

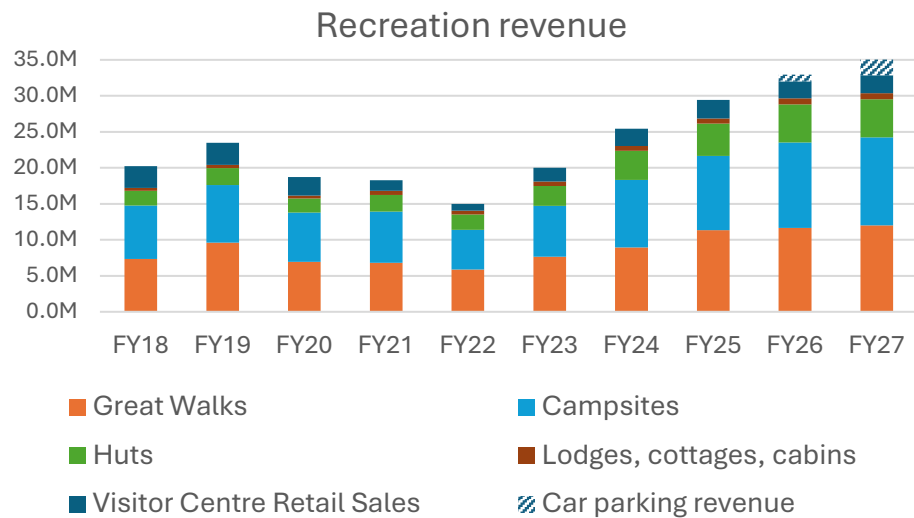
Revenue generation

Carparking revenue pilot

Summary |

DOC has a significant revenue opportunity in paid carparking at sites with high visitor volumes, in particular, where international tourists visit. You have asked DOC to identify a scaled back opportunity to pilot paid carparking. We now propose a pilot at two sites: Dolomite Point (high volume) and Roys Peak (lower volume). This would enable us to test different technology, pricing, and models.

The scale of the opportunity |



9(2)(i)

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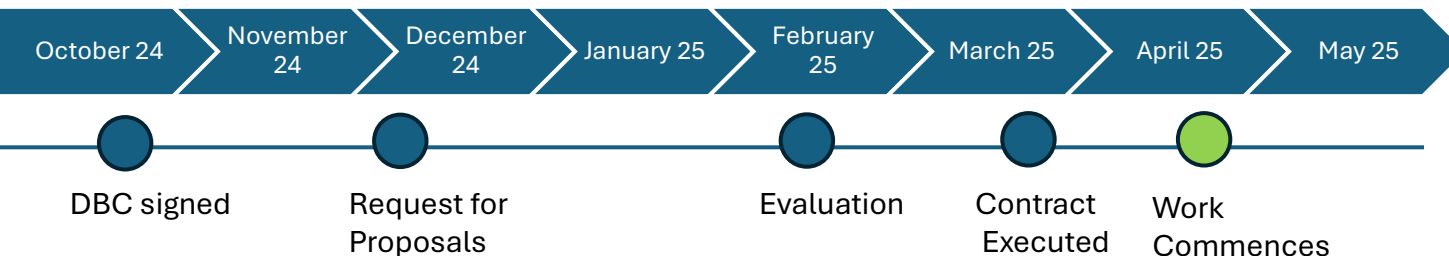
Case study – Milford Sound carpark

- 9(2)(i)
- 9(2)(b)(ii)
- 9(2)(b)(ii)

Technology |

Each site will have unique technology requirements and we plan to trial several options:

- Licence Plate Recognition cameras (LPR) for fee enforcement
- Pay-by-plate parking machine(s)



Assessment of Commercial Models |

- Once funding is confirmed, we will begin a Request for Proposals (RFP) to support our carparking pilot. This will ensure we are testing the market and the range of commercial models available to us.

9(2)(b)(ii)

- There are two clear models that vendors use:
 - DOC owned.** DOC pays upfront capex and pays vendor to service hardware, and for enforcement services. Vendor charges a fixed or % fee.
 - Vendor owned/managed.** Vendor fund/own the car parking hardware and provide enforcement services. Vendors take % of revenue.
- A third possible model is through a **concession**. A concessionaire could run and manage the carpark, for example, 9(2)(i)

Process from here |

- Once we have run an RFP we will assess the costs and benefits of the models above, and any other models from vendors we have yet to survey.
- At that point we expect to have a much clearer picture of both the costs and revenue generation opportunities.
- Note:** Initial cost estimates and revenue modelling In July were based on technology pricing provided 9(2)(i)

Carparking revenue pilot – Dolomite Point and Roys Peak

Dolomite Point ~110K vehicles annually

Visitors to Punakaiki/Pancake Rocks and the soon to open exhibition centre. Pre-COVID the site had up to 500K visitors per annum.

We will explore:

- Pay-by-plate parking machine(s)
- 9(2)(i)
- Licence Plate Recognition cameras (LPR) for fee enforcement
- Contracted third-party onsite car park warden/support
- 9(2)(i) to form, seal, and line mark the southern car park.



Roys Peak ~38K vehicles annually

This car park at the beginning of the popular Roys Peak Track, near Wanaka. It sees 181K visitors annually. This is a sealed car park with spaces delineated.

We will explore:

- 9(2)(i)
- Pay-by-plate parking machine(s)
- LPR camera on single entry/exit for enforcement
- Part-time DOC rangers/wardens for pilot
- Monitoring road-side parking and other unintended consequences
- Working with council to stop visitors parking on road reserve



		Notes
Year1 Revenue	9(2)(i)	Estimated using hourly rate & 90% compliance
Year1 OPEX	9(2)(i)	Estimate and tendered
Year1 Operating Profit	9(2)(i)	Not full profitability as does not include non-operating costs
CAPEX	9(2)(i)	Year 1: Parking payment hardware and software, wheel stops in southern car park Year 2: \$1.1 M to form and line marking in southern car park
NPV	9(2)(i)	10 years (5% discount rate)
Benefit/Cost Ratio	9(2)(i)	10 years (5% discount rate)

		Notes
Year1 Revenue	9(2)(i)	Estimated using daily rate & 90% compliance
Year1 OPEX	9(2)(i)	Estimate and tendered
Year1 Operating Profit	9(2)(i)	Not full profitability as does not include non-operating costs
CAPEX	9(2)(i)	Year 1: parking payment hardware and software
NPV	9(2)(i)	10 years (5% discount rate)
Benefit/Cost Ratio	9(2)(i)	10 years (5% discount rate)



9(2)(b)(ii)

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