with 1400 yachts on berth and an open waiting list.

From its founding day, Marina Punat was destined to set standards for yachting hospitality on the Adriatic coast. Safety and innovation proved to be the key drivers for business growth and the clients' trust. Over time, they developed many safety protocols for efficient marina management. With the arrival of the digital age, these were turned into digital systems for data management, video

surveillance, firefighting, energy management, etc., primarily by their engineers. All systems are well integrated within the marina management system, creating synergies and significantly shortening decision-making, reaction, and intervention time in case of any incident, increasing the sense of safety and trust. Resident clients have had weekly digital reports of the boat for over a decade, now integrated into a Marina App with instant access to all boat-related reports and webcam.

The recent integration of smart boat sensors into the marina incident alerting system has further reduced response time, improving overall safety. This innovation led yachting security into new, cloud-based technologies, making it one of the digitally most advanced yachting facilities.

Environmental protection was mandatory, given the location at the heart of a closed bay. The idea to reuse old railway tracks and wood to build piers came in the 1970s, before "upcycling" was a thing. It was the first marina to introduce industrial ISO 9000 standards into yachting. The sea water is regularly sampled and tested, and safety is confirmed by the fact that the Blue Flag has been raised for 26 consecutive years.

Sustainable and green technologies are introduced as they become available—solar water heating, a solar power plant, and a second one on the way until at least 40% of energy is sourced from the sun.

Recent investments include a new, state-of-the-art travel lift for yachts up to 540t, 40m in length, and 16 m in width, one of a kind on the Eastern shore of the Adriatic Sea.

Also, a new Restaurant Marina was reborn within 12 months in the spot where the old restaurant stood for 30 years. Accommodating up to 300 people in several open and closed spaces, it is increasingly popular for small events and corporate meetings, combined with day sailing or outdoor team building.

Thanks to the great roads and Airport Rijeka, which is at a 30' distance, it is easily accessible, so clients visit frequently throughout the year. Also, twelve charter companies offer over 150 yachts to choose from. Because of that, Marina Punat lives all year round, and all services are available 365 days a year, making it a true second home to yacht owners from over 20 countries.

60
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PARKSTONE BAY MARINA CLEANER & GREENER MARINA OPERATIONS FOR A SUSTAINABLE FUTURE

In the world of boating, it can often seem that making sustainable choices won't make a drop in the ocean in terms of impact. The consumer is often faced with trivial choices, be it a 'new' highly priced boat soap or the addition of energy saving electronics. On the other hand, you have marinas that can make a huge difference within a local environment. Parkstone Bay recognises this duty and continually aims to provide a sustainable service keeping Poole Harbour beautiful for future generations to come.

Over the past few years there have been several major investments made with the aim to minimise any detriment from the marina's operations. In 2019 the marina took its first significant step by installing a fully bunded vessel washdown area with an interceptor, becoming the first in Poole to do so. This system collects and filters debris and runoff, removing harmful chemicals such as those found in antifoul before being discharged back into the sea.

Parkstone Bay offers Dry Berthing for vessels up to 45', utilising a Wiggins forklift for boats up to 32' and Telehandlers and Roodberg Slipway trailers for larger vessels. In 2022, to address



the environmental impact of launching and recovering over 120 vessels, the marina transitioned to HVO fuel, reducing operational CO2 emissions by up to 90%. Additionally, they acquired 2 fully electric forklift trucks for the boat yard which has led to quieter and cleaner boat handling operations, enhancing the overall customer experience at the marina.

In 2023 a new solar array was fitted supplementing the electrical power for a large area of the site, providing up to 28kw of power in full sunlight. A first step on the

journey into solar power with the aim to install further panels in the future and minimise usage.

Parkstone Bay Marina holds regular events raising awareness about the impact of boating, such as the Studland Bay conservation area and positive boating practices such as those outlined by The Green Blue, inviting berth holders, locals, friends and families to participate and discuss. In a recent customer survey, a huge 82.8% of Berth Holders expressed that they were happy to participate in events to support and raise awareness for the local environment.

"I have been encouraged by the steps the marina management has taken to promote sustainable boating for the things under its control e.g., things to do when antifouling. The protection of the environment is important (Studland MCZ) and the session on eco moorings was very useful. It is up to us as individual boat owners to do our bit, that's the challenge."

Alistair McLaren – Parkstone Bay Berth Holder. With responsible berthing at its core, Parkstone Bay offers a solution that enables customers to make a significant choice and enjoy the experience of sustainable boating, embarking on a journey towards a greener future for Poole Harbour and beyond.

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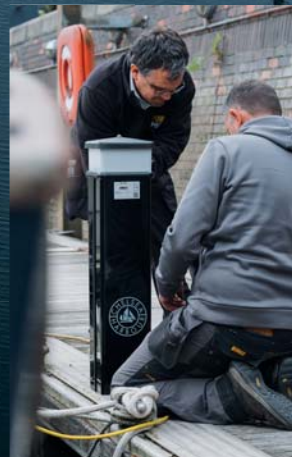
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“Guernsey

QEII Marina Investment

Guernsey's leisure marina facilities are set to benefit from around £22 million of investment in the next decade, beginning with new, industry leading pontoons for larger vessels.

The £1.4 million pontoon replacement project in Guernsey's Queen Elizabeth II (QEII) Marina forms part of a long-term investment programme designed to modernise and upgrade facilities for mooring holders.

The project to replace 'D' and 'E' pontoons has brought together industry specialists in supply and design to create additional moorings for larger leisure vessels, allowing the marina to meet growing demand.

Assistant Harbourmaster Kieran Higgs spoke to Fore & Aft about the QEII Marina's modernisation programme.

"The location of D and E pontoons, closest to the marina gates, boasts the deepest water across all four of our marinas. This makes it perfectly suited for larger vessels, particularly sailboats with deeper drafts, which are currently in high demand."

"Extensive engagement with our over 1,600 mooring holders and those on the waiting list has provided valuable insights into customer trends and replacing these pontoons is part of a larger programme of ongoing refurbishment.

"It has allowed us to optimise this area's layout to specifically address the demand for larger vessels and upgrade our facilities to better serve our customers' needs."

The successful installation of the new pontoon infrastructure has been overseen by Guernsey Ports Project Manager Jenny Giles.

The project has drawn on the expertise of British Marine members Marina Projects Ltd, Walcon Marine Ltd, MHPS Ltd, Dura Composites and local Civil Engineering company Geomarine Ltd, working alongside the Ports Technical Services and Commercial Dive Team.

Work commenced in mid-January, with around 120 vessels temporarily relocated or craned out of the water onto hard

standing, while hundreds of metres of modular walkways, platforms and finger pontoons were being shipped to the island.

These galvanised steel pontoons, sourced from Walcon Marine, use the company's 'System 21' design, which has been a UK market leader for decades.

The pontoon system is supported by a network of supporting piles, generally around 11 metres in height, which are installed into large concrete bases to stabilise them.

"We have been working closely with specialist contractor Geomarine Ltd on a collaborative design both on land and underwater for the construction of three new supporting piles on a challenging site," said Mrs Giles.

"Alongside that, we have repainted the original piles and reinforced these structures to help support the new pontoon infrastructure.

"The new pontoons were constructed on the quayside, before being craned into the water in stages, which then

enabled us to apply the fittings, assemble the new runs, and connect them to power and utilities, which are of an excellent standard on the new pontoons."

The 'D' pontoon was the first to be completed, followed by 'E' pontoon, with vessels relocated to their new berths around the end of April.

The new pontoons have been met with much enthusiasm, with the design incorporating a range of improvements for mooring holders. "When we identified D&E for replacement, we were looking for pontoons that would significantly upgrade what we already had," said Mrs Giles.

"The quality of Walcon's 'System 21' design is clear to see, with a durable steel structure, easy access to services, secure non-slip surfaces and the width of the walkways, which all increases accessibility on the pontoons.

"Throughout this project we have also prioritised responsible design elements, working with environmentally-conscious contractors such as Dura

Composites and that is a standard we want to uphold across all our projects."

It is one of the areas that Guernsey Ports hopes to soon be recognised for. With an ambitious and forward-looking team at the helm, they are working hard to gain the international-recognised TYHA Gold Anchor marina accreditation, which will help to put this hidden gem in the British Isles on the map.

Mr Higgs said: "The Bailiwick of Guernsey has so much to offer. We have strong cultural links with France and the UK, which is where most of our visitor travel comes from and we welcome dozens of events and regattas each summer, in part due to our clear warm waters, fantastic cruising grounds, and the hospitality our guests receive when they get here.

"Our visitor marina is situated right in the heart of St Peter Port, with a vibrant culinary scene, historical landmarks and ready access to stunning beaches and an archipelago of islands, which provide mini-adventures of their own."

"We know that if we want to continue attracting visiting boats, we need to stay ahead of the curve, which is why we are also targeting investment into our visitor facilities to continually improve the experience of our many return visitors and new travellers."

A big thank you goes to British Marine members who were involved in this project: Marina Projects Ltd, Walcon Marine Ltd, MHPS Ltd & Dura Composites



D Pontoon



E Pontoon



Reach over 300,000 potential customers with British Marine 'Find A Member'

Reach more customers with British Marine's new and improved 'Find A Member' service. Login today and update your details.

One of the many benefits of being a British Marine member is the dedicated member listings page called 'Find a member'. Here members can showcase their business, their products and services to over 300,000 potential customers.

It's now even easier to update your profile. The new and improved 'Find a Member' page continues to list all the relevant contact details, social media platforms, logo/image, an overview of the organisation, the affiliated regional and group associations you belong to and, most importantly, the specific categories of activity of each member.

British Marine have amended the category fields and request that members log-in and re-enter their business category tags as unfortunately all historic ones had to be cleared. It is important that these fields are correct to ensure that when customers are searching for a particular service, your business comes up.

There are hundreds of different tags that you can select, so no matter how unique your activity, you should be able to find the right one for you! There's no limit to the number of tags you can apply to your business, but remember, if you add a tag which doesn't reflect your business activity, it can negatively impact the search results, wasting time for your customers and yourself.

However, to ensure your details are correct we need your help! We are asking all members to login to their organisations profile and make sure all their details are up to date.

1. Visit www.mymembership.britishmarine.co.uk and click on the edit organisation button
2. Add your logo and social media information
3. Change the address customers see on the website
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If you need any further assistance or would like to discuss how British Marine can support your business objectives, then please do not hesitate to contact membership@britishmarine.co.uk

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FIRST SEAL PUP BORN ON THE BEAULIEU RIVER



Scientific Interest (SSSI). Its unique habitats provide a lifeline as a feeding ground for more than 200 species of birdlife. It has remained a special place by the custodianship of the Montagu family for over four centuries and the Beaulieu Estate takes a proactive role in promoting best practice standards.

That commitment is reflected in recent awards, with Buckler's Hard Yacht Harbour being highly commended for its sustainability practices in The Yacht Harbour Association's first Sustainable Marina Awards and receiving their International Clean Marina accreditation for helping to protect the UK's oceans and waterways. It is also part of The Green Blue, a joint environmental programme by British Marine and the Royal Yachting Association which promotes sustainable boating for healthier waters.

Wendy Stowe added: "We feel fortunate to share such a wonderful area of the New Forest and have a duty of care to protect that environment and its inhabitants. We ask river users to continue to help us give this new pup the best chance for its future."

A grey seal pup which was recently born on the Beaulieu River is believed to be the first of its kind in Hampshire waters. Conservationists have been keeping a watchful eye to give it every chance of survival.

The Buckler's Hard Yacht Harbour team has been safeguarding the pup from disturbance by river users, while working with Natural England, the Seal Alliance, British Divers Marine Life Rescue and Wild New Forest Guided Tours to help protect it.

Harbour Master Wendy Stowe said: "This is very exciting news, as grey seals don't usually breed in these waters and we believe it is the first pup to survive here. She added "We would like to thank all of our river users for acting responsibly and helping us to keep the seal pup safe and undisturbed during

its all-important first month. We are looking forward to watching it grow and join the grey seal colony on the Beaulieu River."

Seal pups grow at a very quick rate on a diet of high fat and protein milk from their mothers and this new pup has now survived its first month. Pups triple their body weight from 10 to 40kg in their first three weeks, as their white fur is replaced by a shorter patterned coat.

Grey seals are a native wildlife species which has naturally colonised on the Beaulieu River but only recently started to breed locally. Over a third of the world's grey seals live in UK waters, with as many as 88% of those in Scotland.

They are not the only wildlife to make their home on the Beaulieu River, which is a Special Area of Conservation (SAC) as well as a Site of Special

For tips on how to watch seals, visit the Sea Alliance website www.sealliance.org/blog/give-seals-space

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DARTHAVEN MARINA EXPANDS SERVICES IN SOUTH WEST

Darthaven Marina Limited is delighted to announce its acquisition of the business of Marine Engineering (Looe) Limited (MEL), the long established and well-respected marine engineering business based in Plymouth.

John Holman, CEO of Darthaven Marina Limited said 'MEL has been serving commercial and leisure customers for over 70 years. We are also proud to serve many customers across Devon and Cornwall and beyond! This acquisition places Darthaven Services in a strategic position

to strengthen and expand its Volvo Penta distributing dealership and to grow our highly regarded marine engineering service team.'

Jamie Newton, Managing Director of MEL, who is retiring from his marine engineering business to concentrate on his other commitments, approached Darthaven Marina last summer. He commented that he thought the acquisition by Darthaven Marina would be the right fit for his family business 'I am confident the team at Darthaven Services will continue to provide service excellence for our customers and security for

my loyal workforce who will be integrated into the Darthaven Services team.'

Darthaven Marina Limited's new operation on Queen Anne's Battery Marina in Plymouth will trade as Darthaven Services Plymouth. Darthaven Services Plymouth will stock, distribute and provide technical support for Volvo Penta parts and engines and offer highly skilled marine engineering services to boat owners and marine customers in the Plymouth area and beyond.

For more information about the expansion please visit the website www.darthaven.co.uk



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Dubai Harbour Marinas is a world-class maritime facility, featuring approximately 700 berths that can accommodate yachts up to 160m in length, as well as providing guests and crew with a full home port solution. Dubai Harbour Marinas also enables direct access to the open waters of the Arabian Gulf with no air draught limits.

Opened in 2020 the marina team led by CMM's Wayne Shepherd and Andy Saville have worked hard to fill the regions largest marina and to be

recognised for their quality of facilities, customer service and environmental credentials.

Following an assessment visit by TYHA's Senior Gold Anchor Assessor, Tony Dye, the marina team worked diligently to address identified actions and recommendations which ultimately led to the marina achieving a first for the Middle East by being simultaneously accredited as 5 Gold Anchor, Clean Marina and Superyacht Ready.

This unprecedented achievement was recognised in February in an award

ceremony where Jonathan White, TYHA General Manager, presented all 3 accreditation flags and trophies to Abdulla Binhabtoor of Shamal Holding, owner of Dubai Harbour.

In a spectacular ceremony attended by many of Shamal Holdings directors, managers and staff team Marina Director, Wayne Shepherd, spoke of how proud he was of the entire marina team in their achievement of these prestigious awards and his aspiration to continue to further develop their customer offer and standards.

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ENVIRONAUT - ERASMUS+ TRAINING COURSE

Environaut is an Erasmus+ project co-funded by the European Union in cooperation with six project partners. It started in February 2022 and was implemented over a two-year period. The aim of the project was to develop the first curriculum for the position of "Environmental Officer in Nautical Tourism".

This curriculum is now offered as a modular online course and serves as a continuous professional development programme, which was previously lacking in this sector.

Free course from the EU to certify as an "Environmental Officer in Nautical Tourism".

An innovative course curriculum for Environmental Officer that fills skills gaps of the different sub-sectors within the Nautical Tourism sector.

The Curriculum provides modules that cater for general knowledge such as:
Environmental legislation and standards, company policies, environmental procedures onboard/onshore, the handling of impacts, and others identified during the project.

Please go to the following website to enrol on the course:
www.environaut.eu/the-environment-course/



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CRUISE MOOR LAUNCH SUCCESS

The brand new scheme which sees five independent family run marinas collaborating to offer inland waterway boaters the opportunity to enjoy discounted visitor moorings was launched with a question and answer session by representatives of the five marinas on the main stage at the Birmingham event.

Commenting on the launch Debbie Skinner of White Mills Marina said: "We were so thrilled to be able to use Boatlife as the platform to launch our exciting new Cruise Moor scheme and it was wonderful to be able to take part in the panel discussion on the main stage. We have since had some terrific feedback along with some really positive comments."

"We are all now looking forward to the coming season and seeing our boaters getting out onto the waterways network and taking advantage of Cruise Moor which will provide them with the opportunity of staying on each of the participating marinas on a visitor mooring for up to two weeks with a fabulous 20% discount."

The five marinas include Aqueduct Marina, Droitwich Spa Marina, Dunchurch Pools Marina, Overwater Marina and White Mills Marina.

Boaters can find out how to qualify for a Cruise Moor card from one of the participating marinas and then plan their cruising season in the knowledge that they can enjoy the facilities of another independent marina with a 20% reduction in visitor mooring fees.



Information leaflets and maps depicting the location of the fab five marinas will all be available at Crick Boat Show.

1. Aqueduct Marina, Church Minshull, Nantwich, Cheshire, CW5 6DX
2. Droitwich Spa Marina Limited, Hanbury Road, Droitwich Spa, Worcestershire WR9 7DU
3. Dunchurch Pools, Onley, Dunchurch, Warwickshire, CV23 8AN
4. Overwater Marina, Coole Lane, Newhall, Nantwich, Cheshire CW5 8AY
5. White Mills Marina, 344, Grendon Road, Earls Barton Northants NN7 1JD



More information is available from Debbie Skinner at White Mills marina - email Marina.debbie@whitemillsmarina.co.uk



SAVE THE DATE British Marine Inland Boating Autumn Conference

Date : Wednesday November 13th, 2024
Time : Full Day Event
Location : Worcestershire County Cricket Club, New Road, Worcester WR2 4QQ

Join us for the British Marine Inland Boating Autumn Conference, a full day event dedicated to exploring the latest trends and developments in the inland boating industry. This conference is a must-attend for professionals and enthusiasts alike!

- Key Highlights:**
- Gain valuable insights from industry experts.
 - Network with fellow industry professionals.
 - Explore new technologies and innovations.
 - Stay updated on regulatory changes and best practices.
 - Engage in thought-provoking discussions and Q&A sessions.
 - Speakers to be confirmed. Stay tuned for updates!

Save the Date: • Wednesday November 13th, 2024. More details to follow.

Don't miss out on this opportunity to connect with the inland boating community and expand your knowledge. Mark your calendar and stay tuned for further details!

For inquiries and updates, check our website events page which will be updated with more detail nearer the time.



For inquiries and updates, check our website events page which will be updated with more detail nearer the time.

“
The launch of Cruise Moor at Boatlife in February has been hailed a great success”

SHEPPERTON MARINA SET TO UNVEIL BARGE WORLD

Shepperton Marina is set to unveil its latest offering, Barge World, promising to offer the very best in the leisure mooring experience for Barge and Wide Beam owners. With its own dedicated car park and separate entrance from the main marina, it offers 25 moorings specifically designed for Barges of up to 22 meters in length.

A standout feature is its commitment to customer comfort and convenience. The facility boasts a Waterlodge toilet and shower facility block, complete with a laundry room, ensuring visitors have access to essential amenities during their stay. Additionally, on-berth pump out bollards, supplied by Lee Sanitation, have been installed

to streamline servicing for berth holders, enhancing their overall experience.

The pontoons have been supplied by Walcon Marine, featuring Dura Composite D2 grating to maximize safety and longevity. This attention to detail underscores Shepperton Marina's dedication to providing a high-quality, durable mooring solution for watercraft owners.

In response to the growing demand for leisure moorings, Barge World will offer high-leisure usage options, available five nights per week. This flexibility caters to the evolving needs of boat owners, ensuring they can make the most of their time on the water.

Furthermore, Shepperton Marina has invested in state-of-

the-art security measures with the inclusion of CCTV surveillance, access control systems and WiFi connectivity reflecting the marina's commitment to providing a secure and connected environment for visitors.

Even before its official opening, Barge World has garnered significant interest. The allure of its modern amenities, coupled with its prime location, has made it a popular choice among river users.

In an effort to minimise its environmental impact, Shepperton Marina engaged an Ecologist to ensure that Barge World is sympathetic to its surroundings. Initiatives such as local planting to encourage wildlife, provision of wood piles for reptiles and low-level car park lighting equipped with PIR sensors demonstrate the marina's commitment to their environmental impact.

As anticipation builds for its grand opening, Barge World stands poised to become a premier destination for Barge enthusiasts seeking a blend of comfort, convenience and environmental responsibility. With its array of amenities and commitment to customer satisfaction, it promises to deliver an exciting and enjoyable experience for boat owners.



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Marine Society & Sea Cadets, a charity registered in England and Wales 315019 and in Scotland SC037508

“Promoted pins” boosts marina visibility in savvy navy navigation app

The popular ‘Google maps for boats’ navigation app, savvy navy, has added more user-friendly features supporting users globally and catering to the specific needs of the global marina community.

Continuing to work closely with marinas and marine agencies, savvy navy is growing its ‘promoted pins’ feature, enabling marinas to reach a highly qualified, geo-targeted audience of boating and watersports enthusiasts.

Similar to pins in ‘Google Maps’, marine businesses can promote themselves directly on the chart in the savvy navy app, enabling boaters to find local marina services easily.

One of the businesses taking up savvy navy’s promoted pins feature is TransEurope Marinas, one of the world’s largest marina groups in Europe, spanning across twelve countries and close to 45,000 berths.

“Visual aids are ideal for boaters particularly when exploring new destinations. The promoted pins function in savvy navy offers a great way to help sailors seek out our member marinas,” says Melanie Symes, Secretary General at TransEurope Marinas.

Safer and simpler boating with new savvy navy features

The savvy navy app brings boaters everything they need for a seamless boating experience, all in one place. With clutter free charts and smart routing, you can plot, move and delete waypoints with ease – giving you the safest and most efficient route based on the departure time, chart, weather, tide and your specific boat data.

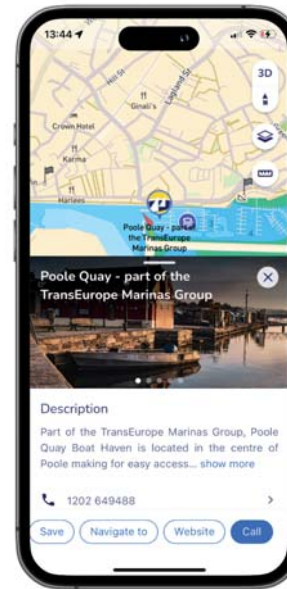
Savvy navy continues to grow with the boating navigation app recently surpassing more than 1.5 million downloads worldwide and users from

more than 100 countries worldwide.

Since then, additional new in-app features have been introduced, including the much-anticipated Over the Horizon AIS (OHA), which uses the phone’s internet connection to stream other vessels’ locations in real-time directly to the app, improving safety on the water. It allows savvy navy users to see vessels directly on the chart with small and large vessel crafts clearly defined by different colours. Users can also check how crowded the anchorage might be - either from onboard or while planning routes at home.

For navigational safety, the savvy navy app also highlights when no position has been received for more than 30 seconds. Clearly marking the positional variance area around each vessel allows users to be extra vigilant in their navigation.

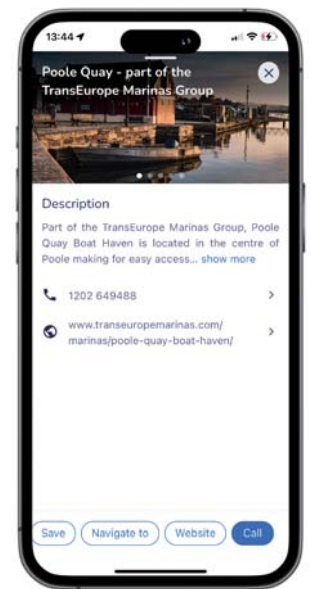
savvy navy is available on Android, IOS, PC and Mac and can be used on multiple devices simultaneously



• Promoted Pins



• Route planning



• Find your destination

Sustainable boating

Continuing to innovate, savvy navy is also empowering boaters with information to make more environmentally conscious decisions while out on the water.

“For marinas especially, our recent data integration has helped users understand the sensitive seabeds in and around marinas. Savvy navy is the first to integrate multiple sustainable data sources, showcasing global seagrass and marine conservation data, which includes eco-moorings.

This gives marinas an opportunity to do their part to help combat climate change, by monitoring, protecting and reporting changes in seagrass in their location,” says David Cusworth, Head of Partnership and Innovation at savvy navy.

Bespoke marina solutions

Working with marinas, partners and associations, savvy navy continues to develop bespoke solutions within the app.

David added “As boating season is well underway, we are continuing to look at how we best help partners. For marinas specifically, we are working closely with YHA on a number of features specifically aimed at marine berth holders and

marina managers to make the boater experience more seamless and give marinas more data allowing them to plan for boat arrivals. Combined with promoted pins, some of these solutions are both practical and the perfect chance for marine businesses across the world to increase their brand awareness and reach new customers,”

To find out more or download the next generation savvy navy app visit www.savvy-navvy.com

Keeping it in the family

Keeping it in the family UK-based WISE Handling looks to the future with new managing director, Paul Illingworth, at the helm. A retired colonel, Paul served for 35 years in the British Army, graduating as an explosives engineer with the Royal Logistics Corps and ending his army career in the General Staff as head of the Ministry of Defence department responsible for all procurement, training and safety for the UK's Explosive Ordnance Disposal (EOD) and Search community. As an 'Illingworth' he was, however, perhaps destined to have a second challenging career: WISE, established in 1972, is an acronym of Watson, Illingworth & Sutcliffe Engineering and has always been owned and operated by the three families. Looking back WISE started out manufacturing cantilever racks for the steel industry but, after just a year of operation, built and delivered its first marine hoist to Ridge Wharf Yachting. Paul has kindly provided so top tips for sustaining operations for Fore and Aft readers.

'Keeping the kit on the road' – Top Tips for sustaining operations

Managing Availability

Everyone will have their own personal experiences of maintaining a piece of equipment ranging from 'that's the service engineer's responsibility' to 'if this equipment breaks, I'll be dragged in front of the boss for a monumental rollocking, so I better take it seriously'. From my own experiences in the Army, looking after your kit was of paramount importance, it would be a very bad day at the office if your personal weapon seized due to poor maintenance! Thankfully in business, the stakes are not life or death but non the less important in a different way. Everyone has customers to satisfy, schedules to maintain and deadlines to keep; maintaining the availability of 'battle winning' yard equipment is paramount to successful operations. Whatever buzzword you choose, the 'availability' of a piece of equipment shouldn't be left to chance but should be managed.

Critical Equipment Register

The first question to answer is 'what are the critical pieces of equipment to keep daily operations going'? Although there are many wider factors to consider in maintaining operational outputs (e.g. people, logistics, infrastructure) I will continue to focus on equipment and start with the first myth buster; 100% reliability (or availability) of a single piece of equipment is impossible to achieve! So now you have identified all the 'battle winning' equipment what level of availability are you willing to tolerate and how much can you afford to pay for raising availability levels? If money was no object then you could duplicate each piece of equipment, however that is not a realistic option.

Critical Spares

So, question 2 'Do you know the critical components on the equipment and lead time for repairs/replacement'? Myth buster 2 – Equipment Manufacturers don't necessarily keep warehouses full of spares!



PAUL ILLINGWORTH

Lead times for key components can sometimes be measured in months not weeks and fluctuate dependent on global factors. This can be exacerbated by the age of the equipment as components become obsolescent over time. How you choose to manage critical spares is resource dependent, for the larger organisations or marina groups, spares management could form part of a wider equipment strategy. Premier Marinas Group are an excellent example of how strategy drives availability in their choice of purchasing a common range of WISE Boat Hoists giving them the ability to procure common spares for use across their fleet of machines, thus reducing cost. Smaller

organisations will not have this luxury and will need to plan in a different way. As an old military commander once taught me, 'if you fail to plan then plan to fail'.

Maintenance

My final question. 'What is the maintenance schedule on your piece of equipment and do you follow it?' A recommended maintenance schedule from a manufacturer is typically derived from a collation of sub-component schedules, for example a boat hoist schedule would include engine, electrics, hydraulics and mechanical elements of the machine. To maintain the warranty period of a new piece of equipment approved service agents should

be used however no matter how old the equipment is, time invested in maintenance will be repaid in the future with fewer issues to manage and reduced downtime. A low-cost preventative maintenance regime could be adopted for some components. As an example, it may be more cost effective to replace a wheel bearing against a managed schedule rather than waiting for the inevitable catastrophic failure with the resultant repair being far more time consuming and costly to the business. For those customers fortunate to be running WISE products that are over 25 years old then you are into 'Classic' status (sorry I can't offer free road tax). You have achieved this through strength of design but no doubt being diligent in your maintenance approach. The equipment is operating in a harsh environment, amphibious products more so remember; grease and fresh water are your friends!

Summary

- **Identify your critical equipment**
- **Identify critical components for each equipment**
- **Develop a spares plan**
- **Know the maintenance schedule and follow it**
- **Reach out for manufacturers advice if required**

And finally

- **Grease is your friend, use it**

The future is brighter with Wise



L to R : Calum Mc Dougal (ICMS) and Murray MacDonald (AOTW)

“INLAND AND COASTAL Sponsors Autism on the water for 2024

The sponsorship reflects our dedication in supporting organisations that make a meaningful impact and we hope our partnership with AOTW will help create greater positive change in the sailing community and beyond.

“All at AOTW are delighted to welcome Inland & Coastal as our newest sponsor,” says Murray MacDonald, Director and Founding Trustee of AOTW. “Our charity is growing every day and is one of the only charities in the UK that specifically caters for autistic sailing in the UK.”

“The sponsorship from Inland & Coastal has enabled us to secure a reduced marina berth at Rhu Marina for our new Impala 28 race yacht, which we plan to campaign at all the big regattas in Scotland such as the Kip Regatta, Scottish Series, Round Mull race, West Highland Yachting Week and the Scottish Two-Handed Race around the Isle of Man.”

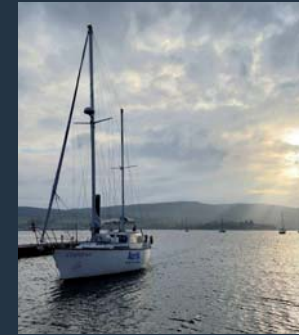
We are thrilled to announce our sponsorship of Autism On The Water for 2024. In conjunction with Boatfolk’s Rhu Marina, we have also secured favourable berthing for the year, ensuring smooth sailing for all the charity’s endeavours.

Autism On The Water (AOTW) is a registered charity committed to raising awareness of the autistic spectrum through sailing, taking part in some of Scotland’s top regattas. As well as raising awareness, the charity is geared to helping autistic people access the world of sailing, bolstering their confidence, as well as cultivating greater problem solving and social skills.

“We are so grateful to our new sponsors and it’s incredibly special that we have been able to pair it with the team at Rhu Marina who have supported AOTW for quite some time.”

Suzanne Bell at Boatfolk’s Rhu Marina comments: “We believe in the transformative power of sailing for individuals of all abilities. By providing AOTW with a marina berth, we’re not just offering a place to dock, we’re providing a home for their mission to flourish.”

“Our collaboration with Inland & Coastal and Autism On The Water underscores our collective dedication to breaking barriers in sailing. By offering a reduced berth rate, we’re extending a welcoming hand to all sailors, regardless of background or ability.”



“The partnership with Rhu Marina further exemplifies our dedication to supporting maritime endeavours. By funding the marina berth for AOTW’s race yacht not only demonstrates our commitment to providing practical support but also underscores the importance of community collaboration.” She added.

“It’s a charity close to all our hearts at Inland and Coastal, and we are so pleased to be able to support Murray to ensure he can continue his fantastic work,” says Oliver Shortall, Managing Director at ICMS.

“We are thrilled to be a part of the journey in forging a path towards a more inclusive sailing community, where everyone, regardless of ability, can find their place on the water.”

For more information visit the [Inland & Coastal website, www.inlandandcoastal.com](http://www.inlandandcoastal.com)



A little less **rock and roll** than your average pontoon...

inlandandcoastal.com





“ EMSWORTH YACHT HARBOUR

Succession planning is an ever present issue for independent family businesses. If the next generation either can't or don't want to jump in to running the company there are few options for the independent operator looking to retire.

There is the option of a management buy out but unless the current management team have access to the kind of capital required, which for a meaningful buy out of even a small marina is likely to be in the millions of pounds, this is likely to be unviable.

There is also the potential to sell to a third party. On the face of it, and in a purely business sense, this is the most efficient choice. You maximise your potential sale price on the open market and there is a clear and definitive exit point for you.

However, something is lost in a third party sale. Something that is hard to put a price on - all of the years of hard work and sacrifice that a family puts into making a success of the business. The hard won relationships with stakeholders. The culture. The community. This was the position that the Wakelin family found themselves in when Alison, MD of Emsworth Yacht Harbour for 15 years, started looking to step back. The Wakelins bought the marina in the early 1990's when it was saddled with a

£4.5million debt. Through careful management and wise investments the marina paid down those debts and has gone on to win TYHA Marina of the Year (less than 250 berths) 3 times as well as being a 5 Gold Anchor marina.

2 years ago we were introduced to the idea of employee ownership and following some work on its viability decided to see if we could make it happen. It was not a smooth journey, it took a long time and a lot of work. There are several models of employee ownership and each comes with their own benefits and negatives. The model we settled on was an Employee Ownership Trust (EOT). This is the 'full fat' version of employee ownership, and it provides the greatest tax reliefs. The juiciest being - no capital gains tax is owed by the vendors on any shares sold. This benefit is balanced by the fact that the shares are paid for out of the retained earnings of the business over a period of time - an IOU from the employees to the vendors.

Due to the tax benefits of selling a company like this and the potential of the scheme to be abused, there are a number of rules governing which companies can complete the transaction. This is an unusual and particularly complicated area

of the tax system and we needed specialist assistance from consultants at Menzies LLP to guide us through the process. It took around a year to ensure that all rules were adhered to and that the correct clearances from HMRC were granted before we could move forward.

With the final approvals from HMRC granted in early February we were able to move on and a plan was put in place to complete the transaction. Most importantly communication with the employees and our customers was paramount and we carefully put together a plan to try and bring everyone along with us in a positive way. We became employee owned just before Easter this year.

We are still in the early days and are finding our feet on what employee ownership really means. The model of ownership we have is very similar to that of the John Lewis Partnership so there is no direct ownership of the marina by the employees, rather it is owned and operated on their behalf and for their benefit. In many ways everything has changed and yet nothing has changed. The marina continues to operate on a day to day basis in the same way it has for the past few years. Only now, we are doing it by ourselves - and for ourselves!



For more information
visit the marina website
www.emsworth-marina.co.uk

INTERVIEW WITH GILI WOJNOWICH VP OPERATION AT IGY MARINAS

IGY Marinas has achieved incredible growth and expansion over the past 23 years – to what do you attribute this success?

That's easy! The key ingredient for our success has been our team members and a company culture that encourages collaboration, forward thinking and general support for each other. From our front-line employees to our upper management team, there has been a core group of us that have been together now for 10 to 15 years or more. People don't generally stick around with a company for that long unless they are genuinely happy and passionate about the work they are doing.

I also believe our incredible customers have undoubtedly played a key role in helping us grow the network and learn how to better serve tomorrow's boat and yacht owner. With IGY's recent acquisition by MarineMax and the expansion of its yacht services business, I'm very excited and confident in IGY's trajectory and for the many positive developments ahead for both our team and customers.

IGY's Trident program is ambitious and an industry first – what prompted the idea and which elements are most compelling for yacht owners?



IGY's business, like so many other yachting companies, greatly relies on its customers enjoying their yacht and the lifestyle that this remarkable asset affords them. With the recent expansion of IGY's network in the Mediterranean and beyond, we knew that we had a great opportunity to create a program aimed at simplifying and streamlining the yacht ownership experience.

Trident, for the very first time, offers a yacht owner and its crew the greatest level of access to IGY's global network along with unmatched discounts and invitations to curated events for yacht owners. Being a member of this program puts both the owner and crew at a clear advantage over the rest of the fleet. To round off the program, we have a comprehensive collection of global support companies offering exclusive services and benefits to Trident members ensuring that their yachting experience is fully optimised.

What trends are you seeing in the marina space and what changes do you foresee over the next 5-10 years?

The changes we are seeing are both exciting and challenging! The infrastructure demands have been gradually increasing. Tomorrow's vessels require more shore power, faster fuel flow rates, larger berths and blazing fast internet connections. Ten years ago, amenities like fitness centers, swimming pools and transportation were competitive advantages and service differentiators. Today, those are all largely expected of higher caliber marinas which means we must think harder about programming new features that add to the guest experience and enjoyment.

In addition, I think many of our locations will continue to be challenged by the sheer volume of larger yachts that are launching every week. It's obviously a great problem for someone in our position but I do think it will mean that captains and owners will need to plan their travel far in advance or risk not finding an available berth. Trident members do not need to be concerned about this as they are prioritized at our marinas.

To learn more about the IGY story please visit the IGY website www.igymarinas.com

KEEP CUSTOMERS INFORMED ABOUT BORDER FORCE'S SPCR SYSTEM

Border Force has introduced a new way for those travelling to and from the UK on pleasure craft to report their journey. Anyone who owns, or is responsible for, a pleasure craft

that sails to or from the UK is required to provide information about:

- the vessel
- the voyage
- individuals on board
- goods on board

This was previously done through a downloadable C1331 form. This has now been replaced with a faster, simpler and editable digital form that can be submitted online.

Border Force has produced a resource pack to help you understand and communicate the sPCR system which can be found here - Simply scan the QR code below with your mobile phone camera to download the resource.



Further information on the new service can be found here - please visit: www.spcr.homeoffice.gov.uk

“ Advancing Ocean Stewardship

TransEurope Marinas Partners in Horizon Europe Project

The “LandSeaLot” project features a key citizen science and capacitation component and has the potential to deliver multiple benefits to the recreational boating industry.

Work has just started on an exciting 4-year project to improve the observational capacity of the land-sea interface. In conjunction with universities and research institutions, “LandSeaLot” seeks to address the potential of the land-sea interface to increase biodiversity in coastal regions, whilst promoting carbon sequestration and climate resilience.

Project rationale

The land-sea interface comprises a complex observational environment due to constant flux stemming from tides and currents, meteorological variability, changing morphology, the mix of freshwater and saline waters and the presence of pollutants, amongst other factors. Despite significant research being carried out in this often densely populated domain, there are still notable gaps.

Further efforts are thus required to integrate the different observing communities and strengthen the observation

capacity. Benefits of this work include the means to detect and track pollutants, monitor the flow of carbon, study impacts on local biodiversity, and identify harmful algal blooms that could present a danger to watersports enthusiasts. Implementation is planned to take place across 9 living labs, located in major estuaries across Europe.

TransEurope Marinas’ role

Bridging land and sea and hosting boaters, nautical tourism activities, residents and marine companies, TransEurope Marinas’ role in the project is related to citizen engagement as a component of a co-designed community strategy together with in-situ observations, remote sensing and computer modelling. Marina communities will receive guidance on the use of smart-value sensors and related resources to facilitate observations of different variables such as sea-level, salinity, temperature, pH, turbidity, etc.

As marinas start to consider incorporating resilience-related practices such as more climate-proof infrastructure and regional early-warning systems, modelling that predicts sea-level rise or changes in weather patterns can help with decision making and planning such as for marina infrastructure upgrades. Equally, learning how a marina affects local

dynamics, such as water quality, current patterns and sediment transport can be used to improve marina design and reduce environmental impact.

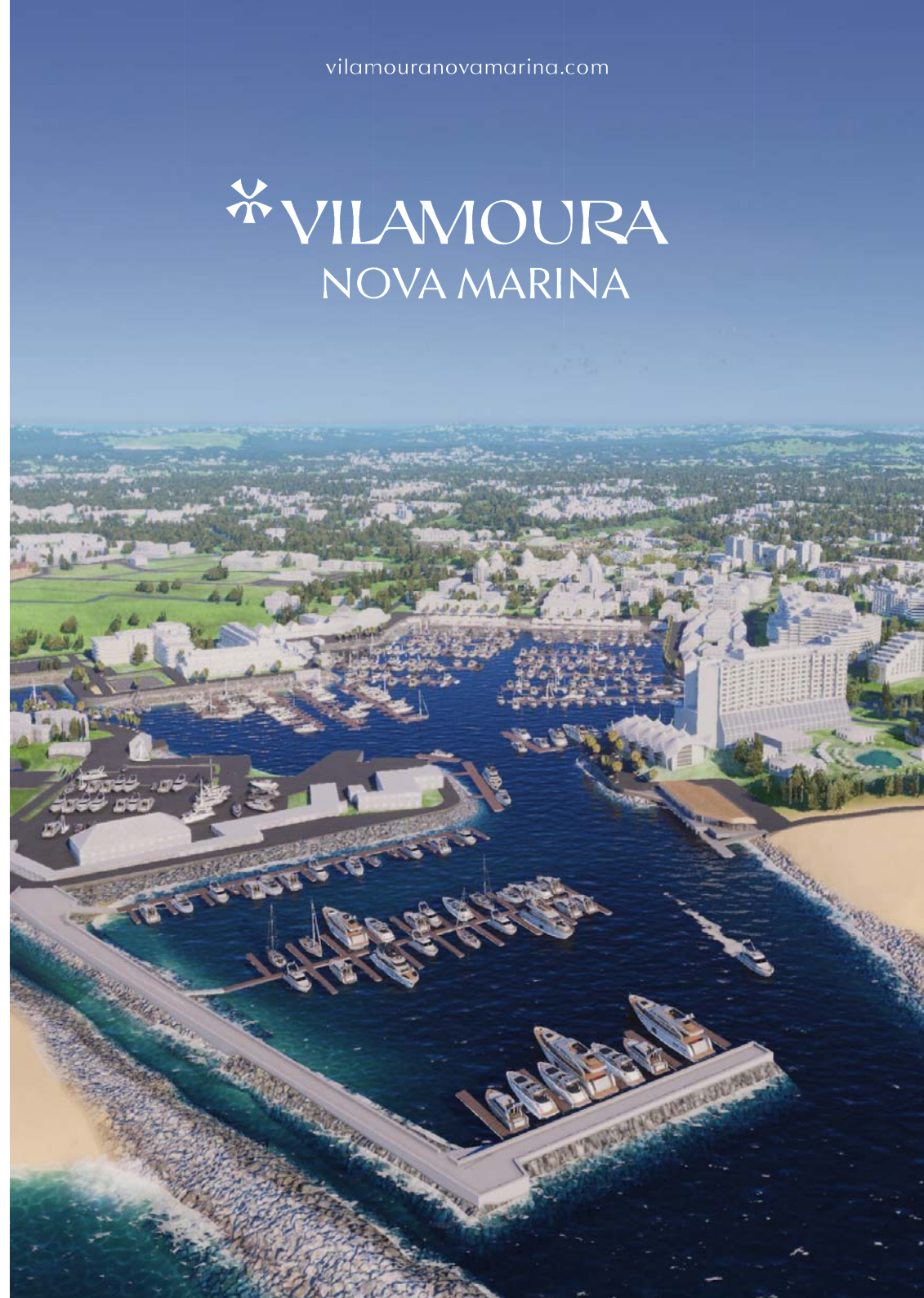
Benefits for the wider boating industry

As identified in recent years, marinas could gain from becoming more societally relevant within their wider regional communities. This might include better environmental education programmes regarding nearby marine habitats and ecological preservation, advancing biosecurity initiatives, contributing to environmental science endeavours, or connecting with local community groups to further inclusivity and diversity initiatives.

From gaining a strategic understanding of data management practices to more familiarity with the coastal ocean governance ecosystem, the learning opportunities in this project are profound and TransEurope Marinas’ role will enable a flow of insights back to the industry – together with the generation of educational tools and resources for boaters and other marina visitors.

For more information visit the project website: landsealot.eu and connect via LinkedIn @LandSeaLot.

VILAMOURA
NOVA MARINA



“ Biodiversity Net Gain

(BNG) became mandatory for developments from 12 February 2024

BNG is an approach to development which includes any new marina applications, or extensions to existing marinas on the inland sector and up to and including in the intertidal zone. This means that full habitat assessments and proof of either off setting or 10% increase of habitat on the development land will now form part of the planning application for approval. This will involve measuring the biodiversity that already exists on the area due to be developed using the Biodiversity metric/formula which scores various parameters including size, habitat distinctiveness and condition, strategic significance and type of habitat. When creating new habitat the formula then further considers difficulty of creation or enhancement, the time it takes a habitat to reach its target condition and distance from the habitat loss. The created habitat must be 10% more than the measured loss.

In England, BNG is mandatory under Schedule 7A of the Town and Country Planning Act 1990 (as inserted by Schedule 14 of the Environment Act 2021).

Through site selection and layout, developers should avoid or reduce any negative impact on biodiversity. They must deliver at least 10% BNG, as measured by the statutory biodiversity metric.

There are 3 ways a developer can achieve BNG:

- 1 They can create biodiversity on-site (within the red line boundary of a development site).
- 2 If developers cannot achieve all of their BNG on-site, they can deliver through a mixture of on-site and off-site. Developers can either make off-site biodiversity gains on their own land outside the development site, or buy off-site biodiversity units on the market.
- 3 If developers cannot achieve on-site or off-site BNG, they must buy statutory biodiversity credits from the government. This should be a last resort. The government will use the revenue to invest in habitat creation in England.

Developers can combine all 3 options, but must follow the steps in order. This order of steps is called the biodiversity gain hierarchy.

Full details on BNG can be found on the Gov.uk website Understanding biodiversity net gain - GOV.UK (www.gov.uk)

It is expected that there will be some issues with the application of the complicated metrics in calculating biodiversity net gain, if British Marine members who are developing new sites are affected by this new legislation please feed back any issues you may have through technical@britishmarine.co.uk

For more information visit www.britishmarine.com



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