

Devonport Wharf Unit 7

Leasing Opportunities
Expressions of Interest (EOI)



Procurement Number: **234-21-157-GS**



The Opportunity

AT is inviting Expressions of Interest (EOI) from potential operators for one available retail unit in Devonport Wharf.

Devonport Wharf continues to be developed to be a world-class facility, suitable for Auckland's growing transport needs. It is a prominent transportation hub in Auckland, serving crucial link between Devonport and downtown Auckland, offering both ferry and bus services, as well as providing Waiheke Island ferry service during the weekend.

Unit 7 is well positioned amongst other quality retailers including large anchor tenants, restaurants Devon on the Wharf, and The Kestrel.

DEVON
On The Wharf



KO KO DAK
KOREAN FRIED CHICKEN



Tui
GIFTS



Location

Devonport Wharf is located in the harbour side suburb of Devonport on Auckland's North Shore, forming the northern side of the Waitemata Harbour.

Devonport Wharf is operated by Auckland Transport and is serviced by regular commuter and tourist ferries.

The area has undergone extensive improvements including the roll out of new retail spaces in the wharf building, improved pedestrian connections with the addition of a new modern board-walk and an upgrade of Marine Square.

This follows the successful opening of new retail tenancies and restaurants in the wharf building.

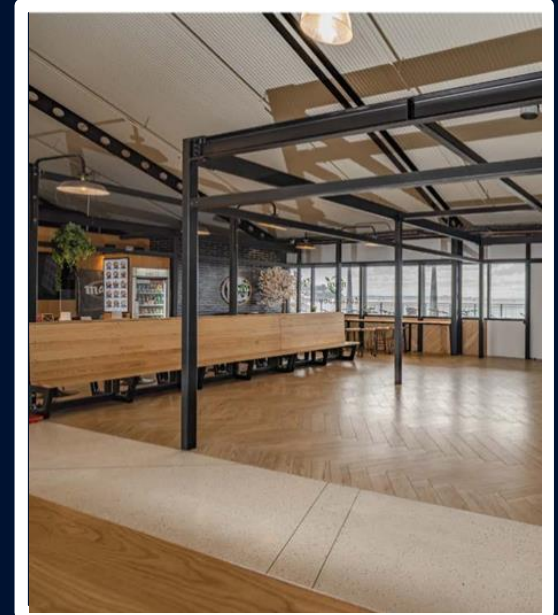


The Tenancy

We are inviting EOI applications for a new 40m² space with 46m² seating area (Unit 7) within Devonport Wharf.

Successful operators will be focused on delivering a high-quality offering catered towards the commuter market and tourists using Devonport Wharf.

Please refer to Tenancy Manuals (Attachments 1 and 3) for tenancy base-build inclusions and operational requirements for Unit 7.



 Unit 7



AT Purpose & Values

Successful operators will align their offering to AT's Purpose and Values.

Our purpose and values go to the heart of our culture – who we are as an organisation, how we behave, our aspirations and what we want to achieve together for Auckland.

Purpose

Why we exist

Easy Journeys
Connecting people and communities

Values

Who we are

Auahatanga - Better, bolder, together
Manaakitanga - We care... Full stop
Tiakitanga - Safe with us
Whanaungatanga - We connect



Agreement to Lease Details



Attached to this EOI is AT's standard Agreement to Lease for Unit 7 (**Attachment 4**), Devonport Wharf.

The final terms of each Deed of Lease, attached to each Agreement to Lease, will be subject to AT Management approvals.

Proposals will be evaluated against expected market rental.

As part of the evaluation criteria, AT will consider the use and tenancy mix in forming what it believes to be the best uses for Unit 7, Devonport Wharf.

EOI Response Requirements

We have provided specific criteria in this EOI document that must be met when submitting a proposal.

We have provided the weighting for each category of the Evaluation Criteria shown as a percentage in the tables. All proposals received will be evaluated by an AT panel against this weighted criteria.

What is required to submit an EOI:

- **Proposal document**—applicants may follow the EOI Response Template provided (**Attachment 5**).
- Any other information or supporting documents that you believe is relevant to your submission.



Evaluation Criteria

The below table shows the weighted criteria given to assess your proposal. Applicants are requested cover each aspect of these criteria in their proposal submission. AT will also assess proposals in alignment with the AT the criteria identified and AT Purpose and Values (**Attachment 3**).

Evaluation Criteria	Requirements	Guidance
Proposed use, product or service offering	<ul style="list-style-type: none"> • Outline the proposed service offering for the tenancy. • Outline why the proposed service offering is complimentary to the transport network and supports an enhanced transport experience in Devonport Wharf. • Define your target customer/audience and why your offering will appeal to them. • Outline the social impact and local relevance of your proposal including how you will engage locally to benefit the wider community. 	25%
Service Delivery Model	<ul style="list-style-type: none"> • Outline your service delivery model including proposed hours of operation, staffing levels and training. 	20%
Rental offer and Covenant Strength	<ul style="list-style-type: none"> • Outline your annual rental offering including the annual base rental and turnover percentage rental share. • Provide evidence to support your financial position (statement of financial position, company accounts or bank guarantee). 	25%
Track Record	<ul style="list-style-type: none"> • Outline you track record of operating in a commuter/transport-oriented setting. Include any references. 	15%
Business and Marketing Plan (including fit out)	<ul style="list-style-type: none"> • Detail your business and marketing plans to show your ability to support the business and enhance the commercial opportunity. • Outline your fit out design and plan, detailing how it meets all consenting requirements for the site. 	15%



Attachments

Attachment	Document
1	Tenancy Manual – Unit 7, Devonport Wharf
2	Base build photos – Unit 7, Devonport Wharf
3	Auckland Transport Purpose and Values
4	Draft AT Agreement to Lease and Draft Deed of Lease – Unit 7
5	EOI Response Template





Thank you

We look forward to your proposals!

