

Attachment 1a:E – Consultation Undertaken

Path consulted with the following stakeholders:

- Te Ropu Taiao, Ngai Tahu
- Federated Mountain Clubs
- Forest and Bird
- Fish and Game

Each stakeholder received the initial consultation document attachment and we held follow up meetings with Federated Mountain Clubs, Forest and Bird and Fish and Game



Stage - Initial Stakeholder Consultation

Description of company and proposed tourism experience in the Eglinton Valley

Purpose

The purpose of this document is to obtain feedback and input from key stakeholders on a tourism concept to be located in the Eglinton Valley, Fiordland.

The document:

- provides information about the company and key people; and
- describes the concept.

Please note that at this stage, the concept is **commercially sensitive and confidential**; albeit we recognize that it will need to be shared with select people within your organization to provide meaningful input.

About Path

Path is a concept created by Abbe Hutchins. Growing up in Fiordland and being an avid walker, she observed that the National Park provided for campers, day walkers and trampers doing a 2-3 night hike but did not cater for those wanting a more comfortable overnight experience.

Path's Vision and Values

Path provides walking and overnight wilderness experiences for the intrepid traveller that values the rewards associated with breaking a sweat but also appreciates comfortable surroundings when it is time to take off their boots.

Path aims to:

- Showcase New Zealand landscapes, produce and hospitality.
- Embed conservation values in its product and operations, adhere to best practice and become a nature-based exemplar in sustainable tourism.
- Change travel patterns, relieving congestion in Milford Sound and on the Milford Road, allowing for the better utilization of shoulder periods.
- Support the communities in which it operates.

The Concept

Fiordland National Park has an international reputation as the Walking Capital of the World with an extensive network of walking tracks, including three Great Walks: the Milford, Routeburn and Kepler Tracks. Likewise, Milford Sound is world-renowned with approximately 800,000 people visiting in 2017. Many of these people drive the Milford Road, taking advantage of the various short walks and day walks en-route.



While Fiordland provides for day walkers and trampers doing a 2-3 night hike, we see an opportunity to provide an overnight wilderness experience within the conservation estate for those wanting something more than a day walk but less than a 2-3 night tramp.

The target market is likely to be active and looking for an authentically New Zealand nature based experience but may not have the time to do a longer tramp or may prefer private rooms and facilities. They are likely to be independent travellers of all ages, both domestic and international, with high disposable income.

Path provides:

- an opportunity to engage with nature and understand the benefits of conservation in a meaningful way
- an architecturally designed, modern and sustainable take on a traditional hut experience, accommodating approximately 40 people
- located in a remote but spectacular location – the Eglinton Valley



During the day travellers can take advantage of existing walking tracks in the area. At night they stay in a modern take on the traditional hut experience; a private but simple room, private bathroom and communal spaces to relax and dine. The evening is also an opportunity to showcase New Zealand hospitality with a hearty meal cooked with locally sourced ingredients. As part of the experience, guests would have access to trained nature guides and interpretative material explaining the significance of Fiordland, specifically, the Eglinton Valley and its unique flora, fauna and natural history. The pricing will reflect the special quality of the experience and be around \$300 per person per night, inclusive of meals.

The Way Forward

Path has developed the business case and sought expert advice on mitigating any environmental impact associated with building and operating accommodation facilities in the Eglinton Valley. The next step is to apply to the Department of Conservation for a concession. Prior to doing this, however, we are keen to get input from key stakeholders to help shape the project design.



The Project Team

Founder	Abbe Hutchins
Advisory Board	Dave Bamford (Chair) Bryan Hutchins, Real Journeys Janice Kirkwood, Astoria Bruce Maunsell, Timber Trail Lodge
Architect	Pip Cheshire, Cheshire Architects
Environmental Consultant	Professor David Norton, University of Canterbury
Wastewater Consultant	John Cocks, Consultant Engineer
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21 September 2017