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## Northport Resource Consent Hearing

### Verbal Submission – Marsden Maritime Holdings 12 October 2023

1. Marsden Maritime Holdings is dedicated to transforming Northland’s economy. Our vision will enable this by developing business ecosystems and infrastructure at Marsden Point, thereby encouraging business growth and investment in the area, and economic diversification and development right across the north.
2. We own Northport jointly and equally with Port of Tauranga. It is important to note that we are a shareholder in this independent, stand-alone joint venture company – in this regard Northport is not a subsidiary of Marsden Maritime Holdings.
3. Northport is a key enabler in our plans for the area, which I will outline shortly. Firstly, though...

#### **Confirming MMH support for the port expansion**

4. Marsden Maritime Holdings supports and endorses Northport’s Eastern Development expansion plans.
5. The expansion plans are justified, well thought-through and timely based on the national need.
6. The expansion plans will result in significant social and economic benefits.
7. The expansion plans have been developed in full consultation with relevant parties, with meaningful adaptation arising from this consultation.
8. The expansion plans strike a good balance between operational needs and management of environmental and social concerns and priorities.

#### **Regional context**

9. Marsden Maritime Holdings advocates for an effective three-port strategy to enhance and ensure the resilience of the upper North Island supply chain. This is best described as an approach that makes the best use of all three of the region’s ports in a geographically-smart way to serve importers and exporters in the most efficient and effective way possible.
10. The challenges currently facing the upper North Island supply chain, primarily related to congestion, are well documented and understood – and widely acknowledged. We believe that the enablement of the three-port strategy would strengthen the supply chain of the Upper-North Island and increase supply chain resilience for Northland and the growing North Auckland area.
11. Granting Northport the Consents it needs to service the growing Northland and North Auckland markets, alongside enhanced transport infrastructure north of Auckland which both sides of the political divide have expressed support for, will mean that the port and the wider Northland



region as a whole can fully play their parts in the economic growth of the Upper North Island. It will unlock and realise the potential of Northland.

#### **Outline MMH medium-term plans and opportunities for development of its land in an ancillary/supporting capacity**

12. We own 200 hectares of land adjacent to, and behind, Northport. On this land we are establishing the He Ara Huringa business park, comprising customisable land and infrastructure packages available for lease in four distinct business ecosystems; industrial, commercial, marine and port.

I'd like to play a video now to show you the masterplan we have developed. (Play Video <https://player.vimeo.com/video/770891464?h=b41505fdf1>)

13. Our Masterplan layout of the ecosystems is shown in the plan provided.
14. Our objective is for each ecosystem to become the location of choice for businesses wanting to use the proximity to the port, service providers or like-minded organisations to prosper and grow. In addition to being a hub for Northland business to grow, it will also be particularly attractive to businesses wanting to relocate to Northland from other, more congested and expensive centres.
15. Having the port literally on the doorstep of He Ara Huringa gives us the ability to cater to any import or export logistics operations.
16. Our 'Port' ecosystem comprises more than 80 hectares of suitably-zoned land with the potential to support Northport's operations over time by accommodating port-related industry, businesses or activity such as bulk storage, packing and unpacking of containers, empty container storage and maintenance, freight forwarding, import vehicle storage, distribution hubs, cool stores, warehousing, workshops, engineering, log-receival and scaling, and much more.
17. Utilisation of this land in this way would likely attract and enable significant regional investment (with a consequential increase to Northland's rating base) and present opportunities for skilled employment.
18. I wish to be quite clear on this matter – Marsden Maritime Holdings does not have suitable land available for use as an operational port, nor do we have any plans to be involved in port operations directly.

Even if we did...

#### **Marsden Maritime Holdings' port-zoned land is unsuitable for port operations**

19. It is not possible or practicable to use Marsden Maritime Holdings' port-zoned land for container handling as part of port operations. As set out in Appendix 2 – the Issues and Options Report a southward expansion on to MMH land is not feasible. The appendix states that it fundamental to



port operations that the cargo handling areas need to be physically immediately adjacent to the wharf frontage. It is simply not practicable to transport cargo (including containers) any material distance. This is even more significant when you see from the layout plan shown today, the narrowing access through the boundary between Northport and Marsden Maritime Holdings land.

20. Northport is the expert on port operations, they've explained why it's not feasible to use our land; we agree with that (to the extent we have expertise on port operations); and equally importantly we need the land for our master planned development - which will play a supporting role in facilitating the expanded port.
21. We have heard it argued that space at Northport currently taken up by logs could, over time, be used for container freight - negating the port's need to expand. This argument misses the point that log exports, while forecast to drop in the short term, look set to bounce back - and grow - in the medium term. It is vital for the Northland forest industry that Northport retains the ability to process and export the volume of wood expected to materialise over the next 50 years.
22. Simply put, costs and logistics prevent Northport from making a viable financial case for using our port-zoned land for port operations. If it is to increase port capacity and introduce a dedicated container terminal, the only viable option is to reclaim land immediately adjacent to the extended berth frontage.

#### **Social benefits and regional economic development**

23. We have set out in our written submission a range of social and economic benefits that we believe will accrue from Northport's proposed investment in its container handling, storage and logistics capabilities, as reported in both the Polis and m.e. reports.
24. The Polis report makes the point that Northland's socio-economic baseline indicates a high need for economic uplift. Transforming Northland's economy and driving the economic uplift to improve Northland's socio-economic measures requires long-term strategic change. No entity can do this alone and it requires action and development with a systems approach. It needs sensible and strategic leadership. Northport's Vision for Growth alongside businesses like Marsden Maritime Holdings and other leaders in the business community will support Northland unlocking its potential and thereby improving the socio-economic well-being across the region.

#### **Conclusion**

25. In conclusion, we fully support the granting of resource consents for Northport's application subject to the Conditions the company is proposing.

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