

Future of the Lakeview Site – Community Feedback

ID	Response	Full name	Comment
1	An individual	David Cole	This is valuable land in close proximity to the town and could be strategically important as a hub for housing itinerant workers. I don't believe we can rely on PC24 and contributions from developers to solve the housing affordability problem and nor can we expect the Housing Trust to meet the ever swelling number of eligible households needing housing support. Here is an opportunity to set aside a significant land area for some meaningful affordable rental housing for itinerant workers that includes amenity areas. The spectacular location could also attract upper end residential dwellings and these may well be under a ground lease where the income stream could provide a subsidy for the worker rents and/or a return to ratepayers for the use of the land creating a true mixed community and mixed tenure environment. I am sure that the Crown could be persuaded to lend financial support for a comprehensive housing proposal that provided long term security of tenure and sub-market rents for a development that was still commensurate with the beauty of the site and its central location. Selling the land to a developer simply passes the true capital potential of the site to private interests when we as a community should be retaining the long term ongoing benefits for the future of our town.
2	An individual	Richard Thomas	Regard less of Prepaid or Freehold - A section of the land large enough for a suitable Queenstown Convention Center and associated Hotel should be retained and re-categorised from Commercial or Reserve Land to Strategic Asset. This will provide future opportunity for a Convention Center when economic conditions allow. Tourism and tourism growth is cyclical and while the area is reaching some capacity constraints, the addition of new hotels, worker accommodation and new infrastructure will mean a Convention Center centrally located to the CBD will be necessary in the years to come. We don't want to miss that opportunity.
3	An individual	terri anderson	Don't sell it or freehold lease it. 125 years is an illusion of a lease agreement. At least keep more than half of it away from either option. it's an essential green belt. Make it a park-like setting. Use it for a landmark, future-proofing development as a ppp. Genuine mixed-used, community feel. Arts centre? Redo small affordable housing now that the cabins are past their best We need to have greater vision for the future, be creative.
4	An individual	Nicoll Thomson	The Lake View site is one of few council owned assets left . Queenstown is on slippery slope trying to solve housing and infrastructure problems in parallel with growth Queenstown has over 5500 tourism and hospitality staff , the majority who live here for 1 to 3 years and then move on . The shortage of rooms in the basin is huge with some houses having as many as 20 people living in them . This is simply unacceptable Tourism and hospitality staff cannot afford the rents that landlords are demanding , and due to demand these rents are escalating far beyond the reach of these low income workers.

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Without these workers , Queenstown is nothing . We are currently dealing with growth that the town cannot sustain for much longer before something gives

The lake View site in my view should be earmarked for the following future purpose and reason

1 To construct a campus facility to house all our transient workers , and provide recreational and community based facilities

2 A 3 stage high density , environmentally sympathetic project providing subsidised rental accomodation for our workers in the heart of Queenstown , funded by central government , with revenue streamed from visitor taxes and contributions . Taxes paid directly back into the area , managed externally under contract or leased .

3 No new roads or extensive parking required . Residents to use free public transport (also funded by visitor tax) and cycles, campus to be a main route pick up / drop off zone providing access to outer suburbs and shopping areas . Workers reside in the heart of town , where they want to be , and hospitality businesses will thrive on guaranteed patrons

4 Rents on such an asset would exceed that of a conference centre and this also solves our accommodation shortfall and urban sprawl ,and destruction of our landscape, reduces demand on house rentals, which in turn will reduce rents for families . Families in turn have a better standard of living . The pressure we are dealing with in the rental market is not created by growth alone , the number of seasonal workers coming here puts false demand on permanent housing requirements. We don't necessarily need all these proposed new homes , but instead provide a concentrated hub for those who are here in the short term . 60% of our ski area workers are not perminant or example

5 Queenstown is the jewel in the crown of destinations in our country .If we continue to spread out and allow our land to be developed , there will never be affordable options .If we can't accommodate our workers there is no industry , if there is no industry there is no town . If all we do is look at short term gain , then in the long term we will destroy what makes this place the best place in the world to live .Protect what is precious, don't let short sited greed degrade our town.

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5	An individual	Luise Lockwood	<p>This is a magnificent parcel of land owned by the people of Queenstown, it should never be sold.</p> <p>The land should be developed in an intelligent, innovative, sustainable manner that fits with this unique Alpine village and benefits everyone from locals to visitors to our workers;</p> <p>Imagine a different approach, one controlled by the Town, with real substance that would enable multiple forms of accomodation, including a campus for our young workers..... a safe, healthy, interactive environment, perhaps a top end Boutique hotel that ranks within the the top Eco standards of the world and is proud of it and trades from it, a commercial edge that is aligned with our Alpine heart, that seeks out tenants with a NZ product or sustainable practice or that adds to the Queenstown regional experience.</p> <p>Sustainable infrastructure that becomes a model for 'best practise' for teaching and too developers.</p> <p>Perhaps restore some of the old cabins for the Arts or community groups, lets retain our history.</p> <p>Imagine gardens with performance stages for buskers or to experience Tai chi as the sun rises, What about an interactive history of Queenstown ,created by Weka workshops (how cool would that be) ,Water spouts for children to play through, electric bike chargers, water bottle filling stations etc Orchards so everyone could pick a heritage peach.</p> <p>Less Roothing and more service laneways....more biking and walking tracks. free shuttles to the Mall or bus station.</p> <p>How this would be funded with private/ government input could be put together later, ratepayers couldn't fund this but it would have a good rental income to operate commercially once completed and in stages.</p> <p>Look at Wynyard Quarter in Auckland, millions of dollars are pouring in there for apartment development, it is highly sought after Real estate and ALL leasehold. People want to live within the town, not in false satellite suburbs.....lets get the 'Heart' back into Queenstown.</p> <p>Queenstown lets do something special here, something we can all have a part in and something we can be proud of. Perhaps this time We Can DO IT DIFFERENTLY AND NOT lose control of this land.</p>
6	An individual	Cath Gilmour	<p>Dear Mayor Boulton and Councillors,</p> <p>Thank you for the opportunity to give feedback on the future of commercial land at the Lakeview site.</p> <p>In the ODT article calling for consultation, Mr Speedy is quoted as saying that this commercial land is underperforming. Hardly surprising seeing as it has only recently been zoned commercial and is not developed! It would be surprising if it were performing at all.</p> <p>He also says that Council must ensure it gets the best financial outcome. I believe the single bottom line is rather an old-fashioned guide to total benefits. Certainly Treasury and many businesses have moved on from this narrow perspective.</p>

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He also refers to required infrastructure investment to meet growth and the need to hold onto reserve community owned land for future generations. All good - as long as we remember that people are part of our infrastructure and that roading corridors neither benefit community health and well-being nor are attractive parts of the landscape - the usual utility measures of quality reserves.

I would like to bring to your attention the development principles for the Lakeview site agreed to by Council on 19 December, 2013. I don't believe they have been rescinded, so they would therefore still stand. Two were added, unanimously, at that meeting after councillor discussion. One is of particular relevance to this submission. An extract from minutes of this meeting follows:

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The meeting resumed in public at 4.30 pm.

11. Convention Centre Project: Master planning and development options

Councillor Gilmour observed that the development principles stressed economic and financial factors but did not consider social impacts. She noted that there were currently approximately 300 people housed in the dwellings on the Lakeview site and when the cabin leases expired in 2015 there would be a large number of people all seeking low cost accommodation at the same time. She stated that she could not support the development principles until they made reference to the provision of affordable housing. The Chief Executive conferred with the General Manager, Planning and Development and the Manager, Resource Consenting on a further development principle which would address this concern. He suggested the following text: Development at the site mitigates any adverse impacts on housing affordability and ensures that equivalent affordable housing options are enabled in a manner consistent with the stakeholder deeds agreed as part of Plan Change 24.”

As a result of this discussion, the following was added to the development principles:

1. Development at the site mitigates any adverse impacts on housing affordability and ensures that equivalent affordable housing options are enabled in a manner consistent with the stakeholder deeds agreed as part of Plan Change 24;

Adhering to this development principle - which does cover the land in question - would help Council ensure that its plans also considered our local community and workforce and their well-being as part of our necessary infrastructure.

This property would have to be one of the most valuable pieces of QLDC silver. But not just financially. We are often told that the fundamental problem with housing affordability in Queenstown is the cost of land. Here is an opportunity for Council to ensure that the selected developer does provide good quality, affordable rental stock or private apartments on parts of the site that are less valuable for other purposes. All within walkable distance of the CBD.

Mr Speedy is quoted as saying “the process would not remove council control”. If this is the case, then ensuring that this development principle is met through a development covenant is entirely achievable.

Some might argue that there is an opportunity cost of this. I believe there is an even greater opportunity cost of not so doing. If Councillors are in control of the process, they can choose where affordable housing should be provided to ensure it is not ghettoised, that the most appropriate land is contributed to it and that it is well connected with quality, usable reserve land.

And that it is legally protected as affordable housing in perpetuity, through the development agreement and appropriate covenanting of title. This would be a legacy worth leaving. Much longer lasting than a total sell-off of the family silver.

Going back to the reserves. I think it is disingenuous to describe roading corridors as

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			<p>reserves, as they do not fulfil any of the functions thereof. Can you please clarify publicly how much of this “about 6 ha” of land to be held by Council in perpetuity is actually usable reserve versus roading and other reserves that cannot be used for recreational purposes?</p> <p>Thank you for considering my and other submissions as you work towards finding the best long-term uses of this valuable community owned land.</p> <p>Kind regards Cath Gilmour</p>
7	An individual	Jane burdon	<p>A very historic site. A special area. Should be retained and developed by council. Preserve some of the cabins as we have done with old houses in Arrowtown and then develop the site with affordable apartments. Green areas. A purposeful place for people.</p> <p>Develop differently. Be original.</p> <p>Jane burdon</p>
8	An individual	Maria	Dont Sell
9	An individual	Mike Byers	<p>I have studied the details relating to the disposal of the land. Whether it is leasehold or freehold is the question that is impossible to answer.</p> <p>Your can sell the freehold one time only, make it conditional upon the approved land use and building construction type proposed and take your money and run.</p> <p>With a leasehold extending as far as 100+ years you only get one bite - a deposit of some substance and regular rentals(subject to review 5 yearly!!) One has to assume inflationary trends will continue so there would have to be some condition applied there. Whatever is erected on the land will depreciate over time and after 100 years will be worthless.</p> <p>Looking at land use for residential buildings/cheaper housing is a no no (based on the above)</p> <p>My conclusions bring me to making all the land a reserve with provision for tourism development say over 30% maximum coverage.</p> <p>The question arises - how long will the tourism growth continue.? It took 100 years to become a small town as of 1962 and a further 60 years to grow to the current.</p> <p>The question therefore arises is the district allowed to grow ad finitum in the future.? In the past 30 years it has grown topsy turvy uncontrolled to the current position where infrastructure has been ignored until the arrival of Jim Boulton.</p> <p>To sell the Lake View on a leasehold basis given the known facts would be a no no. To sell on freehold basis would be very attractive for a few years - but you can only sell once.</p> <p>Therefore you hold onto the land in the meantime and encourage tourist activity development - examples of this are the gondola, the kiwi birdlife park etc.</p>
10	An individual	Verona Cournane	<p>I believe this land should be sold, but only if the proceeds of this sale were to be reinvested in the financing of the combined Council office/ Community hub/ Public transport hub/ and cultural hub [Memorial Centre included] which is being proposed for Stanley street. Utilising the proceeds of the sale of Lakeview in this way would ensure the creation of the very much needed CBD heart. Spending the sale proceeds of LakeView in this way would immediately give full value to all of the residents, and ratepayers of the Wakatipu district. The opportunity to realise the cash value of</p>

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			lakeView in this way, but ultimately keeping this value within QLDC should not be missed.
11	An individual	Hunter John LEECE	<p>The sale or long term lease of this site seems premature until resolution of the following 1) new council offices, 2) town bypass and possible demolition of the memorial hall complex.</p> <p>While acknowledging Lake View is a prime site it appears the discussion document has no proposals as to what could or should be built there, or indeed what the funds would be put towards. While plan change 50 allows certain activities this is not set in concrete and should something else be proposed with effort, persistence and money, as history shows, can be changed.</p> <p>Such a site could readily accomodate the above buildings but at least the community should have some input as to what gets built there. The possibility of expensive apartments or hotels would seem to offer little, other than cash, to replace the community owned land. Any sale/lease the site should be conditional on "appropriate" uses or incorporation of appropriate facilities.</p> <p>If the site was to be used for real "affordable" housing apartments the design would need to be great and problems like adequate parking not glossed over as seems to be the norm - we cant assume bicycles/walking/buses will avoid multiple cars per apartment as the streets will become a mess.</p> <p>The possibility of a partial sale to fund the hall complex replacement - which if it must go, after the recent public fund raising for the refurbishment, seems attractive.</p> <p>However my preference if "disposal" was to occur would be a lease with future lease increases based on value changes (positive only) rather than a sale or lease payment upfront alone. The concerns of the "leaseholder running down the property" would need to be addressed and enforced - maybe a substantial bond held by the council or provision for early termination of the lease to cover defaults.</p> <p>Thanks</p>
12	An individual	Cliff Blackford	With the population expanding so fast I believe a new fully equipped hospital is a must.
13	An individual	Neki patel	<p>What a great piece of land ! I believe it can serve the community under council ownership now and far into the future . Yes it will make money - but we have so much to do , we need to hold some aces for this town in 30 years plus !</p> <p>Initially visiting queenstown , yr piling camper vans into downtown car parks - would it not be great to have them stay on this land , make money for the rate payer and give people a great experience... we are crazy on housing whilst to date we have not done anything of substance re how air bond has effected accomadation, using lessons from Berlin / Barcelona! We have area of land that will never be as valuable as this - we</p>

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			<p>need to retain it and use it to earn whilst we see what the future holds and maybe a conference centre might be feasible in the future ! Please please do not sell it !</p>
14	An individual	David Dewhurst	<p>It's opportunity cost.... if you sell what will you spend the proceeds on? By not selling, what will the community forgoe in terms of the QT Master Plan development. It's pretty clear that QT will require significant infrastructure/services upgrades over the coming years if the town is going to maintain being a jewel in NZ's tourism crown.</p> <p>That said the town has some pretty ugly buildings in prominent locations. If the land is sold what can the council do to ensure that what is built is in keeping with the land and will not become 'dated and tired'.</p>
15	An individual	Shaun Kelly	<p>I believe that the council should consider the option essentially a combination of both options (free hold sale and leased tenancy). By this I mean split the land volume into 2 portfolios - one portfolio to be provided to potential developers and hoteliers with stipulations as to density/build type/etc. as per resource consent requirements, and one portfolio in which the land is sold with strict stipulations as to it's use. That use being a requirement for high density short term worker accommodation, with a 'no sale' clause for individual apartments, and a 'no-list' clause in terms of listing said accommodation on 3rd party agent websites for immediate nightly gain.</p> <p>This will provide the council with not only a significant capital gain, but will also potentially alleviate the lack of worker-specific accommodation in the downtown region.</p>

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16	An individual	Niki Gladding	<p>Dear Councillors</p> <p>This looks like a fundraising exercise: selling off (or leasing) community land to pay for tourism infrastructure.</p> <p>We have community problems that are more pressing than beautifying the town centre (which is used less and less by local residents): we have a housing crisis on our hands and there is no sign of that abating. The social and economic cost of this crisis has not been calculated (as far as I know) but it is significant and should be factored into decision-making.</p> <p>We also have traffic and parking issues.</p> <p>Let's use this piece of community land to solve community problems. Let's use it (and keep it) with the goal of creating a more liveable town rather than a better place to visit.</p> <p>I hope that Council will reconsider the objectives of this exercise. If fundraising and getting the best dollar value from the site is the goal then we will miss an opportunity.</p> <p>Council should consider, and allow the community to weigh up, many more options for this site. And in making a decision the social, environmental and wider economic costs must be considered.</p> <p>One option should be leasing the land (for next to nothing) to the Community Housing Trust for the purpose of developing small and affordable 1-3 bedroom residential units.</p> <p>Thanks</p> <p>Niki Gladding</p>
17	An individual	Ken Gousmett	<p>1. The discussion document is slanted toward freehold sale while discounting leasehold land or other forms of land tenure. This is a really important decision for the community. If there is an options strategy document please forward a copy to me. If not then it is important to do this before any sale commitment is made.</p> <p>2. The plan attached to the discussion document does not reflect the preferred arterial road options plan under the Town Centre Study. The two need to align.</p> <p>I wish to make further submissions but I am away from tomorrow until after 08 September. I request that I be given the opportunity to submit further.</p>
18	An individual	Pete McNally	<p>I find it ironic that the previous council has wound down any activity in the camp site and have owners remove their cabins as their lease's came due and then you use the excuse of the land being under utilised as a reason to sell it.</p> <p>I think the 4.4 hectare could be retained in council ownership and rented out to commercial interests which could then cover loan repayments from the government infrastructure fund borrowing.</p> <p>To sell the land is short term gain-long term loss</p>

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19	An individual	Michelle King	I think you should make it another park , soon Queenstown is going to be so choked up with housing and roads it will loose it's attractiveness for tourism .
20	An individual	Steven Rowden	<p>The land is of high value, do no use it for affordable housing, it is to valuable, sell the land and use the money for the town plan or improving the town.</p> <p>There is plenty of land in Gorge Rd for affordable housing, Gorge Rd is close to town so the young people can go out, drink have a good time as they want to, and not drive home, but walk home meaning less drunks on the road.</p> <p>Beautiful views are nice, but not something that is needed for staff or affordable housing, that land has huge value and can be used for the betterment of Queenstown into the future.</p>
21	An individual	Gigi Hollyer	<p>I think the Lakeview site needs to have a mixture of worker accomodation and affordable housing. It is a prime site as it is close to town, up against the hillside so is suited to apartment style high density housing. The commercial sale of some of this land could fund the building of such housing or reduce the sale price to allow the "numbers to add up" for a socially mined developer to build worker and affordable housing. Once this land is sold it will not be returned to council ownership so as the covenant on the Lynch Block land states it should be affordadable community housing. Currently 100s of people live in poor conditions in cabins. Upgrade these for such people who need them who work in town. Less traffic and parking issues.</p>
22	An individual	Neven shannon	Don't sell the land put your library there and offices art centre and leave the land to the ratepayers to use
23	An individual	Rae Moller	<p>My preferred option would be for the council to retain ownership of the land, and upgrade the current camping ground to worker accommodation. It's close to town, so cuts down on transport issues, can be actively policed from a safety aspect, and provides a great location for the workers - views and amenity shouldn't be the preserve of the wealthy only.</p> <p>Leasehold would be a distant second option.</p> <p>You don't need anything that will drive more traffic through the town, and would suggest that downtown is saturated with restaurants, bars and booking services. If you must have visitor accommodation, then low cost family accommodation would be an area that seems to be lacking.</p>

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24	An individual	Kathryn Long	<p>This could be a great earner for QLDC & therefore the rate payer :) It's important the area have some affordable housing included for sure. Could this be in terms of well designed community council flats which are rented out...? Well looked after & well landscaped council flats or houses in the UK are respected & really good. At some point there could be the option of selling to the occupier or apartment rent to buy options could also help those who want to get on the housing ladder here in town. Maybe these apartments wouldn't have the views but they would be in this great location and a fantastic way for young couples to get on the ladder. There is no reason adding this type of accommodation into the mix should lower the vibe of this location for commercial buyers in my opinion. Also - you better make sure the protected trees stay protected or the community will be up in arms!</p>
25	An individual	Liz Simpson	<p>I would like to see this land (or part of it) gifted to the Community Housing Trust and be used as lease hold land, to be managed by the trust and to ensure that our community has access to long-term affordable housing. This would be in line with the QLDC Housing Taskforce recent thinking. Council should lead the way in providing for this kind of affordable ownership model and not just leave it to SHA proposals to transfer little portions of land here and there.</p> <p>I</p>
26	An individual	Leah Gunson	<p>The community should retain ownership of this land and it should be developed for the benefit of the local community. Pre-paid lease is my vote but restrictions put around what can be developed there, so as to minimize the risk to the community (i.e. no large slum like housing developments) & standards around maintenance to keep in place. This is an iconic piece of land in a very valuable town, it should not be sold to private interests. The existing houses that are there are part of our towns history too.</p>
27	An individual	kris vermeir	<p>In order to REALLY have affordable housing, we need areas of land set aside that can be built on high-density, that have covenants in place wrt rent controls, on-selling controls etc etc. Look at some of the examples that are coming out of Denmark, in particular Copenhagen, & how they have solved some of the same issues that we are faced with. We need accomodation for locals within the town limits in order for us to retain a vibrant town centre, well within walking distance of the cbd. Lease the land, put rental controls in place, and pricing controls and let local businesses invest in good quality workers accommodation for their staff.</p>
28	An individual	Nola Pratt	<p>I think it should be kept for the local community. Public amenities such as Citizens Advice Toy Library Charities as Cancer shop in common location with parking.</p> <p>The rest turned into rental apartments for longer term tenants who after all are the workers keeping this town serviced.</p> <p>Keep the developers out! It is not suitable for affordable housing as that is a very easy way for developers to get cheap land and do dodgy deals.</p>

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29	An organisation	Pete Ritchie, Kerr Ritchie Architects	<p>The land in question is very valuable for the future direction of Queenstown. Built to its potential bulk and density, 4.4 hectares is a very large volume of building/space. Selling this land in one block, be it freehold or leasehold is short term thinking and in our view not the correct question to be asking. There have been plenty of up cycles in Queenstown property market where it could have been considered a good time to sell. Looking back at these historic times and values, the best option was to invariably to hold onto land.</p> <p>The thinking needs to tie in with the town centre study - what is the best way to create a quality urban environment that can provide for the future needs of Queenstown. For example it is an area that could provide for a lot of accommodation. Central and dense develop is critical to a vibrant town and reduces other issues such as traffic and transportation which council is grappling with.</p> <p>Selling (particularly as one large lot) has the effect of losing a lot of future control and should be prudently considered.</p> <p>We consider that selling the land for development should be in smaller parcels and over a greater length of time to ensure a quality built environment and to achieve potentially a greater financial outcome.</p>
30	An individual	John Glover	<p>Council should retain ownership of some of the land to enable a 3rd party to build affordable housing under the models being developed by the Mayoral Housing Task Force.</p> <p>These models effectively require on zero cost land and Council should vest some of the land and lead by example.</p>
31	An individual	Warwick Goldsmith	Attached
32	An organisation	CCR Ltd	Attached
33	An organisation	Queenstown Chamber of Commerce	Attached
34	An individual	Ken Gousmett	Further submission - Attached

SUBMISSION on Council Proposal for Lakeview Commercial Land (**Proposal**)

By: Warwick Goldsmith

- 1 The Lakeview land which Council proposes to sell or lease (**Lakeview**) comprises 4.4 hectares of land within walking distance of the Queenstown CBD. In terms of its potential to assist Queenstown to become a world leading destination resort, its value is priceless. The sale or long-term lease of that land should be a last resort unless there is a clear vision of how that will help Queenstown achieve its community objectives.
- 2 Paragraph 2 of the Consultation Document states

"The Council has taken a fresh look at the potential for this significant piece of community-owned land."

However a careful reading of Agenda Item 5 Council meeting 17 August 2017 (**Agenda Item**) demonstrates that this is not the case. There has been no 'fresh look' at all, and certainly no fresh consideration of the range of possible options for use of this land for the benefit of Queenstown.
- 3 In my opinion the fundamental error in Council's approach to date is embodied in the first stated objective which reads "*Maximise financial return in a manner that minimises risk to ratepayers*". That statement influences everything which follows. Money is not the be all and end all. Non-monetary social and community outcomes are at least as important, if not more important. The Agenda Item does not reflect any consideration of potential non-monetary social and community dividends.
- 4 The final paragraph of the Consultation Document, headed 'Affordable Housing', suggests the possibility (but no certainty) of some form of affordable housing outcome. I comment:
 - (a) That statement is misleading because the Agenda Item makes no mention at all of affordable housing.
 - (b) The Agenda Item details the Council Policies and Strategies which have been considered. There is no mention of the HOPE Strategy.
 - (c) It is not possible to achieve affordable housing at the same time as maximising financial return and minimising risk to ratepayers. That is presumably why the Agenda Item does not mention affordable housing.
 - (d) It is ironic that the Council has recently debated the extent of affordable housing which should be provided by private residential land developers but makes no mention of any such requirement to be imposed in relation to a sale of Lakeview.
- 5 The Proposal refers to provision of additional retail. There is no indication of how much. Some retail might be a good idea to enliven the ultimate development, but the provision of additional retail should not be a primary objective for this priceless asset.
- 6 The Proposal makes reference to provision of visitor accommodation. There is no shortage of privately owned land zoned for visitor accommodation. The Otago Daily Times on 8 September 2017 contained an article signalling a possible concern about oversupply of hotel rooms. Provision of additional visitor accommodation to compete with the private sector should not be a primary objective for this priceless asset.

- 7 The Agenda Item contains no discussion of possible alternative development scenarios which could generate significant social and community dividends. By way of example:
 - (a) Council could retain ownership and develop a mixed density housing development to provide rental accommodation for Queenstown residents for the indefinite future.
 - (b) The land might be suitable for an alternative employment opportunity, to help diversify Queenstown's economy, such as an education based development or a medical based development.
- 8 The Consultation Document states that now is considered 'an optimal time' to take Lakeview to market. That statement is not justified or explained. The location and zoning of Lakeview means that it will always be a high-value land asset. That value will increase in the future. That is not a valid justification for a sale now.
- 9 In summary, I believe this Proposal is a classic example of the kind of short-term thinking that ensures Queenstown will never reach its potential. The Proposal involves no consideration of alternatives. There is no vision and no lateral thinking. This Proposal is all about achieving a financial outcome without even any stated objective for that outcome.
- 10 Lakeview has huge potential. I urge the Council to pause and think again. One possible suggestion – why not request Shaping Our Future to come up with a range of options for Lakeview for consideration by the Council. There are many people in this community who would happily put time and effort into that, including myself.

Note: The long-term land lease option is a classic 'camel' option [horse designed by a Committee]. Council receives a smaller cheque and still cannot use the land to achieve social and community benefits. That would be the worst option.

Dated 8 September 2017

Warwick Goldsmith

[Redacted signature block]

Mayor and Councillors

Consultation re Future of Lakeview Site.

Whilst CCR Ltd does not intend to comment re methodology, we comment on matters relating to the future provision of holiday park facilities within Queenstown.

As many may know there has been a Camping Ground and latterly a Holiday Park either on the original site (Queenstown Motor Park) or on the current site (Queenstown Lakeview Holiday Park) since 1862; a very long tradition indeed. This location is quite unique around the world. There are not many places where guests of a holiday park can walk to the town centre.

The importance of the financial return from guests who stay at the park should not be underestimated. Over the last 12 months (July 2016 – June 2017) Queenstown Lakeview Holiday Park hosted some 82,000 people on camp sites and their spending outside of the park was in the order of \$10.8 million for the year (spending figures based on research done by Angus & Associates for HAPNZ (Holiday Parks Association of NZ)). This return is across the community and does not include the substantial lease return to the council.

Whilst the current consultation is around the commercial land at Lakeview, we are well aware that proposals for land swap (freehold land for reserve land) are in the Master Plan. Such land swaps would remove the camping sites from the town.

During lease negotiations between QLDC and CCR, it was suggested that the land where there are currently cabins located (between the holiday park and the Cemetery) *might* be available to relocate camp sites to. During recent discussions with council the suitability / continued availability of this area came into question.

The idea of camping sites being hidden behind / between 12m-15m apartments or shops and the cemetery does not seem very welcoming. Perhaps the area would be better used for a car park building with apartments on top? We would suggest the strong need to find an alternative piece of council / reserve land within walking distance to town as one should keep in mind the overall value of having a holiday park in walking distance to town.

Another piece of council owned land which has been in discussion since before the lease was signed is Warren Park. Warren Park, like the existing holiday park land, is council reserve land. Developing a campervan park would retain green open landscaped space for passive recreation for affordable housing as developed next to Warren Park.

The land bordering Gorge Road & Horne Creek could make an ideal Campervan Park. Once the Melbourne Street bypass is in place, camper vans could come straight through to Warren Park. The location is still within walking distance to town with ability for a public transport stop outside. This stop could also operate for activity and ski pickup / drop offs.

This park could be developed with technology in mind and have the potential to be an attraction in itself. Access via the bypass road could perhaps allow council to remove campervan day parks from the Gorge Road carpark and direct all vans to the new holiday park location.

To not have a replacement area for camp sites, campervans, caravans and tents is to shut out a large number of touring visitors from the area and to exacerbate the freedom camping issue within the town / urban area.

Erna Spijkerbosch

(Director CCR Ltd)

Feedback on Lakeview Commercial Land Development Objectives and Ownership.

To: Queenstown Lakes District Council
Private Bag 50072, Queenstown 9348

Name of submitter: **Queenstown Chamber of Commerce**

Address:

Attention: Ann Lockhart and Richard Thomas

The Chamber is motivated by the best long-term outcomes for the business community and is an independent voice with no vested interest. Therefore, the Chamber is pleased to be able to present this feedback on behalf of the 640 Queenstown businesses it represents:

Introduction

The following comments are made on the basis of what the Chamber considers is the most strategically advantageous for rate payers in the long term rather than looking at short term maximisation of profit.

Recommendations

- That council re-designate the commercial land on the Lakeview site as 'strategic asset'.
- That an integrated plan is developed for Lakeview, ideally as part of the Downtown Masterplan and District Plan.
- That a strategic plan be developed which will shape the expectations to be placed on future development.
- That some land be designated for a Convention Centre at a future date.
- That Expressions of Interest be gained before informed feedback can be given on freehold versus long term leasehold arrangements.

Points for consideration:

Affordable Housing and Convention Centre

The Chamber has been supportive of Council undertaking Plan Change 50. This was on the basis that any commercial development should allow for maximizing the full potential value from the site while returning benefits to ratepayers.

Having said this, the severe shortage of affordable housing necessitates that Council take a more “holistic view” to future development on the site. Therefore, the Chamber agrees that consideration should be given to mixed use development including some affordable housing using high density provisions on the site.

Furthermore, at the time of Plan Change 50, Council’s intention was to allow for land to be set aside for a Convention Centre. About this time, rate payers were also consulted about the partial funding of a Convention Centre. This was voted in by rate payers, albeit by a small majority. The Chambers understanding is that the \$32.5M, which has set been aside in the annual plan, remains there for the purposes of contributing towards a Convention Centre in the future.

When Council undertook the initial planning for Lakeview, the consultants recognized the Lakeview site as being one of outstanding strategic importance to Queenstown. With regard to the Convention Centre, their recommendation was “to build at Lakeview or don’t build at all”.

We disagree with the statement from Council’s agenda item 5 (point 9) which states that “Given that the Council has not received sufficient financial commitments to date from funding sources to construct the QCC,”. The Chamber recognises that while the previous Council did investigate some further funding avenues including trusts and an increased contribution from Government, we contend that the proposed Convention Centre, along other associated development opportunities such as a hotel/s and other commercial accommodation, were never taken to market. Therefore not all funding mechanisms have been explored.

Conclusion

Until such time as Expressions of Interest are sought, the Chamber cannot advise on the mechanism or model without full transparency on the proposed development and outcomes.

The Queenstown Chamber of Commerce

Ann Lockhart

Chief Executive Officer

Date: 14/09/2017

Queenstown Lakes District Council
Lakeview Land Development Tenure

The Chief Executive

Queenstown Lakes District Council

10 Gorge Road, Queenstown (via email)

14 September 2017

Submitter:

Ken Gousmett, resident and ratepayer.

Submission - General

1. I request the opportunity to be heard.
2. This is a more substantial submission to the brief submission that I made prior to the advertised closing date.
3. I have been advised by Paul Speedy, Councils Manager of Strategic Projects that *“there is no statutory time limit on this” (submissions)*. I request that this submission be included with my first submission.
4. I have read the public discussion paper that was on the QLDC web site – Future of the Lakeview Site. This is attached to my submission for ease of reference (in part).
5. I have read agenda item #5 that was considered by Council on 17 August 2017.
6. With respect to the Lakeview site I support:
 - a. Cancelling the previous Council’s intention to build a convention centre. I previously submitted against this project in favour of residential and visitor accommodation development.
 - b. The Plan Change 50 small commercial, residential and visitor accommodation activities and height rules.
 - c. The opportunity for discussion on the future land tenure of the Lakeview site. This is another of the many key decisions for the current Council.

7. I agree that Council should not be the property developer other than site infrastructure.
8. I am very familiar with the Lakeview site. It is prominent, gently sloping and sunny, enjoys great views and is very close to the town centre. However this site is developed it will have a huge impact on our town – good or bad, successful or unsuccessful.
9. The issue that the public has been invited to submit on is the form of land tenure - “The Tenure Debate”. Unfortunately the Council discussion paper, Future of the Lakeview Site, is clearly biased against prepaid leasehold tenure, without any factual information being provided. This is a critical aspect of the process and deserves a properly informed options paper, not a simplistic outline in favour of freehold. The issue that submissions have been sought for is too important for this. **Our community deserves better.**
10. The statement on page 1 that the previous commercial land proposal was shelved due to the *“risk that the land-holding benefit would not be optimised”*, is unsubstantiated and I believe is wrong. Paul Speedy has not been able to find any source for this statement.
11. All five of the paragraphs covering the “pre-paid option” are negative, there is not one aspect that is positive. The “freehold counter” is equally weak, just two paragraphs and three sentences with no identified down side. There are of course many negatives and positives to both forms of land tenure.
12. To achieve a properly informed debate and successful and enduring outcome it is essential that Council provides an unbiased, independent, expert options paper. I say enduring because of the importance of this site to the future financial strength of Queenstown, in much the same way that the airport is to the wider District.
13. I have no criticism of the Council Agenda item #5 on Lakeview that was considered by Council on 17 August 2017. This is well balanced and the draft resolution of Council is fair.
14. I made a LGOIMA request for a copy of the Indicative Programme Business Case (IPBC) that is referred to in Council Agenda #5 on Lakeview. Paul Speedy has advised that this report *“has not been made publicly available and unlikely to be so (at this stage) due to commercial sensitivity.”* My request was refused.

15. My submission is therefore incomplete and I reserve the right to add or amend as necessary by way of supplementary information prior to a hearing.
16. Non disclosure of the IPBC report must inevitably limit the value of public submissions being called for at this time. This very important consultation phase is being negated.

Submission Specifics:

17. In the mid 2000's Council undertook a detailed investigation into alternative forms of land tenure other than freehold sale. This was because of the many times Council sold land only to see others quickly benefit from rapidly increasing values, often while still bare land. Furthermore, the suitability of development, when it came was sometimes not in the spirit of the District Plan or in keeping with the neighbourhood. Freehold land sale was always a short lived and at times regretted gain for the community.
18. An investigation into other forms of land tenure began with the aid of expert commercial and legal advice. Council moved carefully through the process with full consultation. The outcome was a detailed tender document that was advertised internationally, three companies were short listed to tender and two companies did so. Council awarded the contract to an Australian property developer in mid 2008, just before the effects of the GFC were felt. The tendering company almost went into receivership and had to withdraw.
19. Times and legislation have changed, this is a new undertaking but the point that I need to make is that all options should be on the table until dismissed by careful analysis, not by 5 short biased paragraphs.
20. Central government sees great future in Public Private Partnerships (PPP) and has embarked on a series of major public buildings in recent years such as the new \$300m Christchurch Justice Precinct and Wakatipu High School (part of a \$300m 4 schools PPP contract). Under the usual PPP model the Crown remains land owner and the contractor builds and maintains the building and leases it back to the Crown for an annual rental. This is much the same as the previous Council leasehold proposal, except that residential buildings are usually either rented or sold to private owners, while Council charges a ground rent. Commercial buildings such as hotels may be built by

either the developer or a hotel operator. The land remains with the lessor.

There are many leasehold land tenure models in the commercial sector.

21. Leases can be for terms from 20 to 120 years, usually the period is well beyond the effective life of the “improvement” i.e. over 100 years for buildings. This ensures a rebuild during the lease period. Leases can also be open ended with termination dependant on performance alone.
22. The sale of publicly owned freehold land means it is gone forever whereas long term leasehold land provides a substantial return forever. The argument is much the same as it was with the sale of the Queenstown airport company, a decision that deserved careful analysis and consultation. This has not yet been achieved for the Lakeview site.
23. The excellent TV3 New Zealand property documentary this week presented by Bryan Bruce concluded that the “property market is driven by profit not public good”. The Government (*and Councils*) has to take control to achieve a good public outcome. “Embrace the concept of long term leasing” – Bryan Bruce.

Conclusion:

- Inadequate information has been provided as background for submitters.
- Key parts of the Council discussion paper Future of the Lakeview Site is clearly biased.
- More detailed information available to Council has been withheld from the public on the basis of commercial sensitivity.
- No detailed analysis or options paper appears to exist.
- The current public consultation/submission process should be stopped pending well researched and balanced information being made available.

Ken Gousmett

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Queenstown 9371

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Attachment – QLDC Future of the Lakeview Site, from Council’s web site invitation to submit on Land Tenure.

The tenure debate

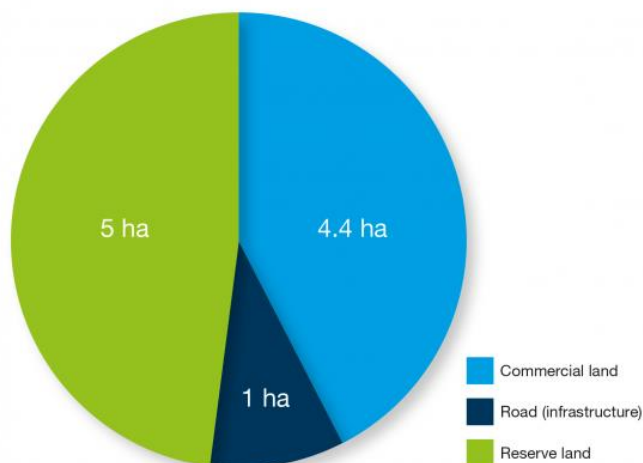
Sitting above Queenstown is the Lakeview site, an exciting piece of Council owned and administered property comprising some 10.4 ha.

The Council has taken a fresh look at the potential for this significant piece of community-owned land.

Within the Lakeview land-holding is approximately 4.4 ha of freehold land; part of the Council’s commercial portfolio. The Council has previously been in a position to ‘sell’ the commercial land but this was shelved due to the Global Financial Crisis and risk that the land-holding benefit would not be optimised. One part of the land was also the preferred location of a proposed convention centre. The success of a convention centre on the site was predicated on ensuring that funding of the project did not fall to ratepayers. The proposal has therefore been set to one side.

Current market conditions combined with recently re-zoning (Plan Change 50) the site, means that now is considered an optimal time to consider taking the commercial land to market and achieve best value for ratepayers.

LAKEVIEW SITE LAND AREAS



Why go to market?

Given this context the Council is also mindful that there is a major investment challenge ahead in terms of the potential development opportunities, both presented by the Queenstown Town Centre Master Plan and the required investment in infrastructure to meet growth. The Lakeview commercial land potentially unlocks an important contribution and also forms an important part of the development of the wider town centre.

While it is critical that the Council holds in reserve community-owned land for future generations, the Lakeview site is a key central site that remains underutilised.

In accordance with Plan Change 50 the commercial land may be developed as a range of small commercial, residential, and visitor accommodation activities. The Council proposes to retain community ownership of parks and reserves on the site including a proposed market square. Including roading corridors this will amount to approximately 6ha of land held by the community in perpetuity. The purpose of this discussion relates to the basis on which the Council will enable the remaining commercial land (circa 4.4ha) to be developed by the market.

The pre-paid challenge

In addition to potentially having an impact on the price the Council will receive for the land there could be other challenges associated with prepaid leasehold tenure.

The terms of expiry of a prepaid lease can be negotiated but commonly the lease expires and any improvements revert to the landowner. In theory this sounds attractive but the legacy could carry a significant risk. As the expiry date approaches owners are incentivised to underinvest in the improvements on the land.

The second challenge, is that the asset being run down is cheap and therefore treated as second-rate housing. The community may find itself taking over ownership of large scale residential apartments that have been completely run down. It may also be faced with significant cost in terms of upgrade or removal. Removal could be potentially problematic faced with a large number of low wage or fixed income tenants and a social dilemma in terms of large-scale displacement.

In general, property advisors estimate underinvestment and deterioration of the area can generally commence some 30 or more years out from the expiry date. Lease conditions may be able to be invoked but are generally considered unenforceable in these circumstances.

With this context the question then becomes one of legacy either way and this needs to be well understood before heading down the prepaid lease route.

The freehold counter

The counter argument is that freehold tenure is more likely to ensure that the value of the property is retained if not increased and therefore investment in the amenity of the property continues to be a desirable prospect. The private sector is most effective and efficient at doing this.

The Council would need to continue to invest in the amenity of the reserve and roading infrastructure on an ongoing basis, regardless of the tenure decision, but the freehold option does ensure that ongoing investment on the remaining property sits firmly with private parties.

If you have any questions please contact the QLDC Services Team on 03 441 0499 or services@qldc.govt.nz