

BENEFITS FOR YOUR BUSINESS



REPRESENTATION & PROMOTION

CONSUMER CAMPAIGNS

- On The Water and Look for the Logo exclusively promote the products and services offered by British Marine members
- The Green Blue promotes best practice among boat users, marine businesses and sailing clubs to reduce the impact on coastal and inland waters
- Careers campaign which promotes jobs and apprenticeships in the marine industry

EXTERNAL RELATIONS

- Engagement with local, national and European government on key industry issues and opportunities
- Work with members to develop policy positions
- Give the industry a voice at key stakeholder forums
- Create and maintain strategic partnerships which benefit the membership

- Helps members forge relationships with their local MP
- Monitor and provide industry responses to legislative and regulatory consultations
- Host and attend events with Parliament and Government

MARKETING PROMOTION

- British Marine logo can be used by members as a mark of quality
- Promotion of businesses on British Marine website in the 'Find a Member' section
- Marketing advice including social media
- Members are used regularly for case studies in PR in local and national media
- Promotional opportunity for B2B messages in British Marine Magazine and weekly Latest News emails



GROWTH

ENVIRONMENT

- Environmental guidance and templates
- Access to The Green Blue – free environment audit
- Time Expired Pyrotechnic (TEP) disposal service
- Dredging and Marine Works consents hotline

FUNDING

- Signposting the available and suitable funding options
- Gain assistance with your grant application through GrantResource

INTERNATIONAL DEVELOPMENT

- Access to export guidance and export seminars
- International event calendar including networking events, inward and outward missions
- Exhibiting opportunities at key international boat shows including METS
- Gateway to services provided by UKTI and UK embassies and consulates including Trade Access Programme (TAP) grants

QUALITY SCHEMES

- Five quality schemes to enhance business reputation
- Sector specific for Hire Boats, Passenger Boats and Marinas

STATISTICS & MARKET RESEARCH

- Experienced researcher for bespoke support
- Free access to ICOMIA global statistics (worth £600)
- Annual KPI report on the UK market
- A selection of surveys and reports available including watersports participation, economic benefits of the UK boating industry, coastal marinas and inland marinas, bi-annual marine industry trends, boat owners survey and sector specific reports

TRAINING

- Subsidised short courses for members
- Industry qualifications such as BMET and Boat Sales qualification
- Marina Manager training – intermediate and advanced
- Advice and support

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BUSINESS SUPPORT

DISCOUNTS & SAVINGS

- Up to 15% discount off stand space at the London and Southampton Boat Shows
- Free UK credit reports (worth up to £500)
- Save money on business running costs through British Marine Affinity e.g. Energy and Healthcare
- Training grants of up to £1,000

CRISIS MANAGEMENT

- Bespoke crisis management support
- Standard documentation and templates available to help with advance planning
- Support includes handling the media, advising how to manage staff through the process and working with key organisations e.g. Marine Accident Investigation Branch (MAIB)

HEALTH & SAFETY

- Access to comprehensive Health and Safety guides
- Specific sector guidance notes
- Advice and assistance

PLANNING HOTLINE

- One hour free planning advice a year through our planning hotline

LEGAL SERVICES & VAT

- 24-hour free legal helpline for business issues
- Marine Lawyer Referral Scheme for marine specific issues
- Scottish legal assistance
- Access to a dedicated VAT advisor (worth £100 an hour)
- Access to comprehensive legal information including contracts online through mybusinesscare.com
- Over 15 standard template contracts available including Brokerage, New Boat Sales and Terms of Business
- Access to a mediation scheme run by the Academy of Experts to assist with the resolution of member disputes

TECHNICAL SUPPORT

- Access to our dedicated Technical team, for advice on regulation and compliance
- Sector specific knowledge on recreational including RCD, small commercial and Superyacht
- Free Technical Reports (worth £400 per year)

TRAINING & CAREERS

- Advice on apprenticeships, employment and training
- Advertise job opportunities free of charge on our website (worth £120–£300 per advert)
- Promotion of career opportunities



NETWORKING

- Around 60 different networking events per year across the UK
- 27 dedicated regional and group associations offering networking events
- From sector specific conferences with topical speakers through to informal networking events and dinners
- Speaker and sponsor opportunities at a number of events
- Opportunities to shape the work of British Marine through committee structure

British Marine Federation

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