

Michelle van Straalen

From: official information
Sent: Thursday, 11 June 2020 12:43
To: [REDACTED]
Cc: official information
Subject: LGOIMA 20100 - LGOIMA 19175: Future proof (request 19085)/ Greenstone Report
Attachments: Greenstone Group Proposal - Comparative Feasibility Analysis - HCC - 16 Feb 2018 (002)_Redacted.pdf; LGOIMA 20100_Redacted.pdf

Dear [REDACTED]

Further to my email yesterday, the consultation process was completed this morning and I am now able to provide Hamilton City Council's response.

You requested:

Please provide copies of the original instructions(scoping brief) the "contract of service" together with all correspondence between yourselves and Greenstone Group in the preparation of this report.

Our response:

Please find **attached** the email chain and fee proposal documenting the full process of developing and refining the project brief/instructions for the Greenstone report.

Hamilton City Council have withheld financial information on page 4 of the Comparative Feasibility Analysis. This information has been withheld under section 7(2)(b)(ii) of the Local Government Official Information and Meetings Act 1987 – in that release would be likely to unreasonably prejudice the commercial position of a person who supplied or is the subject of the information.

Third party mobile phone contact details have been withheld within the email chain of communications. This information has been withheld under section 7(2)(a) of the Local Government Official Information and Meetings Act 1987 – in that release would infringe the privacy of natural persons.

If you have any concerns with the decision(s) referred to in this response, you have the right to request an investigation and review by the Ombudsman under section 27(3) of the Local Government Official Information and Meetings Act 1987.

For your information, the Ombudsman's contact details are:

Email: info@ombudsman.parliament.nz

Post: PO Box 10152, Wellington 6143

Telephone: 0800 802 602

Kind regards,

Michelle van Straalen

Official Information Advisor | Legal Services

DDI: 07 974 0589 | Michelle.vanStraalen@hcc.govt.nz



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From: Michelle van Straalen
Sent: Wednesday, 10 June 2020 7:56 PM
To: [REDACTED]
Cc: official information <officialinformation@hcc.govt.nz>
Subject: LGOIMA 20100 - LGOIMA 19175: Future proof (request 19085)/ Greenstone Report

Dear [REDACTED]

I refer to your information request of 12 May 2020 in respect of the *Future proof (request 19085)/ Greenstone Report*.

The Local Government Official Information and Meetings Act 1987 requires that we advise you of our decision on your request no later than 20 working days after the day we received your request. Unfortunately, it will not be possible to meet that time limit and we are therefore writing to notify you of an extension of the time to make our decision, to 17 June 2020.

This extension is necessary as consultations necessary to make a decision on your request are such that a proper response cannot reasonably be made within the original time limit.

You have the right to request an investigation and review by the Ombudsman under section 27(3) of the Local Government Official Information and Meetings Act 1987.

For your information, the Ombudsman's contact details are:

Email: info@ombudsman.parliament.nz
Post: PO Box 10152, Wellington 6143
Telephone: 0800 802 602

Kind regards,

Michelle van Straalen
Official Information Advisor | Legal Services

DDI: 07 974 0589 | Michelle.vanStraalen@hcc.govt.nz



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From: official information
Sent: Thursday, 14 May 2020 1:54 PM
To: [REDACTED]
Cc: official information <officialinformation@hcc.govt.nz>
Subject: HPE CM: LGOIMA 20100 - LGOIMA 19175: Future proof (request 19085)/ Greenstone Report

Kia ora

I write to acknowledge your information request of 12 May 2020 in respect of Future proof (request 19085)/ Greenstone Report.

Please be advised that your request has been passed on to the relevant team within Council and you will be informed of the outcome.

The Local Government Official Information and Meetings Act 1987 requires that we advise you of our decision on whether the Council will provide the requested information or not "as soon as reasonably practicable", no later than 20 working days after the day we received your request. We will respond to you no later than 10 June 2020.

Kind regards,

Michelle van Straalen
Official Information Advisor | Legal Services

DDI: 07 974 0589 | Michelle.vanStraalen@hcc.govt.nz



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From: [REDACTED]
Sent: Tuesday, 12 May 2020 2:36 PM
To: official information <officialinformation@hcc.govt.nz>
Subject: RE: LGOIMA 19175: Future proof (request 19085)/ Greenstone Report

Good afternoon, Please provide copies of the original instructions(scoping brief) the " contract of service" together with all correspondence between yourselves and Greenstone Group in the preparation of this report.

Kind Regards

[REDACTED]

[REDACTED]

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From: official information [<mailto:officialinformation@hcc.govt.nz>]
Sent: Monday, 22 July 2019 1:48 PM
To: [REDACTED]
Cc: official information
Subject: RE: LGOIMA 19175: Future proof (request 19085)/ Greenstone Report

Kia ora,

Further to your information request of 26 June 2019 in respect of Future proof (request 19085), I am now able to provide Hamilton City Council's response.

You requested:

FIRSTLY PLEASE PROVIDE (1) You refer to a report "Comparative Feasibility Analysis" May 2018 from Greenstone group. Please provide me with a copy of this report. (2) all correspondence between Future Proof/ HCC and MBIE and ME Consultants referred to in the previous correspondence regarding the methodology being used to assess infill capacity. Has ME undertaken any additional work on this matter and if so what? In light of the "peer review" identifying potential issues with "restrictive covenant" covering a large area of the city I would have thought that consideration would have been taken to address these potential issues. Especially in light of the recent Court of Appeal decision regarding Synlait at Pokono upholding the primary position of restrictive covenants.

Our response:

Please find attached a copy of the finalised Comparative Feasibility Analysis.

We have not received a response to our email of 1 July 2019 concerning the second part of your request seeking refinement of the scope. Therefore, this information has not been provided under section 17(f) of the Local Government Official Information and Meeting Act 1987, which applies where the information cannot be made available without substantial collation or research.

Please note, if you do amend or clarify your request, this will be considered to be a new request for the purpose of calculating the maximum statutory timeframe for response as per 13(7) of the Local Government Official Information and Meeting Act 1987.

Kind regards,

Amy Viggers

On behalf of the Privacy Officer

DDI: 07 8386727 | Email: amy.viggers@hcc.govt.nz



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From: official information
Sent: Monday, 1 July 2019 3:06 PM
To: [REDACTED]
Cc: official information <officialinformation@hcc.govt.nz>
Subject: Re LGOIMA 19175: Future proof (request 19085)

Kia ora,

I refer to your official information request dated 26 June 2019 2019 in respect of Future proof (request 19085).

Your request as currently framed will be very difficult to meet without substantial collation or research. Unless your request is amended, we may have consider changing for the completion of the request or to refuse it under section 17(f) of the Local Government Official Information and Meeting act 1987, which applies where the information cannot be made available without substantial collation or research.

You have requested:

(2) All correspondence between Future Proof/ HCC and MBIE and ME Consultants referred to in the previous correspondence regarding the methodololy being used to assess infill capacity. Has ME undertaken any additional work on this matter and if so what? In light of the "peer review" identifying potential issues with "restrictive covenant " covering a large area of the city i would have thought that consideration would have been taken to address these potential issues. Especially in light of the recent Court of Appeal decision regarding Synlait at Pokono upholding the primary position of restrictive covenants.

The following questions may be helpful in terms of clarifying your request outline above:

- Is there a period such as from 1 January 2019 to 31 May 2019 in which you would like us to focus the search for correspondence?
- What specifically do the mean by 'additional work' and for whom? Is there a period of time that part of the request relates to?
- Can you identify the 'peer review' to which you refer?
- Can you please provide a copy document concerning '*the recent Court of Appeal decision regarding Synlait at Pokono upholding the primary position of restrictive covenants*'.

In terms of our process for dealing with information requests under the Local Government Official Information and Meetings Act 1987 (LGOIMA), it is standard practice to inform you that any clarification or amendment of your request is considered to be a new request for the purpose of calculating the maximum statutory timeframe for the Council's response (section 13(7) LGOIMA). Please note we endeavour to respond to requestors before the deadline whenever this is possible.

Kind regards,
Amy Viggers
On behalf of the Privacy Officer
DDI: 07 8386727 | Email: amy.viggers@hcc.govt.nz

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From: official information

Sent: Wednesday, 26 June 2019 10:02 AM

To: [REDACTED]

Cc: official information <officialinformation@hcc.govt.nz>

Subject: LGOIMA 19175: Future proof (request 19085)

Kia ora,

I write to acknowledge your information request of 26 June 2019 in respect of Future proof (request 19085).

Please be advised that your request has been passed on to the relevant team within Council and you will be informed of the outcome.

The Local Government Official Information and Meetings Act 1987 requires that we advise you of our decision on whether the Council will provide the requested information or not "as soon as reasonably practicable", no later than 20 working days after the day we received your request. We will respond to you no later than 24 July 2019.

Kind regards,

Amy Viggers

On behalf of the Privacy Officer

DDI: 07 8386727 | Email: amy.viggers@hcc.govt.nz

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From: [REDACTED]

Sent: Wednesday, 26 June 2019 4:35 AM

To: official information <officialinformation@hcc.govt.nz>

Cc: Garry Mallett <Garry.Mallett@council.hcc.govt.nz>

Subject: Future proof / request 19085 17/05/2019

Good afternoon, further to my recent requests regarding the above. FIRSTLY PLEASE PROVIDE (1) You refer to a report "Comparative Feasibility Analysis" May 2018 from Greenstone group. Please provide me with a copy of this report. (2) all correspondence between Future Proof/ HCC and MBIE and ME Consultants referred to in the previous correspondence regarding the methodology being used to assess infill capacity. Has ME undertaken any additional work on this matter and if so what? In light of the "peer review" identifying potential issues with "restrictive covenant " covering a large area of the city i would have thought that consideration would have been taken to address these potential issues. Especially in light of the recent Court of Appeal decision regarding Synlait at Pokono upholding the primary position of restrictive covenants. Thanks . Colin Jones

Michelle van Straalen

To: Elizabeth McKnight
Cc: Amy Trigg
Subject: FW: Request for comparative residential feasibility analysis

From: Keith Hornby [<mailto:Keith.Hornby@hcc.govt.nz>]
Sent: Thursday, 7 December 2017 2:21 p.m.
To: Mike Taylor <Mike.Taylor@greenstonegroup.co.nz>
Cc: Paul Bowman <Paul.Bowman@hcc.govt.nz>
Subject: RE: Request for comparative residential feasibility analysis

Good afternoon Mike,

Thank you again for the proposal.

The fee proposal has come in at a higher cost than expected. Consequently could I please request a further refinement to the scope of this. It would be much appreciated if a further proposal could be submitted to us with consideration of the following:

- Removal of request for Market Commentary
- Residential building examples reduced from 40 examples down to 20.
- Removal of the request to populate the MBIE tool with examples.
- The written report fee and QS provisional sum to reflect the reductions above.

I would also like to note that this work will not be used to inform any Council property investment decisions from which Council will profit. The data and commentary will be used to inform our work under the National Policy Statement on Urban Development Capacity which seeks to ensure that there is sufficient land development capacity in the city and that Hamilton remains an affordable place to live and work. As such this work has a public good benefit and consequently I request that this be considered in the Fee proposal.

Please let me know if you have any question with regard to this.

Many thanks,
Keith

Keith Hornby

Senior Policy Analyst | Economic Growth and Urban Policy

DDI: 07 838 6792 | Email: keith.hornby@hcc.govt.nz



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From: Mike Taylor [<mailto:Mike.Taylor@greenstonegroup.co.nz>]
Sent: Tuesday, 28 November 2017 1:31 PM
To: Keith Hornby <Keith.Hornby@hcc.govt.nz>
Subject: RE: Request for comparative residential feasibility analysis

Thanks Keith
Let me know if you have any questions in the meantime.
Regards

Mike Taylor
Regional Director



M: [REDACTED] T: 07 838 2786
E: miket@greenstonegroup.co.nz W: greenstonegroup.co.nz

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From: Keith Hornby [<mailto:Keith.Hornby@hcc.govt.nz>]
Sent: Tuesday, 28 November 2017 1:02 p.m.
To: Mike Taylor <Mike.Taylor@greenstonegroup.co.nz>
Subject: RE: Request for comparative residential feasibility analysis

Hi Mike,

Thanks for the proposal. I will circulate this side for comment and hope to come back to you by the end of the week.

Regards,
Keith

From: Mike Taylor [<mailto:Mike.Taylor@greenstonegroup.co.nz>]
Sent: Monday, 27 November 2017 2:20 PM
To: Keith Hornby <Keith.Hornby@hcc.govt.nz>
Subject: RE: Request for comparative residential feasibility analysis

Hi Keith

Please find attached our proposal for property advisory services relating to Hamilton comparative feasibility analysis. My apologies for the delay in getting this to you. Please give me a call if you have any questions.

Regards

MikeTaylor
Regional Director



M: [REDACTED] T: 07 838 2786
E: miket@greenstonegroup.co.nz W: greenstonegroup.co.nz

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From: Keith Hornby [<mailto:Keith.Hornby@hcc.govt.nz>]
Sent: Tuesday, 21 November 2017 10:35 a.m.
To: Mike Taylor <Mike.Taylor@greenstonegroup.co.nz>
Subject: RE: Request for comparative residential feasibility analysis

Hi Mike,
Thanks for the update.
Regards
Keith

From: Mike Taylor [<mailto:Mike.Taylor@greenstonegroup.co.nz>]
Sent: Tuesday, 21 November 2017 10:33 AM
To: Keith Hornby <Keith.Hornby@hcc.govt.nz>
Cc: Jonathan Albery <Jonathan.Albery@greenstonegroup.co.nz>; Paul Bowman <Paul.Bowman@hcc.govt.nz>; Upa Paragahawewa <Upa.Paragahawewa@hcc.govt.nz>
Subject: Re: Request for comparative residential feasibility analysis

Hi Keith
Thanks for the email. We have enough information thank you. Our proposal is almost ready to issue but I'm waiting on some input from our development team before finalising it. Unfortunately the key people are away at present. I'm expecting to get this to you in the next few days and will give a you call to follow up.
Regards
Mike.

On 21/11/2017, at 10:07 AM, Keith Hornby <Keith.Hornby@hcc.govt.nz> wrote:

Good Morning Mike,

Just checking in on the status of this proposal as we would like to make a decision soon about this work.

Do you require any further information or clarification from us regarding this request?

Thanks and regards,
Keith

From: Mike Taylor [<mailto:Mike.Taylor@greenstonegroup.co.nz>]
Sent: Monday, 13 November 2017 9:53 AM
To: Keith Hornby <Keith.Hornby@hcc.govt.nz>; Jonathan Albery <Jonathan.Albery@greenstonegroup.co.nz>
Cc: Paul Bowman <Paul.Bowman@hcc.govt.nz>; Upa Paragahawewa <Upa.Paragahawewa@hcc.govt.nz>
Subject: RE: Request for comparative residential feasibility analysis

Good morning Keith

Thanks for this much more detailed brief which is extremely useful to us in preparing our fee proposal. We will come back to you this week with a proposal and also comment on the suggested timeframes.

Regards

Mike Taylor
Regional Director

<image001.jpg>

M: [REDACTED] T: 07 838 2786
E: miket@greenstonegroup.co.nz W: greenstonegroup.co.nz

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From: Keith Hornby [<mailto:Keith.Hornby@hcc.govt.nz>]
Sent: Thursday, 9 November 2017 11:38 a.m.
To: Jonathan Albery <Jonathan.Albery@greenstonegroup.co.nz>; Mike Taylor <Mike.Taylor@greenstonegroup.co.nz>
Cc: Paul Bowman <Paul.Bowman@hcc.govt.nz>; Upa Paragahawewa <Upa.Paragahawewa@hcc.govt.nz>
Subject: RE: Request for comparative residential feasibility analysis

Good morning,

Thank you for meeting with us earlier this week. As outlined, HCC is looking to build an understanding of current market conditions and development feasibility in Hamilton and across the Future Proof sub region (Waikato and Waipa Districts) to inform the work we are conducting to ensure there is sufficient land capacity in the city for development.

Please see outlined below, in some further detail, the scope of the work we are interested in commissioning. As indicated we are requesting two quotes for this work. The first request, just covering Hamilton City, is outlined below. The second quote is for an extension of this work to cover full Future Proof sub region i.e the inclusion of similar (if not smaller sample of costs) for both the Waikato and Waipa Districts.

As discussed, ideally we would like to have a draft of this work by the end of this month (November 2017) however we are open to discussing this timeframe further with you.

Please let me know if you require any further clarification regarding our request, or would like to meet again to discuss the scope of this request any further.

I look forward to receiving an initial quote for this work from you.

Thanks and Regards,
Keith

Market commentary

Provide expert comment on Hamilton's current land, building and construction market with particular reference to the housing market. Provide commentary and insight into current local market conditions, recent trends, challenges and opportunities in building and development market and any significant drivers of change, such as potential technological change.

Residential Land development costs:

- 1) Provide four different examples of greenfield residential subdivision land development costs in Hamilton (preferably an example from each of the growth cell areas i.e. Rototuna, Ruakura North, Peacockes, Rotokauri). These worked examples of developments, of 10 sections or more, must provide the actual land purchase costs, civil works costs, the range of fees and charges and the anticipated sales price per section (as per the MBIE model). This information should be presented in a comparative table.
- 2) Populate the MBIE Feasibility Tool - Land Development model with one of these examples and demonstrate how changes to the section yield/density of dwellings will affect development feasibility.

Business land and premises development costs:

- 3) Provide an indicative outline of three different examples of business land development costs for; a greenfield industrial development (large lot and format), city centre commercial (multi story office) and smaller/medium retail store elsewhere in the city. These worked examples of developments, must provide the actual costs land purchase costs, any civil works/site preparation costs, the range of fees and charges and construction costs (as per the MBIE model).

Residential building costs:

- 4) Provide worked examples (in a comparative table/s) of current and actual residential building development costs (including site purchase costs, site preparation costs, construction cost per square meter and professional costs etc.) for the following 40 examples outlined below:
 - a) The following geographic spread of 10 location across Hamilton:
 - Greenfield areas: Rototuna, Ruakura, Peacocke, Rotokauri
 - Infill areas: River Road, Rototuna, Hamilton East, CBD/CBD fringe, Clarkin or Bader
 - b) For each location, development costs for the following 4/5 broad typologies:
 - Detached, duplex, Terrace, Apartments 2-3stories, Apartments 4-7 (and apartments 8-12 stories plus in CBD)
- 5) Populate the MBIE Feasibility Tool - Building Development model with one of these site examples and demonstrate how the change in typology/number of dwellings will affect development feasibility.

Required Output:

- 6) Written report containing the examples and costs above which details any assumptions including any cost and financial assumptions such as expected return/profits, cost to capital and contingency provisions/ assumptions and sensitivities. Estimated length 10-15 pages.
- 7) Populated MBIE Feasibility Tool with example of land development and residential development. Available at this link: <http://www.mbie.govt.nz/info-services/housing-property/national-policy-statement-urban-development>
- 8) Meeting to discuss output with HCC staff.

From: Jonathan Albery [<mailto:Jonathan.Albery@greenstonegroup.co.nz>]
Sent: Tuesday, 31 October 2017 8:58 AM
To: Keith Hornby
Subject: RE: Request for comparative residential feasibility analysis

Keith

Thank you for inviting us to look at this opportunity.

We have a good match of in-house expertise for the feasibility analysis described.

Would it be possible to have a brief meeting with you to talk through some finer details? I'm keen to ensure that our proposal captures the full extent of HCC's needs. Mike Taylor, our Regional Director is also keen to attend

We are available Friday afternoon, Monday 2-5pm or Tuesday and Wednesday mornings.

Let me know your availability.

Regards

Jonathan Albery
Senior Project Manager
<image001.jpg>

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M: [REDACTED] T: 07 838 2786
E: jonathana@greenstonegroup.co.nz
W: greenstonegroup.co.nz

Ground Floor, 3 Caro Street, Hamilton
PO Box 9262, Hamilton, 3240

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Comparative Feasibility Analysis

Development Advisory Services Proposal
For Hamilton City Council

FEBRUARY 2018

16 February 2018

Keith Hornby
Senior Policy Analyst
Economic Growth & Urban Policy
Hamilton City Council
By e-mail: keith.hornby@hcc.govt.nz

Dear Keith,

Comparative Feasibility Analysis | Development Advisory Services Proposal

Thank you for the opportunity to present our revised services proposal in respect of preparing development feasibility analysis for Hamilton.

We can confirm Greenstone Group has the expertise, systems and resource to assist in undertaking this service.

Project Description & Scope of Services

Hamilton City Council (HCC) is looking to build an understanding of current market conditions and development feasibility in Hamilton and across the Future Proof sub region (Waikato and Waipa Districts) to inform the work HCC are conducting to ensure there is sufficient land capacity in the city for development.

The scope of work for this study is outlined below.

Residential Land development costs:

- Provide four different examples of Greenfield residential subdivision land development costs in Hamilton (preferably an example from each of the growth cell areas i.e. Rototuna, Ruakura North, Peacockes, Rotokauri). These worked examples of developments, of 10 sections or more, must provide the actual land purchase costs, civil works costs, the range of fees and charges and the anticipated sales price per section (as per the MBIE model). This information should be presented in a comparative table.

Residential building costs:

- Provide worked examples (in a comparative table/s) of current and actual residential building development costs (including site purchase costs, site preparation costs, construction cost per square meter and professional costs etc.) for 20 examples spread across Hamilton
- For each location, development costs for the following 4/5 broad typologies:
 - Detached, duplex, Terrace, Apartments 2-3stories, Apartments 4-7 (and apartments 8-12 stories plus in CBD)

Required Outputs:

- 1) Written report containing the examples and costs above which details any assumptions including any cost and financial assumptions such as expected return/profits, cost to capital and contingency provisions/ assumptions and sensitivities.
- 2) Meeting to discuss output with HCC staff.

Our Approach

Greenstone Group's approach to any project is based on the following principles to ensure each project is optimised for success:

- Establishing a partnering relationship with our client;
- Providing clear leadership with defined objectives;
- Establishing a clear brief which sets the foundation and subsequent measures for the project
- Providing skilled and expert resource;
- Coordinating an experienced and skilled development team;
- Holding ourselves and the team accountable for the project's success; and
- A project first attitude in everything we do.

The core value we provide is to ensure the project objectives are met with the minimum amount of risk, fuss and unforeseen issues. Our clients can move forward in the knowledge that their projects are being expertly managed to ultimately deliver a final product that meets their objectives, expectations and delivers best value for money.

Key Personnel

Key to the success of the projects we manage are the skills and experience of the people that we provide. The proposed Greenstone Group personnel is included in this proposal in Appendix A. Mike Taylor and Ben Jones who together hold extensive and successful backgrounds delivering projects across a variety of sectors.

Mike is a Regional Director at Greenstone Group. Mike would act as the main point of management contact throughout the project duration. He will provide expert project advice and governance and ensure that Greenstone's service delivery is to the highest standard. Ben will undertake the development feasibilities and prepare the reports. Together they have the local experience of the Hamilton construction industry and the expertise to deliver the required outputs for Hamilton City Council.

In addition to Mike and Ben we will engage the services of a Hamilton based quantity surveyor to assist with the verification of local construction rates. By doing this the rates we apply to the feasibilities are not only locally sourced but also tested against a third party's knowledge of the local market, ensuring very robust outputs.

Feasibility analysis is a key skill that Greenstone possess. Greenstone utilise an internal excel based model for the majority of its work but also use Argus when the project requires. The latter is a licensed product which can offer more robust and detailed outcomes for major projects when required.

Because of our intimate understanding of the feasibility, its sensitivities to key metrics and the assumptions, Greenstone often prepare business cases and assist clients prepare board reports to support the projects being worked on.

We are often called upon by clients to prepare due diligence reports to assist with land purchase decisions. This has also been completed for MBIE as part of the Crown Land Release Programme where a detailed understanding of the sites likely yield and profit realisation was required to assist policy decisions on the inclusion of social and affordable housing.

In summary our approach to feasibilities is well tested and HCC will find our advice in this regard informative, relevant, practical and very valuable.

Fee Proposal

Hamilton Analysis

We have broken the project into the key stages and outline the resources and fees for each stage.

STAGE	TOTAL FEES
Residential Land Development (4 examples)	██████
Residential Building (20 examples)	██████
Written Report	██████
Total (excluding GST)	██████
Quantity Surveyor Provisional Sum	██████
Total including QS Sum (excluding GST)	██████

Basis of Fee Proposal

Our proposed fee is based on the following assumptions:

- All fees are exclusive of GST
- All fees and rates are in New Zealand Dollars
- A provisional Sum of ██████ has been included for input from a Hamilton based Quantity Surveyor as required to assist with verification of construction rates
- Contract services will be undertaken under a Greenstone short form contract model
- Invoices are paid by the 20th of the month following date of invoice
- Other consultant costs are excluded
- All local travel, incidental copying and disbursements are included
- Any travel outside of Hamilton required will be charged as a disbursement.
- Additional scope of services not detailed in this will be charged at the following hourly rates:
 - Director ██████
 - Development Manager ██████
 - Project Administrator ██████

Programme

There is a significant amount of work involved in the preparation of the feasibility examples. We can start working on the feasibilities immediately and will agree a timeframe with you to complete the report.

Should you wish to proceed with this service offer a Contract agreement will be prepared for your review.

We trust the above provides the information you require. Should you have any queries in regards to this proposal, please do not hesitate to contact me on ██████

Sincerely,



Mike Taylor

Regional Director

E mike.taylor@greenstonegroup.co.nz

M ██████



Key Personnel

Experienced Project Directors and Managers

The first step to implementing our project management philosophy is in the quality of the managers that we provide. We have ten highly experienced Project Directors that have delivered some significant and complex projects, both in New Zealand and abroad. These Senior Managers lead our business, the other experienced managers in our team, and our clients' projects.



Mike Taylor

Regional Director

Selected Project Experience

University of Waikato The Pa / Student Hub
\$65M

Tamahere Village Development
\$confidential

Rototuna High School
\$63M

Gisborne District Council Building
\$12M

Gisborne Library Upgrade
\$6M

Te Puke High School Redevelopment
\$15M

Trust Waikato Office Building
\$3M

ABB Hamilton
\$4M

Merton Schools Redevelopment
\$120M

Basingstoke Retail Centre Redevelopment
\$300M

Enterprise Business Park Development
\$6M

Hayes Office Development
\$12M

Oxford Apartments
\$12M

Mike has over 20 years construction industry experience working with construction and project management companies in New Zealand and the UK, including a regional management role in Waikato & Bay of Plenty for one of New Zealand's largest contractors.

His background in architecture, design management, project management, construction management and business leadership means he has a comprehensive understanding of every facet of a project from inception through to completion.

Strong leadership and communication skills combined with technical and commercial knowledge allows Mike to get the best out of project teams and to focus on successful client outcomes.

His project experience encompasses commercial, industrial, food and beverage, education, hospitality, property development and telecommunications sectors for both private and public clients.

He is a Member of the New Zealand Institute of Building and serves on the Waikato Property Council's Executive team.



Ben Jones

Development Manager
BCOM

Selected Project Experience

Lakewood Cambridge
\$55M

60-64 Upper Queen St
\$18M

Te Awa at The Base
\$110M

Tamahere Village
\$14M

Te Rapa Service Centre
\$8.5M

No. 1 Queen Street
\$103M

Waikato District Council
\$5.8M

Wanderers Bridge, Mangere
\$10M

Orakei Bay Village and retail

Cal Isuzu – Auckland & Tauranga
\$7-8M

160 Lampton Quay
6,500m² TelstraClear Office

Radio Network House
Christchurch earthquake

Ben brings an experienced holistic approach to his work with a diverse range of industry experience and qualifications having previously taken on roles as Senior Asset Manager, Property Planning and Facilities Management Specialist, Commercial Broker and as a Body Corporate Manager on numerous projects with significant achievement. Complimenting this all-round experience with a strong tertiary base he holds qualifications in Property, Commercial Law and Management & Employment Relations.

Having worked from both the point of view of Landlord, Tenant, and Agency has afforded Ben a near 360° range of experience in the property industry which enables him to quickly see both sides of a negotiation/situation which has been critical to a projects success.

Ben has developed a flexible skill set enabling him to work on projects of all varieties, and to effectively manage all parties' interests while remaining focused on the big picture and achieving the projects desired outcomes for clients and stakeholders.

Ben has been involved from the site identification and feasibility stage to the implementation of the development project through to the sales and leasing of a property.

