
Abel Tasman and Kaiteriteri Allocation Assessment Process

Information Sheet

The Department is implementing an open allocation process for the limited supply opportunities within the Abel Tasman National Park, Abel Tasman Foreshore Scenic Reserve and Kaiteriteri Recreation Reserve.

The allocation process is separate from the concession process. The allocation stage is used to assess and rank operators, and it determines how many allocations will be awarded to each applicant. Once allocation decisions are made, only the successful operators will move onto the concession assessment stage. To avoid any delays, we encourage you to submit both the allocation application form and the standard concession application form at the same time.

The granting of a concession allows for the operation of a business on public conservation land. Concessions granted will be for a term of 10 years. This will provide more certainty for operators to plan their activities. The Department recovers costs for processing concession applications. A quote for the concession process will be communicated in April 2026.

Businesses must have both an allocation and a concession to operate in the Conservation area. The success in securing one of these does not guarantee the success of the other.

Applicants seeking concessions (or equivalent) in the Abel Tasman National Park or the Kaiteriteri Recreation Reserve should note the *Stafford v Attorney-General* litigation, a live litigation matter relating to ownership of specific areas of land within Nelson, Motueka, and Golden Bay. In relation to concessions, there is commitment from all parties to ensure concessions, or their equivalent, can progress.

Applications for allocations open **Monday, 10 November 2025 and close 5pm, 19 December 2025.**

All enquiries regarding this document and the application process must be made via email to abeltasmanallocationprocess@doc.govt.nz by **5pm, 19 November 2025**. Enquiries received after this date and time may not be answered. Enquiries will be collated with answers shared to all applicants and on the Department's website by **5pm, 26 November 2025**.

Allocation process

Applications will be evaluated by the Assessment Panel against the criteria which are equally weighted (Appendix 1).

The Panel is expected to include representatives from:

- The Department
- Tasman District Council
- Kaiteriteri Recreation Reserve Board
- Iwi, hapū and whānau as determined by iwi, hapū and whānau
- Representatives of the plaintiff, as determined by the Replacement Trustees

The Regional Harbourmaster will be asked to provide advice on any navigational or maritime safety considerations relevant to water-based activities but will not be on the Panel.

Nelson Regional Development Agency will be an advisory member on the Panel. This will ensure local tourism context is considered in the process, while managing any potential conflict of interests.

A probity advisor will oversee the allocation process as an impartial representative to ensure a fair and robust process and provide an independent assurance review.

Conflicts of interests will be declared and managed in line with the Department's policies. The Panel will be tasked with assessing the applications against the criteria and provide ranking recommendations to the Department to make the final allocation decision.

Applicants are required to demonstrate their experience, capability and capacity against the criteria. The Panel will assess applications and make recommendations based on the information provided and will not be requesting additional information from applicants or other sources.

The quality of evidence and standards demonstrated by applicants will be important determinants in the evaluation process. For example, simply stating the applicant has a required attribute without providing examples may be assessed as being of little or no weight to attract a score. Similarly, general information or statements that do not demonstrate success, experience or explain actual roles and responsibilities may also be given little to no weight in the evaluation process. The table provided in Appendix 1 sets out a variety of examples that could help demonstrate how an applicant meets the criteria. This is not an exhaustive list. It is up to each applicant to determine how best to demonstrate they meet the selection criteria.

Applicants will be required to meet a minimum score in order to receive an allocation. Each criterion will be ranked out of 10 with a possible maximum overall score of 50. For each criteria the applicant must score over five or more, equating to an overall minimum score of 25, in order to receive an allocation. The scoring scale is attached in Appendix 2.

Finalisation of permits

The Department aims to notify applicants of their allocations by the end of March 2026. The Department may request additional information from applicants ahead of granting a concession if required.

Concessions will be granted for a 10-year term and will specify the activities and allocation being authorised. However, the Department reserves the right to review and adjust allocation levels every three years. This will allow the Department to make any necessary changes required as a result of changes in the operating environment or in relation to utilisation levels. These changes could be increases or decreases in allocation numbers. The process for reviewing and amending allocation levels will be specified in the conditions of the concession.

Surrenders

The Department will not be implementing a temporary or short-term surrender process for unused allocation at this time. The Department will be retaining the ability for concessionaires to loan activities between themselves. However, concessionaires will be required to notify the Department of any loans. Concessions will include conditions on the loan of activity, and these may be reviewed at the three-year mark.

Flexible allocation pool

The Department will assess whether a flexible pool of allocations is needed based on the outcome of the allocation process. If allocations remain unassigned, the Department will explore the development of an online booking system to allow concessionaires to purchase additional allocations, as needed. Concessionaires would need proof of a customer to access this pool and cannot speculatively book.

Allocation review

After three years, utilisation of allocations will be reviewed. This will include an assessment of concessionaire loaning activity and a flexible pool (if implemented). This may see a change in allocation numbers.

Timetable

The following timetable provides an outline of the proposed timing of this allocation process. All dates are indicative only and may be clarified or amended if required.

Stage	Date
Applications open	10 November
Questions submitted by potential applicants	19 November
Answers provided by the Department	26 November
Application period closes	19 December
Panel assessment	February
Decision made by Department	Early March
Applicants notified of allocation outcome	End of March
Concession process commences	April 2026

Due diligence

The applicant:

- Must conduct, and is entirely responsible for conducting, their own independent investigations, analysis and other due diligence in respect of all matters associated with this request for applications.
- Must form their own independent opinion, including as necessary obtaining its own independent professional advice, as to whether to submit an application and on what basis.
- Must seek clarification on any uncertainties or ambiguities in the application documents before submission.
- Must verify all information provided in their application to the best of their ability.

Activity fees

A fee assessment has been completed for the foreshore crossing and guiding activity fees associated with this allocation and concession application process. These activity fees and further fee information is provided below.

Any proposed activities requiring a bespoke pricing approach, or that are outside this group of common activities, will be priced during the concession application process.

All activity fees are reviewed on a three-yearly basis through the Department's standard rent review process.

Abel Tasman Foreshore Scenic Reserve – foreshore crossing activity fees

(Based on the existing pricing framework for Abel Tasman Foreshore Scenic Reserve foreshore crossings - 6.2% of average one-way fares excluding GST at 1 November 2025)

Activity	Adult activity fee (plus GST)	Child activity fee (plus GST)	Infant activity fee (plus GST)
Water taxi activity:	\$3.19 per person-movement aged 18 years and over dropped off or picked up, with a limit of \$6.38 per client per day.	\$1.59 per person-movement aged 5 to 17 years dropped off or picked up, with a limit of \$3.19 per client per day.	No fee for clients aged less than 5 years.
Charter boat activity:	\$6.38 per client aged 18 years and over, with a limit of \$6.38 per client per day.	\$3.19 per client aged 5 to 17 years with a limit of \$3.19 per client per day.	No fee for clients aged less than 5 years.
Water-based commercially guided activity:	\$6.38 per client aged 18 years and over with a limit of \$6.38 per client per day.	\$3.19 per client aged 5 to 17 years with a limit of \$3.19 per client per day.	No fee for clients aged less than 5 years.
Cruise ship activity:	\$6.38 per client per day for each client aged 18 years and over on a cruise ship setting foot on the Land.	\$3.19 per client per day for each client aged 5 to 17 years on a cruise ship setting foot on the Land.	No fee for clients aged less than 5 years.
Servicing floating accommodation activity:	\$3.19 per client dropped off or picked up by servicing floating accommodation activity.	\$1.59 per client aged 5 to 17 years dropped off or picked up.	No fee for clients aged less than 5 years.

Kaiteriteri Recreation Reserve – use of beach access point activity fee

\$1.25 plus GST per person movement per day up to a maximum of \$2.50 plus GST per client per day.

This activity fee aligns with the Department's standard boating activity fee. The Department intends to review boating activity fees within the next 24 months. Applicants should note this is likely to result in a fee increase. Any changes will be implemented through the standard rent review process.

Guiding activity fees (land and water based)

Guiding concessions will continue to be subject to the Department's standard per-person guiding fees. Current fees are listed below.

One hour or less	\$2.00 plus GST
More than 1 hour but no more than 4 hours	\$7.50 plus GST
More than 4 hours but no more than a calendar day	\$15.00 plus GST

The allocation consultation document noted the Department is considering seasonal activity fees and minimum activity fees. Neither will be introduced at this time.

Concessions are also subject to other fees such as a processing fee, an annual management fee, and monitoring fees. These fees will be communicated during the concession application processing stage.

Submission of Applications

Lodgement details

Applications must be lodged via email to abeltasmanallocationprocess@doc.govt.nz by 5pm, 19 December 2025. Lodgement of applications to any other email address or employee of the Department may not be accepted.

Further information on request

The Department may seek clarification of applications, including requesting the provision of further information as part of that clarification. Requests for further information will be made via email to the applicant.

Appendix 1: Selection Criteria

Please note that the bullet points provided in the table below are examples of information that could help demonstrate the criterion is being met. The Department recognises that operators are likely to have a variety of different ways of illustrating they meet the criteria depending on the nature of their operation.

The Department may provide any information and evidence to the Panel to support the assessment of applications.

Criteria	Description	Example of what an operator could provide
Operator experience	Provide evidence of the operator's past performance and experience in this or related operations that support the operator's ability to comply with all necessary regulatory requirements.	<ul style="list-style-type: none">• Operator can demonstrate compliance with conditions of their concession, including concessions held in other areas of New Zealand.• The operator has worked constructively with the Department to resolve any compliance issues and areas of improvement identified.• The operator provides timely notification of incidents to the Department.
Impacts on and benefits to conservation	Demonstrate the operator's contribution to achieving conservation outcomes including processes in place to mitigate visitor impacts and preserve the historic and natural values of the area.	<ul style="list-style-type: none">• In-kind returns to conservation.• Contribution to conservation, scientific, and mātauranga research.• How the operator mitigates the impacts of visitors.
Recognising Treaty rights and interests	Describe how the operator raises visitors' awareness, knowledge, and understanding of mana whenua connection to and aspirations for the area.	<ul style="list-style-type: none">• A description of the operator's cultural capability and understanding of mana whenua's connection to and aspirations for the area.• Examples of any educational material provided to visitors and evidence of any input from mana whenua during development.• Evidence of an active and positive relationship with mana whenua.• Importance of taonga (resource or land) to the activity.• Utilises and enhances kaitiakitanga, connection to whenua, and customary practices (may include modern technology).• Promotes general awareness of tikanga and mātauranga Māori.

Offerings to visitors	Describe the operator's offering to visitors, including how they align with the vision and outcomes outlined in the relevant Management Plans.	<ul style="list-style-type: none"> • Quality of experience offered to customers. • Readiness of the applicant to begin their operation. • How the operation meets the vision and outcomes for the place as outlined in the relevant Management Plans. • Information provided to visitors about the natural history of the park and reserves including the rules in place to manage these areas.
Benefits to the local area	Describe the benefits that the operators brings to the local area, including economic, social, cultural, and educational benefits.	<ul style="list-style-type: none"> • Employment or training opportunities provided. • Enhance cultural, historic or conservation narratives at place. • Build authentic relationships with mana whenua and communities. • Operators seeking a concession for Kaiteriteri Recreation Reserve could show how they alleviate parking pressures at the reserve, which is a known issue in that area.

Appendix 2: Proposed scoring scale

Rating	Definition	Score
Exceptional	Exceeds the requirement to an exceptional extent. Exceptional demonstration by the Operator of the capability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Major and enduring cost transparent benefits and/or innovation with reduced risk and supporting evidence. Demonstrates ability to go beyond DOC's requirements and add measurable value.	10
Outstanding	Substantially exceeds the requirement. Extensive demonstration by the Operator of the capability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Major cost transparent benefits and/or innovation with little or no risk and supporting evidence.	9
Excellent	Significantly exceeds the requirement. Sound understanding of the requirements and demonstration by the Operator of the capability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Significant cost transparent benefits/innovation with few risks and supporting evidence.	8
Very good	Exceeds the requirement in some aspects. Above average demonstration by the Operator of the capability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Moderate cost transparent benefits / innovation with little or minor risks and supporting evidence.	7
Good	Satisfies the requirement with some minor benefits. Demonstration by the Operator of the capability, understanding, experience, skills, resources, and quality measures required to provide the goods / services, with supporting evidence and/or cost transparency. Minor benefits may have some risk or increased cost.	6
Acceptable	Satisfies the requirement. Demonstration by the Operator of the capability, understanding, experience, skills, resources, and quality measures required to provide the goods / services, with supporting evidence and/or cost transparency.	5
Fair	Minor reservations The answer conveys compliance but lacks some evidence and/or cost transparency. Some minor reservations about the Operator's capability, understanding, experience, skills, resources and quality measures required to provide the goods / services.	4
Marginal	Considerable reservations The answer is compliant but lacks credible evidence and/or cost transparency. Some	3



	significant reservations about the Operator's capability, understanding, experience, skills, resources and quality measures required to provide the goods / services.	
Poor	Serious reservations The answer is partially non-compliant and has little supporting evidence. Major reservations about the Operator's capability, understanding, experience, skills, resources and quality measures required to provide the goods / services. Operator would need extensive guidance.	2
Unacceptable	Substantially non-compliant. Insufficient evidence provided to demonstrate that the Operator has the capability, understanding, experience, skills, resources & quality measures required to provide the goods / services, with little or no supporting evidence.	1
Totally non-compliant	No answer provided or is totally non compliant and does not attempt to meet the requirement.	0

