



3 March 2022

To Whom It May Concern

I am writing in relation to providing a reference for the Motutapu Outdoor Education Trust (MOET) in support of their concession application. I am the owner operator of Auckland Sea Shuttles that has been established since 2013 providing chartered water taxi services within the Hauraki Gulf.

Across a period of eight years, I have formed a close working relationship through the provision of regular services to the Trust (MOET) and their clients. At all times I have found their professionalism, business conduct and organization skills to be of an extremely high level. The staff all display professional conduct and are helpful and courteous, a reflection of the standards set.

Examples of the high standards set include; the significant bio security measures that they expect of others and themselves,, clear communication channels that are helpful and straightforward, assisting other island stakeholders whenever they can in terms of efficient and cost effective logistics of people and goods, and briefing visitors and contractors appropriately pre travel to ensure that all requirements are clear with safety paramount.

Their passion and commitment is evidenced throughout communications that I have been privy to. The feedback received from clients that I have had direct contact with has been nothing but positive. Their "make it happen" attitude is one that shines through with thousands of rangatahi and the wider community experiencing outdoor recreational activities that otherwise they may not be able to enjoy.

There is no doubt in my mind that the lifelong impact of the experiences provided by the Motutapu Outdoor Education Trust for these rangatahi assist them to develop, grow and contribute community wide. This takes a special set of skills.

The Motutapu Outdoor Education Trust (MOET) has the business skills, resources and the passion to continue to successfully and sustainably operate the facility situated at Raupoiti/Administration Bay well beyond the current concession. I unreservedly support their concession application.

Yours faithfully,

Steve Latham
Director
021 779 371