



Bord Iascaigh Mhara
Sea Survival Pool Policy

April 2024

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1. Introduction

The Sea Survival pool is an important State asset BIM providing an essential component of basic safety training which must be completed by every crew member of an Irish fishing vessel every five years. One of the most important parts of this is the pool-based training which gives students a realistic sense of what they face in the event of an accident at sea and training them to deal with and overcome the challenges that they would face if that were to happen. BIM equips fishermen and other seafood sector workers with the survival techniques and recovery procedures necessary to maximise their chances of surviving an accident at sea.

BIM's priority is to maximise the pool utilisation and ensure as many days as possible as available for training to the seafood sector and to fishers in particular through efficient operation of the facility. The costs associated with operating the pool have been estimated in Section 4. Income from BIM's exchequer vote as well as income from other state agencies will provide the majority of the revenue and ensuring the continuity and maximisation of both these revenue streams is of paramount importance. BIM's second priority is to ensure that spare capacity, after state funded programme requirements have been fulfilled, is fairly allocated to clients.

In order to achieve this, a matrix has been developed which allocates pool time ranked according to the following order of priority:

1. Sea survival training to fishermen and women
2. Sea survival training to the seafood sector
3. Sea survival training to other marine sector clients
4. Seafood and marine research and development
5. Sea survival training to potential entrants to the seafood sector including transition year students
6. Donegal County Council for sea survival or lifeguard training or for staff working on or near the water
7. Dive courses operated by businesses on the Inishowen peninsula

2. Purpose of Policy

The purpose of this policy is to set out BIM's policy in relation to the utilisation of its sea survival pool. This policy is intended to support and assist BIM and the National Fisheries College in Greencastle in ensuring that full operational value is obtained from this important national asset. The cost of operating this asset make it desirable to ensure that value is obtained.

The main reasons for owning and running the sea survival pool is to enable BIM to:

- Provide a high quality and responsive service to industry, allowing training to be scheduled based on student needs from both a demand and timing perspective.
- Efficiently meet existing service demand, utilising our own pool on site without the need to travel long distances to use other pools with very limited flexibility around student demands and scheduling.

- Meet national strategic objectives in efficiently meeting the requirement to ensure the safety of seafarers as recommended by the Working Group on Safety, Training & Employment in the Irish Fishing Industry.

As part of this policy, the potential clients for using the pool to generate additional revenues are considered. While the generation of external revenue is important for contributing towards the running costs of the facility and ensuring that the pool's operational capacity is optimised, it is important not to compromise the function through over-emphasis on the generation of external revenue which is only required to make up any shortfall in meeting the operational costs of the facility.

3. Pool Usage including prohibited uses

The primary purposes of the sea survival pool are to enable BIM to:

- (i) Provide sea survival training courses to fishermen and women
- (ii) Provide sea survival training to other workers and potential workers in the seafood sector

The following are the categories of clients and sources of revenue for the sea survival pool:

1. BIM Sea Survival Training

This comprises sea survival training to fishers, the seafood sector (such as aquaculture operator or processors) and BIM sea-going staff.

2. Sea Survival training to other marine sector clients

There are a range of marine sector clients who BIM will work with to build partnerships to optimise both income and pool usage. These include other marine state bodies; regional coastguards and the RNLI with whom BIM already has a strong collaboration in respect of sea survival training,

3. Seafood and marine research and development

There are a number of potential seafood and marine related research and development projects where the pool may be a useful test bed, particularly in respect of aquatech projects. BIM will work with the Innovation Studio in exploring these opportunities.

4. Sea Survival training to potential entrants to the seafood sector including students

BIM's skills strategy seeks to attract new entrants into the seafood sector, and into the catching sector in particular. We will develop opportunities to provide sea survival training to these potential workers through consideration of transition year courses as well as other students.

5. Social License

It is very important that the National Fisheries College in Greencastle participates fully as a responsible member of its local community. Obtaining and retaining social license to operate is crucial to a vibrant and relevant college that is valued by its local community. A sea survival pool can be a significant asset to this community and therefore consideration has been given to providing the pool to local stakeholders. The pool will be made available to Donegal County Council for sea survival or lifeguard training as well as to dive courses operated by registered businesses on the Inishowen peninsula. BIM will not operate these courses but will provide the pool facility and a lifeguard. The users will be required to provide appropriate proof of insurance

and adhere to appropriate terms and conditions. The schedule of costs has been set out in Section 4.

Prohibited Uses

Whilst BIM recognises that there may be demand for other stakeholders to access and use the pool, a risk assessment has been undertaken and confirms that due to the low water temperature of the pool, the lack of grabrails around the edge of the pool, the lack of steps and the extreme depth of the pool, that it is not suitable for any uses other than those set out above. The prohibited uses include but is not limited to swim schools, lifeguard training other than that set out above and cold-water therapy by sports teams.

Non seafood related research and development is also generally not permitted, although will be considered on a case-by-case basis.

Allocation of Days

The following table shows the indicative allocation of days planned for a full year. It should be noted that it will take up to three years to build up the client base to the target pool usage of 150 days per annum.

BIM Usage for Sea Survival Training

Year	Courses	Pool Days Required	Pool Usage in Days
2025	24	2	48
2026	30	2	60
2027	36	2	72

Indicative Allocation of Pool time	Annual Days
BIM Sea Survival Training	70
Sea Survival training - other marine sector clients	40
Seafood and marine research and development	5
Sea Survival training to potential entrants to the seafood sector including students	20
Social License	15
Total	150

4. Pool Costs and Pricing Model

In order to maximise the cost effectiveness of the facility, BIM has determined the appropriate level of rates based on the number of planned days of operations. The number of days is set at 150, which is the target level after three years in operation.

The total operating costs of the pool are estimated at approximately €180k when the pool is at full capacity and with two full time instructors.

The seafood sector rate is the rate which is applied to BIM-led sea survival training to fishermen and women and those working in the seafood sector. This rate uses the operating costs of the pool only on a public good basis.

The marine sector rate is the rate that applies to marine agencies. This rate uses the full commercial cost including the full operating costs, depreciation and a margin for profit. This price reflects the full cost of the training and is not subsidised.

The pool only rate applies to clients hiring the pool for research and development as well as under the social license category. This rate uses the full commercial cost including the full operating costs, depreciation and a margin for profit but deducts the staff costs. This price reflects the full cost of the pool rental and is not subsidised.

The transition year rate will be the rate for any sea survival courses that may be developed in the future for transition year students. This rate uses the operating costs of the pool only on a public good basis.

The rates applied to each activity are reviewed annually.

Sea Survival Pool Costs

Costs	€
Energy costs	6,000
Service and maintenance costs	22,300
Other operating costs	3,500
Staff costs at capacity	147,091
Total Annual Public Good Cost at Max Use	178,891
Depreciation	229,700
10% Profit Margin	40,859
Total Annual Commercial Cost at Max Use	449,450

Pricing Model

Total Pool Operational Days	150	
Seafood Sector Rate	1,193	Total Annual Public Good Cost/Total Days
Seafood Sector per Person	75	16 students.
Marine Sector Rate	2,996	Total Annual Commercial Cost/Total Days
Rate Per Person	250	12 students.
Pool Only Rate	2,016	Total Annual Commercial Cost - Staff Costs/Total Days
Hourly Rate (8 hours)	250	Plus insurance surcharge or indemnity. Includes Lifeguard
Transition Year	1,193	Total Annual Public Good Cost/Total Days
Transition Year Rate	75	to include 3 days training

Pricing Rounded

Seafood Sector Rate	€1,200
Marine Sector Rate	€3,000
Pool Only Rate	€2,000
Transition Year Rate	€1,200