

Procurement Number: 754-24-497-GS

Manukau Bus Station

Retail Unit 3

Leasing Opportunities

Expressions of Interest (EOI)



The opportunity

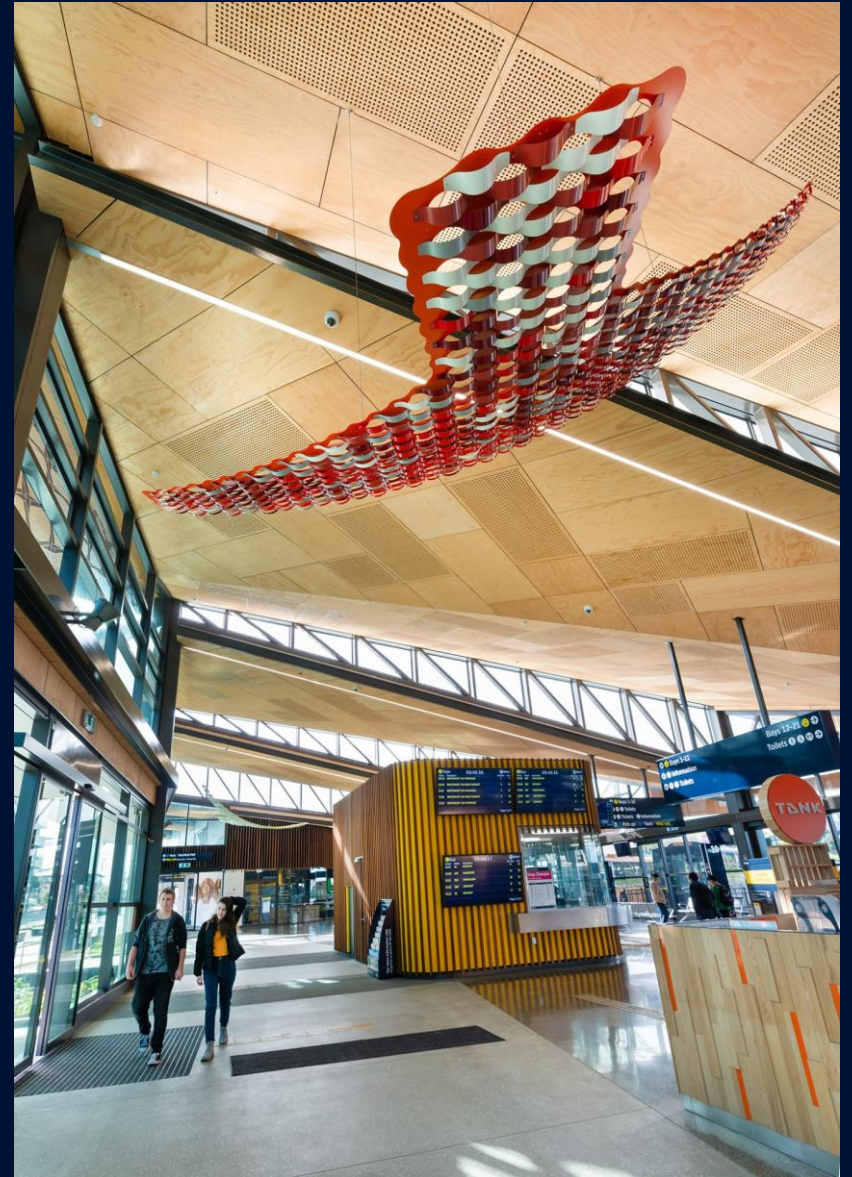
AT is inviting Expressions of Interest (EOI) from potential operators for the retail unit at Unit 3 Manukau Bus Station

Manukau Bus Station has been developed as a world-class facility, suitable for Auckland's growing transport needs.

Unit 3 is well positioned amongst other quality retailers including:

- Break time
- U Sushi
- Brew'd Hawt

Any real estate agencies seeking to represent potential tenants through the EOI process may participate through a general agency on the terms set out in Attachment 4.



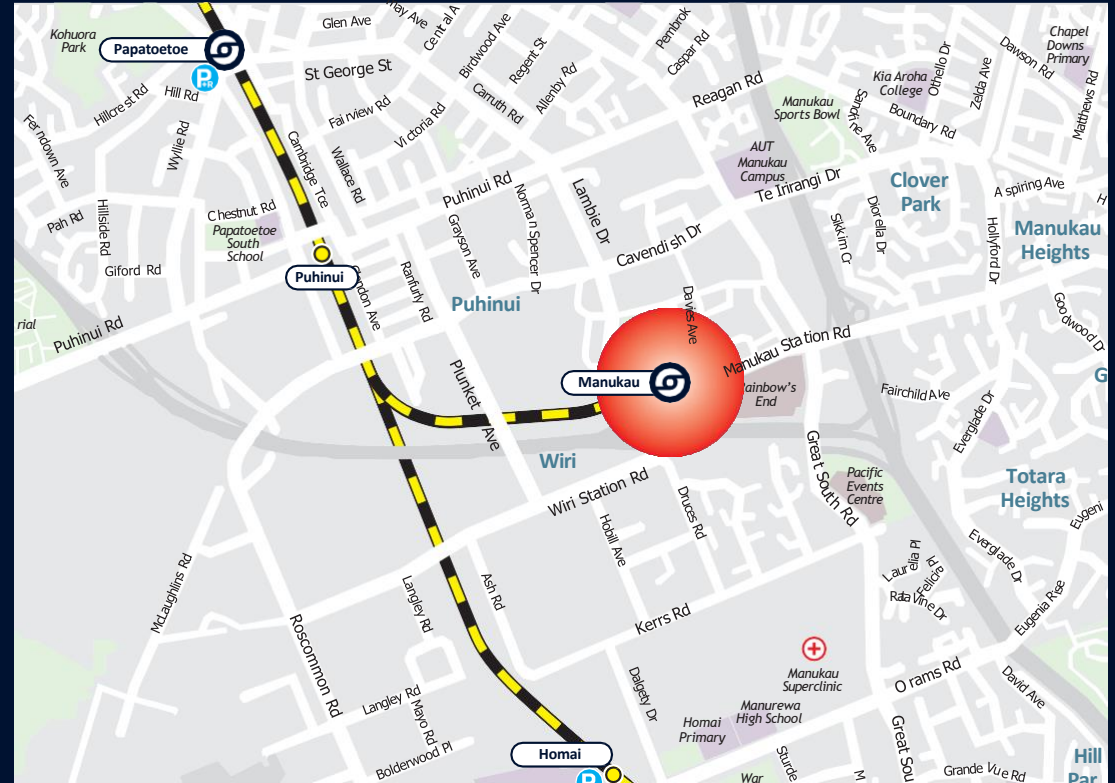
Location

Framed by magnificent coast, populated by vibrant communities, and dotted with beautiful parks and heritage sites, Manukau is the place to experience the cultural heart of New Zealand.

The township itself is a bustling cosmopolitan centre, home to the biggest Polynesian community in the world.

Manukau Bus Station is a local and regional bus hub which, combined with the adjacent Manukau Train Station, forms an integrated bus and train interchange for Manukau. It is also one of the key stops for Intercity in Auckland connecting travellers & tourists to the rest of North Island

It connects students at the Manukau Institute of Technology (MIT) campus to the transport network and is also close to Westfield Mall, Rainbows End, Vector Wero Whitewater Park and the Vodafone Events Centre.



The tenancy

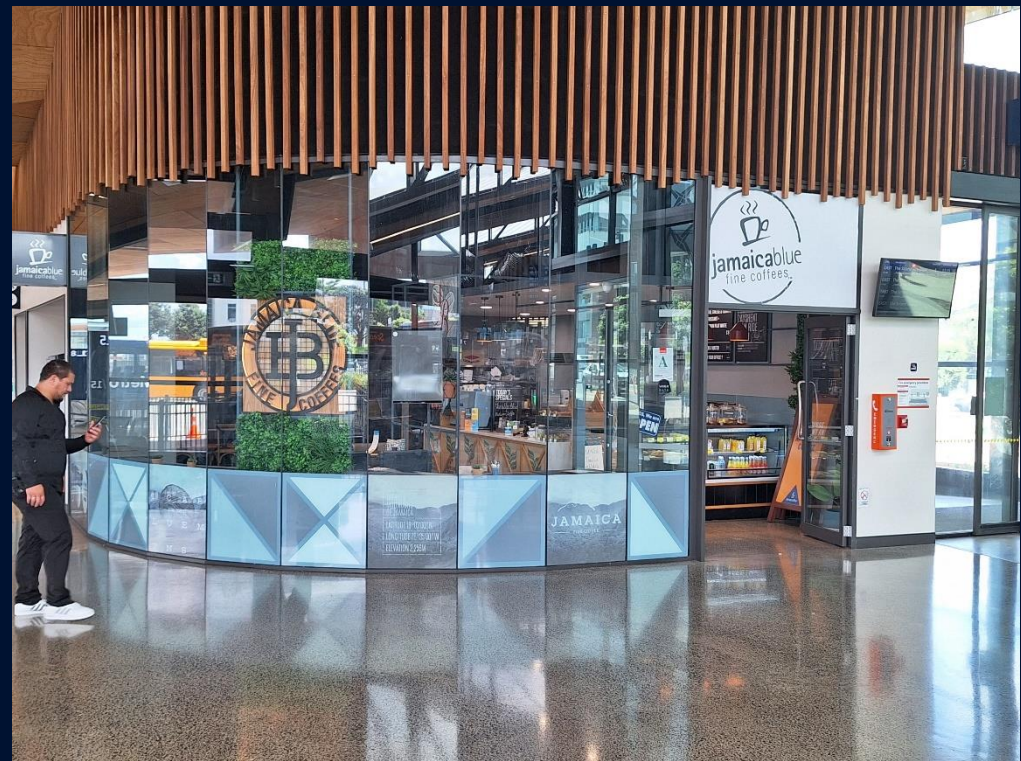
We are inviting EOI applications for an 82 sqm retail space (Unit 3) within the Manukau Bus Station.

The successful operator will be focused on delivering a high-quality offering catered towards the commuter market as well as local customers using the Station facility.

For reference please also see the Tenancy Manual (Attachment 1).

Key Features:

- 82sqm retail space available
- High foot traffic
- Across the road from Westfield, MIT campus and Manukau Train Station
- Key stop for InterCity bus services



Customer peak times

The below graphs show the average number of AT bus passenger Boarding's and Alighting's per 24 hour period at Manukau Bus Station.

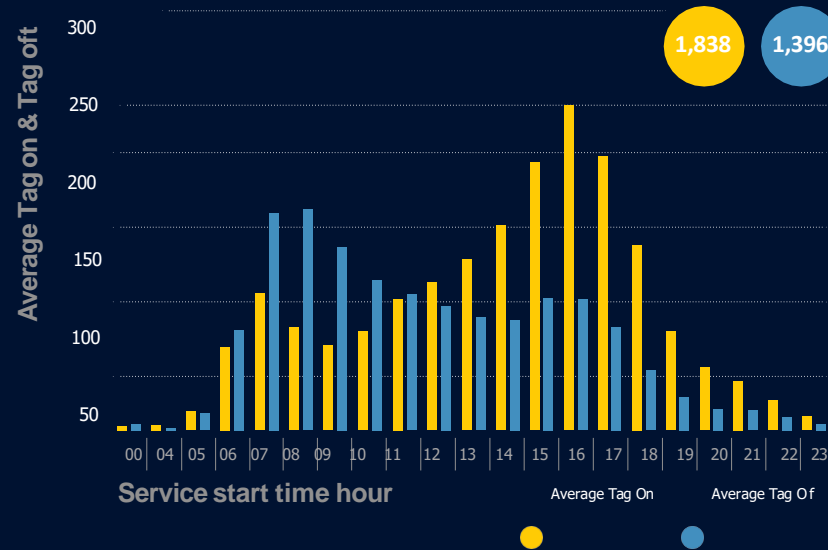
The time periods are between February 2019 – January 2020; February 2020 – January 2021 and January 2023 – December 2023

Note: this data does not include casual users of Manukau Bus Station.

Manukau Bus Station – Tag on and tag off by transaction hour

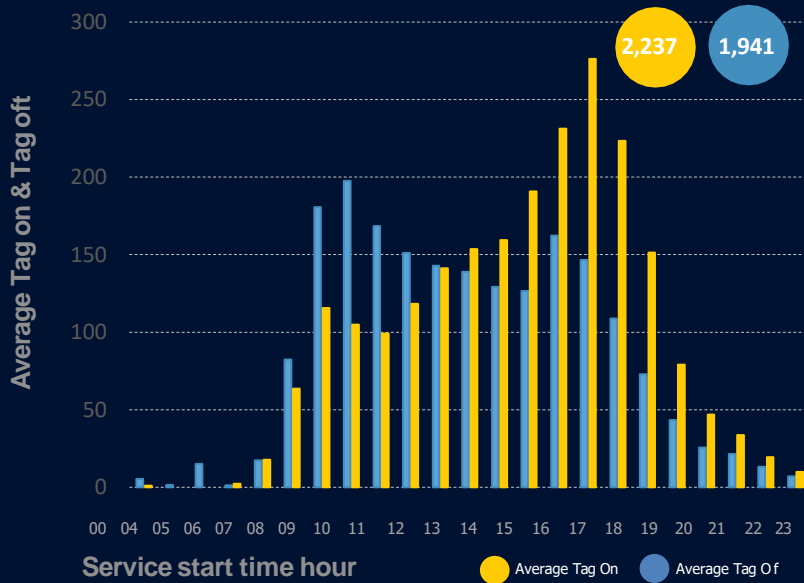
February 2019 – January 2020

Average daily tags



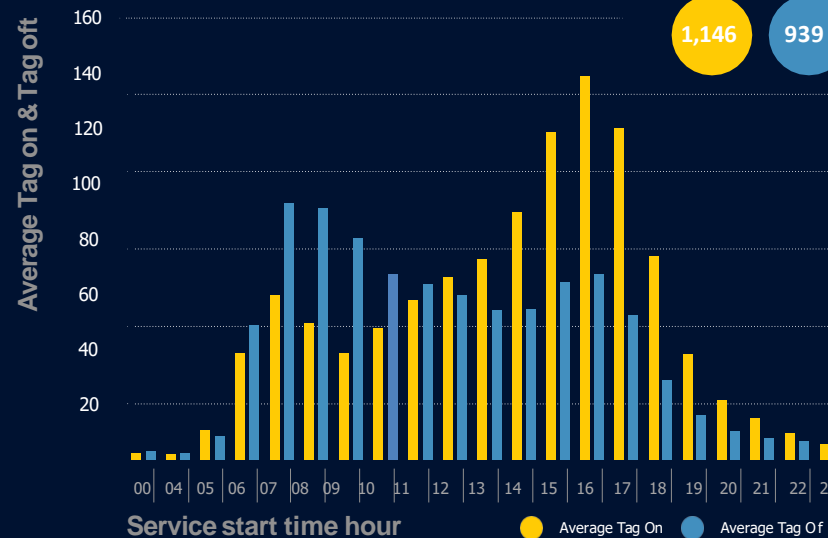
January 2023 – December 2023

Average daily tags



February 2020 – January 2021

Average daily tags



AT Purpose & Values

Successful operators will align their offering to AT's Purpose and Values (Attachment 2).

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

Manukau Bus Station

Manukau Bus Station

Bay 1-9
Toilets

Bay 10-21
Information
Toilets

Manukau Bus Station

Lease Details

Attached to this EOI is AT's standard Lease for Unit 3 (Attachment 3), Manukau Bus Station.

The final terms of the 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 3 Manukau Bus Station.

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 4).
- **Acceptance of EOI Preconditions** (outlined page 8). Please accept the Preconditions in the EOI Response Template.
- Any other information or supporting documents that you believe is relevant to your submission.



Leasing Preconditions

In order to be successful applicants must acknowledge and accept the following preconditions:

Preconditions

The terms of Auckland Transport's Deed of Lease are acceptable.

The tenant has the ability to sign the Deed of Lease within two weeks of issue.

The tenant acknowledges the fitout design and plans must meet all necessary consenting requirements.

All associated costs and consents to meet the above requirement are the responsibility of the tenant.

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 1**).

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 the Manukau Bus Station. • 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 your track record of operating in a commuter/transport-oriented setting. Include any references. 	15%
Business and Marketing Plan (including retail kiosk design)	<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 fitout design and plan, detailing how it meets all consenting requirements for the site. 	15%

Attachments

Attachment	Document
1	Unit 3 Manukau Bus Station Tenancy Manual
2	Auckland Transport Purpose & Values
3	Agreement to Lease with form of Deed of Lease
4	EOI Response Template
5	Terms of General Agency

Thank you

We look forward to your proposal.