

Introduction of myself

- 10 years in role – previously at NRC including strategic planning and transport infrastructure
- Current role is Head of Investment and Infrastructure, a role I have held for 10 years
- Chair of Economic Development New Zealand (very similar organisation to the Planning Institute)

Introduction to Northland Inc

We are the Regional EDA for te Tai Tokerau

Shareholding by NRC, FNDC and KDC

We are much more than simply an intelligence agency as referred to by NRC's economic evidence

- RTO – promoting the region to the rest of country and world
- RBP – partnership with Maori entity to delivery one to one business support
- Investment facilitation – support process from idea through to raising investment as well as supporting big projects and sector development – eg marine sector, dry dock, Hawaiki cable
- Tuputupu – land use optimisation and value add for primary sector
- MED – applying a lense across the organisation
- Economic Development Strategy – Te Rerenga, TTNEAP, etc

Another way of explaining our role is an economist, you'd research and monitor economic trends, and create statistical models to predict future developments based on those historical trends. Whereas our role is to read those reports and help shape and create the economic future we want and we have structured ourselves to try and achieve that best within the economic context and structure of te tai Tokerau.

There are two key ways we can support Northport – the first is a simple statement – if we want something, we need to use it. I am reminded of an early time in my career when I was involved in strategic planning and we made some a number of assumptions around how the port should be growing – this was perhaps my first proper introduction to Jon Moore and I still remember this vividly - he told me in no uncertain terms how we could help – and his point was and still is, correct – the best thing the region can do to support Northport is to generate more demand for their services – ie more freight – import more, export more.

We do this through the areas I briefly mentioned before – our land use optimisation and value add approach to the primary sector is all about this. Our support for inward investment activity and new business is aligned to this goal.

The other key way is as I outlined in paragraph 7 of my submission – advocacy and promotion of the benefits of infrastructure that underpins our functioning economy.

Without wanting to read my submission verbatim – paragraph 8 – we have had a long and positive working relationship with Northport, they are a strategic operator and we are lucky to have people of their calibre working to better Northland's future.

I have referenced a number of strategic documents in my submission which I don't plan to address in any detail other to highlight that you cannot have a conversation about any form of strategic or economic development planning without mentioning Northport and their key role within freight logistics / supply chain.

Why did we commission the first Market Economics report and the Polis Consulting Report? This is a key part of our role around raising knowledge and awareness of how such businesses / projects / opportunities are beneficial to the economy (and therefore to people in our community) – and how this applies at a local context, a regional context and a national context

Lets briefly talk about an example – Avocados – raised as a case study within the Polis Report - which notes the Proximity to a port with large volumes of container movement, would enable the growth of the industry, reduce transaction costs and carbon miles, open up export markets, and encourage additional production line facilities (e.g. pack houses) to be developed in Northland. This is a tangible example of the economic benefits that Northport can contribute to. And is just one of a number of new opportunities in the primary sector alone.

If you think about the structure of our economy (proportion of GDP) for a moment –

- Manufacturing
- Agriculture Fisheries and Forestry
- Construction
- Health Care
- Property and Property maintenance
- Professional Services

The primary industries and goods producing industries combined make up the single biggest contributor to GDP in our economy. Needless to say, primary industries and goods producing industries need a modern efficient port.

The Polis report concludes the potential benefits are significant and I refer to paragraph 44 of my submission which repeats the key conclusions of the report. Mid range modelling suggests \$160m additional contribution to the economy per annum and 1500 new jobs by 2060.¹ This figures includes both direct employment and expenditure etc associated with port operations but also multipliers – think of it like support services, new businesses, workers spending money in community.

¹ using stochastic probability distribution modelling

Our environment is changing, that much is certain and that is perhaps the only guarantee in life – that things change. The question for us is what we can do to try and influence that change. Our land use will change, how can we optimise the best use, grow the best sub-tropical fruits, our weather is going to become more unpredictable and more extreme – how do we build resilience into our infrastructure, our connections to the rest of world are going to change – free trade agreements will open new markets – how do we best trade with those markets? We need infrastructure that underpins our economy. Northport is a leading light here - planning strategically for both its own future growth and the growth of te Tai Tokerau

The economist's who have given their predictions /evidence for this hearing largely agree that this application will bring significant (in my view) economic development benefits. We agree and we ask you to grant the necessary consents so that together we can get on with influencing the future of te tai Tokerau and New Zealand.