

APPENDIX D

TEAM DETAILS

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CAPABILITY STATEMENT



Common Ground is one of New Zealand's only dedicated urban design consultancies.

Our experience and expertise in design-led planning has been honed leading numerous high profile and successful development projects of all scales across Australasia and beyond over the last 20 years .

We are committed to designing and delivering attractive, safe, vibrant and sustainable high quality environments for communities to live and prosper.

Whether in rural or urban settings, Common Ground is committed to the delivery of sustainable high quality environments.

We add value throughout the planning and delivery process by applying creative design thinking and managing all stages of our projects. We combine feeling, intuition and inspiration with rationality and analysis.

We believe that Urban Design only starts with engagement. Engagement with the physical context and engagement with the stakeholders. The production of a plan or design is a process, not a destination.

We offer not only defined Urban Design skills but a way of creating Urban Design led projects that deliver "good urban form" that is both **exciting and sustainable**.

We project direct and manage the broad range of professional skills that are necessary to create great places – ensuring that value is "engineered in" not "out" of projects.

This approach unlocks new opportunities for the way people work and the way they live, in environments that have meaning.

While our designs are intuitive and inspirational, they are balanced by a depth of experience and empirical data. This ensures that our client's objectives that are not only sensitive to site and community conditions but are desirable for end users.

We use every step of the planning process to identify opportunity and value in design, and unlock efficiencies in delivery.

Urban Design quite simply is crafting the places where we live, or creating new urban environments that are more sustainable, integrated, viable and joyful.

It's about how we want to live.

The major environmental and economic challenges facing the world today stem from, or are affected by, the structure, form and design of our urban places.

Urban Design is a technical approach to understanding the structure of urban settlements and instilling the conditions for a flourishing economic life, the prudent use of natural resources and for social progress.

Beautiful cities are successful cities that keep and attract people and business. They encourage innovation and growth.

Quality design creates lively places with distinctive character; streets and public spaces that are safe, accessible, pleasant to use and human in scale; places that inspire.

> Project Direction & Feasibility

> Strategic Plans & Land Use Planning

> Urban Renewal / Economic Strategies

> Major Urban Interventions

> Integrated Infrastructure Solutions

> Masterplans

> Town Centre Design

> Urban Landscape Design: streets, squares, promenades and parks

> Precinct / Neighbourhood Design

> Integrated High & Medium Residential Density Building

> Planning & Guidance

> Architectural Design

> Private Landscape

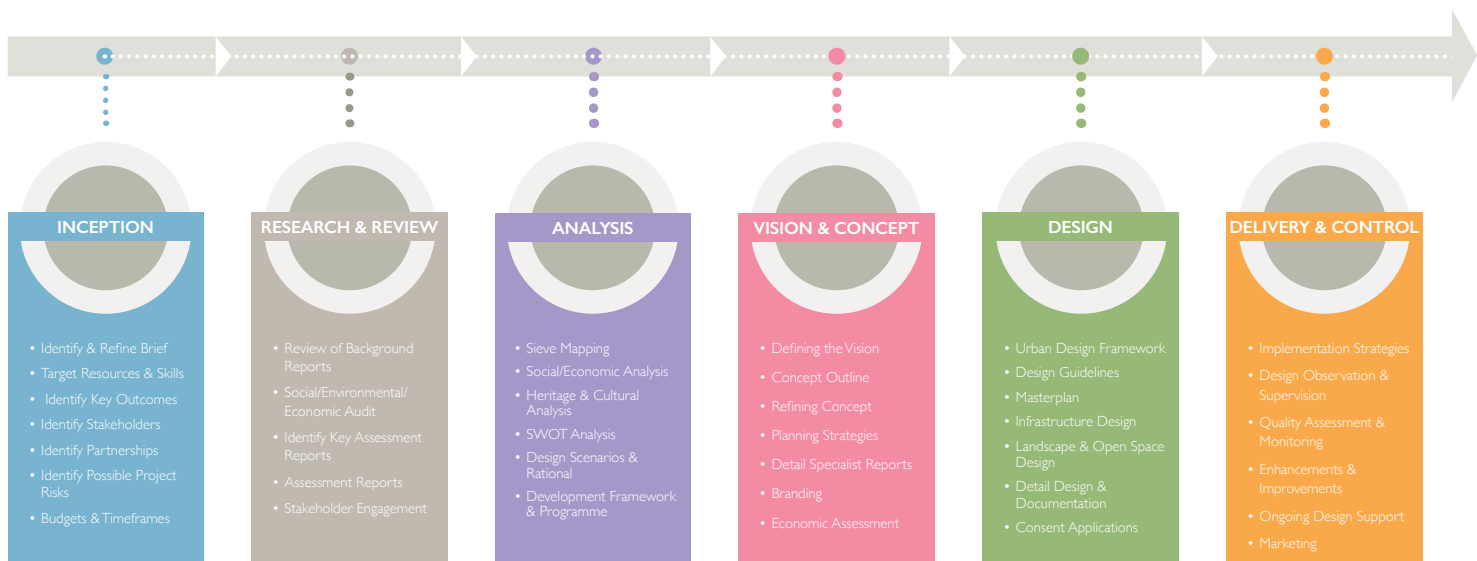
The right vision and the right team are critical for delivering the best outcomes.

At Common Ground we work alongside clients to identify the best outcomes and the right team to deliver them.

Our approach starts with long-term thinking; establishing the frameworks that will result in well crafted and connected settlements, efficiency of movement, infrastructure and land uses that are compatible.

Our holistic systems design approach identifies the generators of wealth – environmental, economic and social – that are unique to every project.

Placemaking; the creation of community and identity is central to delivering value and quality for community and developers alike. We use a wide range of techniques (space, built form and the public realm) to deliver the best outcomes for all.



Contact interaction and close coordination of design and project direction adds value at every step

adding value
+
at every step

Advocacy
Consultation
Stakeholder Management
Consultant Team Management
Project Management (Construction)
Consenting Process
Branding / Marketing
Outcome Management

INVESTMENT AND ECONOMIC STRATEGIES

High-level strategic planning is pivotal to effective decision making and investment planning. Providing a robust analysis framework helps underpin quality outcomes at later stages and minimises risk.



Auckland Airport

The generation of a comprehensive Development Framework for the Airport's extensive landholding is set to create an aero-city around the principal New Zealand International Airport.

The identification and guidance of development precincts, roading, rail and infrastructure networks, open space and amenity provision has established a robust plan for a comprehensive masterplan development.

This process has given development managers a high level of confidence to proceed with significant investment decisions and identify strategic partners for the future.

INTEGRATED LAND USE AND TRANSPORT PLANNING

Common Ground's understanding of infrastructure development, government policy and guidance, urban form, communities and environmental baselines is key to facilitating "win-win" outcomes.



New Lynn TOD, Auckland

Common Ground was instrumental in supporting Waitakere City Council transform the existing town centre into a Transport Orientated Development (TOD).

This involved modelling the potential scale of future development and engaging with a broad range of public and private sector stakeholders to gain high-level political and Council support.

Many of the elements outlined have now been delivered or are under construction including new infrastructure links and high density housing.

The development has proven hugely successful for all involved with all goals set achieved.

This project was conceived as a viable alternative to existing strategic plans and the approach has now been adopted elsewhere as a core component of the new Auckland City's Spatial Plan.

INFRASTRUCTURE

Common Ground integrates infrastructure design solutions with land use at the earliest stages of the development process. Our environmental low-impact approach seeks to reduce wastage and avoid mitigation issues – resulting in outcomes that are of value to communities and clients.



Western Link Road, Kapiti Coast

Common Ground was commissioned to independently assess the purpose and design of a new arterial road – the Western Link Road (WLR), to improve both the Stage Highway and local networks.

As a result of this review, Common Ground developed a strategic framework and new design for WLR that met the expectations of Council, community and interest groups, while delivering a roading network capable of absorbing and responding to future growth demands.

The design led approach integrated land use, transport systems and improved vehicle movement to deliver one of the highest levels of Benefit-Costs (BC) ratio.

SPATIAL AND STRATEGIC PLANNING

Even before the “how” question is raised, organisations need the confidence of “what” and “why”. The Common Ground team have an extensive track record of preparing robust and visionary strategic guidance for both public and private sector clients.



Albany City Centre, Auckland

Common Ground was engaged by a private sector client to review the local government vision and plans for Albany, one of the largest remaining Green/Brownfield location on Auckland's North Shore. Based on our recommendations, with the Council's full endorsement, Albany was selected as a new sub-regional CBD.

Common Ground successfully led extensive strategic and regulatory planning processes, design development and guidelines to facilitate the delivery of a new sub-regional centre over the next 20 years.

URBAN RENEWAL

Common Ground understands the value of existing assets, traditions of society and the environment around them. We offer creative design-led outcomes with commercial robustness that can transform tired or poorly performing areas into inspirational environments - adding value through skill, vision and creativity.



Christchurch Four Avenues Urban Renewal Programme, Christchurch, NZ

A re-positioning of the City Centre of Christchurch, economically, socially, environmentally and culturally within the historic Four Avenue Precinct. As well as a strong strategic direction, a number of projects ranging from the Arts Centre to Soccer Stadium were undertaken.

SUSTAINABLE BUILDING DESIGN

Common Ground has completed a number of sustainable and environmentally responsive developments around New Zealand – from individual buildings through to whole complexes. We also work alongside other designers to ensure the highest environmental standards and low impact solutions.



Punakaeki Lodge & Hotel, West Coast, NZ

An award-winning hotel design that was the first eco-hotel in the country in a very special and protected National Park.

WE BELIEVE:

...that in public space, you are the most important person.

...our environments shape who we are, that people and places have a reciprocal bond in which people appropriate and modify environments, whilst at the same time being influenced by them.

This belief reinforces our social and professional responsibility, and commitment to delivering integrated design solutions that provide for social, cultural, environmental and economic wealth.

DEVELOPMENT AND DESIGN

Undoubtedly the area Common Ground is most renown for, our “smart” urban design thinking, has underpinned many building communities. Common Ground’s ethos; that land use, environmental, economy, society and culture should drive urban design outcomes and create, not only great urban areas, but thriving communities and economies.

Our urban framework, masterplanning skills and expertise extends from new cities and towns to urban renewal and regeneration. Our specialist urban design skills focuses on creating vibrant, safe and cultured places that respect the environment and heritage of an area.



Tauhara Ridge, Taupo, NZ

Tauhara Ridge is one the largest comprehensive masterplanned developments founded on affordability and sustainability principles. Covering 180ha in the first stage, the development will be a significant driver and focal point for the Taupo economy with over 2,200 homes and a mixed use commercial centre.

The precinct-based approach utilised the natural landscape to define areas for urban development, enhance ecological conditions, provide a pattern of roading and open space systems.

This project involved the creation of a number of innovative approaches to development, setting a new standard for development in the Taupo District and throughout New Zealand.



Ahuareka Sustainable Village Auckland

Creation of a sustainable mixed use village, based on the best European traditions of town and country building, within commuting distance to Auckland City.

Common Ground developed a unique 200 house village covering only 20% of the 100ha site, incorporating a productive land development strategy.

Sustainable engineering and design methodology are driving a new approach to peri-urban development in the wider city.



Broome (western Australia) Development Strategy and Waterfront Redevelopment

After reviewing and accessing the wider area context, the Common Ground team was able to develop a new framework structure for the Town Centre area that unlocked two major development opportunities, including:

- A new Dampier Harbour and seawall
- Waterfront promenade
- Redevelopment of the Town Beach Reserve

Common Ground is helping facilitate a three sector consortium - private (Paspaley Family), cultural (Yawuru Nation) and public sector (Local and State Government).

did you know?

Research indicates that good urban design increases property values by approximately 5-10%

(CABE,2007)

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KEY CONTACTS

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DIRECTOR - URBAN PLANNING & DESIGN	Bruce Weir
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Email Address	bruce@cgstudio.co.nz

DIRECTOR - LANDSCAPE Practice Manager	Tim King
Mobile Number	+64 21 790 770
Email Address	tim@cgstudio.co.nz

COMPANY DETAILS

GENERAL			
Trading Name	Common Ground		
Legal Name	Common Ground Studio Limited		
Legal Status	Limited Liability Company		
GST Reg. No.	108 017 201		
Accountants:	Cleaver Partners Auckland ph. + 64 9 376 2445		
Lawyers:	Glaister Enor Auckland ph. +64 9 356 8243		
INSURANCES			
Company: NZI Policy Number: 22-842-4060-PAK Expiry Date: 31st March 2016			
Public Liability Cover: \$10,000,000	Professional Indemnity Cover: \$5,000,000	Statutory Liability Cover: \$1,000,000	Employer Liability Cover: \$1,000,000
Other Insurances:	Business Interruption Travel Motor vehicle Office& Material Damage		
Bank	BNZ		

Common Ground treats every project as an economic development and renewal opportunity for the wider community, resulting in an inclusive planning process.

Our development outcomes raise the standard for the communities within which they are situated, and contribute to the sustainability of the environments we are working in.

Our multi-disciplinary 'studio' approach ensures our core disciplines integrate seamlessly with other professions in project teams. This brings together the best combination of skills for each project in a holistic way to achieve design excellence.

OUR SPECIALIST CORE BUSINESS:

- Project Directors
- Project Feasibility
- Urban Design
- Masterplanning
- Urban and Strategic Planning
- Landscape Planning / Design
- Town Planning
- Architecture
- Graphic Design / Marketing
- Design Direction
- Stakeholder Engagement and Communication

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The March Group of companies cover projects from inception through to delivery including residential land subdivision and house construction.

March Construction is one of New Zealand's most successful civil and geotechnical contractors. This well-known Canterbury family firm March Construction was founded by "Buzz" March and his brother Sam 45 years ago.

In 2012 French construction giant Vinci became a major shareholder, providing the March Group of companies the biggest financial backing of any construction group in New Zealand. The partnership also gives March access to world-leading experience, equipment and technologies unrivalled in the New Zealand construction industry.



The family behind March Construction. From left, Guy, Buzz and Andy March.

March Construction provides design and pre-construction expertise, construction execution and project management services to clients in both the public infrastructure asset management sector and the private construction and development sector.

It has **extensive expertise in the Queenstown Lakes area**, specifically:

Civil and Geotechnical Contracting

Man Street Car Park

Sheet pile retaining wall and anchoring system for the Man Street car park site on Man St utilising the same technologies as for the Sofitel Hotel. This wall is believed to be NZ's largest permanent sheet pile retaining wall.

[Sofitel Hotel on Duke St](#)

Sheet pile retaining wall and anchoring system for the Sofitel Hotel site on Duke St. This project included Australasian first application of patented anchor technology in the retaining wall system.

[Multi-level Apartment Block on Hallenstein St](#)

Sheet pile and bored pile combination retaining wall and anchor system and piling for a new multi-level apartment block on Hallenstein St, Queenstown including again an Australasian first using a patented actively stressed soil nail system on this project.

[The Heritage Villas, Stage 2 at Fernhill](#)

Steel “H” beam and timber retaining wall for road access up the hillside at The Heritage Villas, Stage 2 at Fernhill, Queenstown.

[Russell Hamilton’s Development in Shotover St, Queenstown](#)

Sheet pile retention system for Russell Hamilton’s building development in Shotover St, Queenstown. This project included blasting and removal of around 5000 cubic metres using digital electronic detonation.

[Queenstown Casino](#)

Basement and carpark at the Queenstown Casino development.

Property Developments and Social Housing Experience

March has a successful history of mining, property development and residential construction around NZ, including the following property developments in the Queenstown Lakes area:

[Malligans Road, Queenstown](#)

200 acres of deer farm subdivided into 2 x 60 acre and 3 x 40 acre blocks and proved and sold them as economic deer farming units.

[Mt Iron, Wanaka](#)

A March Group company purchased 27 hectares and developed this into 62 sections in a rural residential scheme plan with a minimum section size of 4,000 square metres at Mt Iron in Wanaka.

Other land development and residential construction projects completed for external clients include:

Pegasus Town Stages 1-5

Designed to accommodate 5000 new residents and includes a spectacular 14 hectare lake as its centre piece. March Construction completed the \$32.5m contract for stages 1-5 earthworks and 1-2 civil works in joint venture to deliver 625 completed sections. Work included 500,000bcm of bulk earthworks, wetland conservation area earthworks, over 8km of sewer and stormwater reticulation, roading, structures, bridges, footpaths and landscaping.



Pegasus Town, Christchurch

Merriitt Beasley (50% owned by Fletcher Construction)

Contracted to complete up to 400 sections per annum (in excess of 5,000 sections in total) over a 27 year period which ended only recently with the retirement of the company founders and winding up of the company development activities

Heritage Park, Te Anau

186 sections

Northwood Stage 1, Christchurch

300 sections - deep drainage and pump stations

Sunnyvale, West Auckland

100 sections

Nunweek Park, Christchurch

80 section

Becmead Park, Christchurch

Westlake, Christchurch

200 sections

Parklands, Christchurch

Under construction – early stages

Kaputone Springs, Christchurch

45 sections

The Lakes, Kaiapoi, Christchurch

40 sections of lakeside ecologically friendly development

March Group Developments

March Group companies have **completed in excess of \$100 million dollars worth of residential land subdivision and house construction over the last 20 years** including:

Travis Country Estates, Christchurch

300 sections (50% shareholder) comprised of 160 acres of low lying land zoned residential and wetland. This was a very environmentally sensitive development and a significant amount of consultation was undertaken with various interest groups through its development. A large filling operation was carried out and the residential land was carefully blended into the wetland area.



Travis Country, Christchurch



Highlands Park, New Plymouth

52 sections

Catalina, Hamilton

121 sections with civil works completed by March Construction and 2-5 bedroom houses built by a March Group residential construction company, including an enclave of 15 2 bedroom units for Housing NZ.



Catalina, Hamilton

Mt Iron Country Estate, Wanaka

60 rural/residential sections

Kelman Square, Auckland

45 townhouses for Housing NZ, with civil works completed by March Construction and residential townhouse construction by a March Group company.

Egnot Heights, Christchurch

52 sections on an extremely challenging hillside in Redcliffs (50% shareholder)

Lake Ohau Alpine Village, Lake Ohau

120 sections (50% shareholder)

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Falcon Construction Profile



1. Key Contact Details

Falcon Construction Stakeholder Management, - Director

Name:	David Reid
Address:	251/3 Blenheim Rd, Christchurch
Phone number:	03 943 3630
Mobile number:	021 288 3244
Email address:	david@falconconstruction.co.nz

Falcon Construction, - Operations Director

Name:	Mark Tutty
Address:	251/3 Blenheim Road, Christchurch
Phone number:	03 943 3630
Mobile number:	021 335 728
Email address:	mark@falconconstruction.co.nz

Falcon Construction, - Sales Director

Name:	Geoff Coleman
Address:	251/3 Blenheim Rd, Christchurch
Phone number:	03 943 3630
Mobile number:	027 318 6965
Email address:	geoff@falconconstruction.co.nz

Falcon Construction, - Programme Director

Name:	Karl Maddaford
Address:	251/3 Blenheim Rd, Christchurch
Phone number:	03 943 3630
Mobile number:	021 400 730
Email address:	karl@falconconstruction.co.nz

2. Falcon Residential Profile

Legal Status:	Limited Liability Company
Insurance Cover held:	Insurance Cover for Falcon Construction includes but is not limited to: <ul style="list-style-type: none">Contract WorksProfessional IndemnityPublic and Products Liability, Statutory and EmployersOffice Plant and EquipmentBusiness InterruptionVehicles
GST Reg. No.:	106 116 911
Memberships	Master Builder Association
	Canterbury Chamber of Commerce

3. Referees		
Referee #1:	Sir Bob Parker, Office of the Mayor- Christchurch	
Project:	Christchurch Rebuilding Program	
Reference enclosed		
Referee #2:	Jim Anderton, Former Deputy Prime Minister, Chairman of the Board for Habit for Humanity	
Project:	Habitat for Humanity residential program	
Contact Person:	Ph. 021 777 680	
Referee #3:	Jim Ledgerwood, Developer Central Otago	
Project:	Heritage Village, Wanaka	
Contact Person:	Ph. 03 443 8899	
4. Capacity, Falcon in House Staff		
Name	Position	Qualifications
David Reid	Director	
Mark Tutty	Director	NZCE LBP118850 Site Safe Gold
Geoff Coleman	Director	
Karl Maddaford	Programme Director	MBA PMP
Lisa Scott	QS Team Leader	Dip QS
Jonathan Higgins	Quantity Surveyor	BSc Degree in QS (UK)
Jason Manson	Construction Manager	LBP104078
Sophie Savill	Construction Coordinator	
Sue Reid	Construction Coordinator	
Angela Langford	Finance & Admin Manager	BBIE – B. Business Innovation & Enterprise
Liana Tutty	Code Compliance	
Winnie Yeap	Accounts Coordinator	Diploma in Management
Ray Jack	Health and Safety Manager	Site Safe Gold
Ian Miles	Finishing Manager	
5. Falcon PI and PL Insurance Policies		
Public and Product Liability		
Insurance	Vero Liability Insurance Limited	
Policy number(s)	HO-LPL-6110379	
Expiry date(s)	31 January 2016	
Policy amount(s)	\$5,000,000 any one occurrence/Products aggregate	
Excess	\$1,000 per occurrence	
Professional Indemnity		
Insurance	Vero Liability Insurance Limited	
Policy number(s)	HO-LPL-6110378	
Expiry date(s)	31 January 2016	
Policy amount(s)	\$2,000,000 any one Valid Claim and in all during the Period of Insurance Including Costs and Expenses	
Excess	\$10,000 each and every Valid Claim including Costs and Expenses	

6. Falcon Expertise

For over 20 years the directors of Falcon have been very high profile and successful construction identities. David Reid (David Reid Homes) has been presented with national awards of significance in both New Zealand and Australia. It is this high profile and culture of success that makes resourcing for construction work in an environment as hot as the Canterbury rebuild achievable.

Although Falcon is relatively new having been formed immediately after the earthquakes in 2010, David Reid being the founder and past Managing Director of one of the most successful construction companies in New Zealand, has enabled Falcon Construction to gain traction and credibility very quickly.

Falcon's attention to detail, broad company skill sets and excellent safety record assisted in Falcon's successful bid with the Department of Building and Housing to provide emergency housing to the displaced. Falcon underwent an arduous due diligence process to prove their ability and knowledge in Built off Site technology, which would enable them to build 1000 houses in a 6 month period and then beat off 220 other NZ and international submitters.

Additionally Falcon was appointed the first Tier 1 builder for IAG after the earthquakes after proving their resource capacity and ability in accepting up to 100 housing contracts per year.

After initially focusing on getting people back into their homes after the events of 2010 and 2011 Falcon has now moved into the commercial field where they have passion for built off site technologies. The depth of knowledge has culminated in successful Joint venture associations with Decmil Australia and the Downer Group with Government Departments such as Ministry of Education and Housing New Zealand.

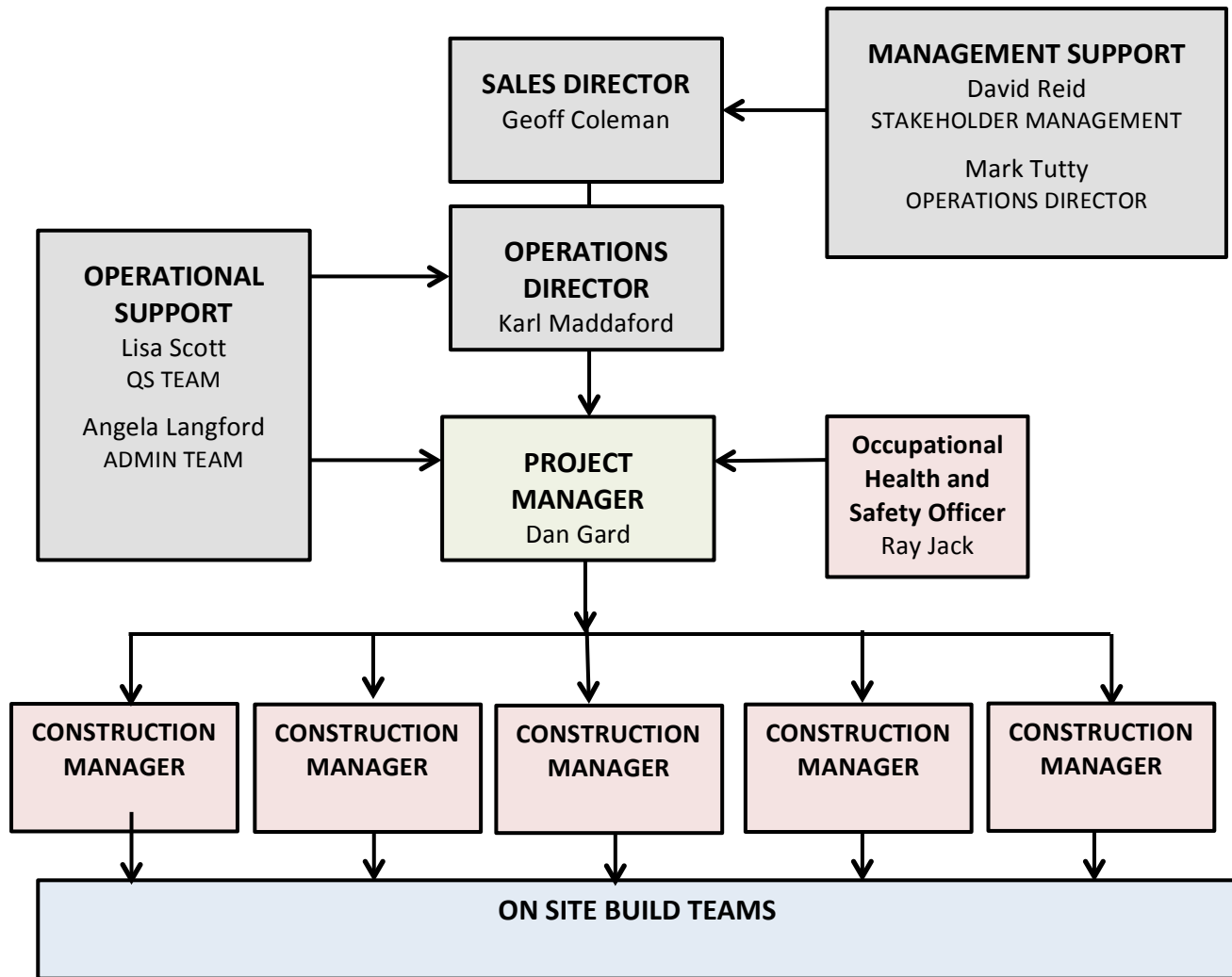
Falcon Construction are focused on delivering offsite construction projects as they strongly believe the only way NZ can arrest and reverse the construction price escalation is via different construction methodology. To date this has been a successful foray with success in the below projects,

- Acceptance from Department of Building and Housing as a stage 3 emergency housing provider, beating out 220 national submitters. (Falcon's own Cube prefabricated system)
- South Hornby Primary School, (Amode panelised system)
- Bealey Back packers, a 200 bed 2 level backpackers building (XLAM laminated timber, - panelised system)
- Linwood North School, School hall/gym and connecting offices (Amode Systems)
- Ministry of Education > \$8M panel builder, - partnered with Decmil Group (Amode Systems)
- Housing New Zealand, major panel partner for construction, partnered with Downer Construction. (Amode Systems)
- Housing Plus Charitable Foundation and Methodist Mission contracted to deliver multiple prefabricated housing units in Christchurch.

Falcon's in house expertise includes,

- David Reid, Founder of David Reid Homes and Falcon Construction. Spent 4 years off shore learning Built off Site technology and then transferred that knowledge into the rebuild process of Iraq before heading back home to Christchurch. Spent 4 years living and constructing high value homes in Wanaka.
- Mark Tutty, Operations Director - former Project Manager of Fulton Hogan and ran a highly successful construction company based in Queenstown for 8 years prior to joining Falcon.
- Geoff Coleman, ex CEO of Pelican Waters development and Henzells Real Estate Queensland, Australia.
- Karl Maddaford, Operations Management (see later summary for experience)
- QS team leader Lisa Scott leads a team of 4
- Senior Project Manager Dan Gard leads a team of 5 Construction Managers

7. Falcon Organisational Chart



8. Falcon Project Experience

i. Hospitality

Falcon Construction completed both Pedal Pushers and Morrells bar/restaurants on Lincoln Road, Christchurch. These projects are highlighted in Section 9 Recent Commercial Builds in Christchurch.

ii. Commercial

Currently under construction are 3 commercial buildings within the CBD being,

- 68 Manchester Street, a 2 level office building
- 205 Durham Street, a 3 level office building over 2 sites
- 263 Bealey Ave, 200 bed Backpackers

All 3 properties highlighted in Section 11 "Example Projects under Construction."

iii. New builds

Falcon Construction is a Tier 1 builder for IAG and the Christchurch Rebuild and as such has signed 120 plus residential contracts in the last 18 months. We are currently winding down this project and have taken no new claims since February 2014. Falcon has modelled completing all this work by September 2015. Falcon's capacity for new work increases each month as they complete 10 plus jobs each month.

iv. Developments

The directors of Falcon Construction have completed many development projects including projects in Cardrona and Wanaka (as highlighted in Section 10 Other Projects). Additionally they have their own development in Wanaka where they will complete 160 land house packages.

v. Education Sector

Falcon Construction has recently qualified and been appointed as advisor to Linwood College.

Falcon Construction has also been appointed to the Ministry of Education Rebuild panel (Category 1, over \$8M projects)

Falcon Construction was successful with its joint bid (with Decmil Group Australia) to build a new school at South Hornby.

Falcon has recently confirmed a construction contract at Linwood North School using their Rapid Build System. This will be the Ministry's first built off site contract.

vi. Social Housing

Falcon Construction is major panel partners to **Housing New Zealand**, where the Amode steel framed panelized methodology of construction is the accepted product.

Falcon Construction put a system together for relocating and refurbishing "Red Zone" houses onto **Housing New Zealand** sites to enable an economic and quick solution for HNZ tenants after the earthquakes. This was a Falcon initiative.

Falcon Construction has also relocated and refurbished Red Zone housing for **Habitat for Humanity**. This was a community support initiative.

Falcon Construction has also been contracted to deliver prefabricated housing for **Housing Plus Charitable Foundation** and the **Methodist Mission**.

9. Recent Commercial Builds in Christchurch

EXAMPLE PROJECT 1

Project Name	Morrells Bar and Restaurant
Project Location	Lincoln Rd, Christchurch
New Build, - steel portal, concrete panels and stick frame	
	

EXAMPLE PROJECT 2

Client	Pedal Pusher Bar and Restaurant
Project Location	Lincoln Rd, Christchurch
New Build, - steel portal, concrete panels	
	

10. Other Projects

EXAMPLE PROJECT 3

Client	IAG Insurance Work	Value:	At Award: \$20M per annum
Project	Christchurch	Duration:	Completion Sept 2015
Special development and/or design and/or constructions features, if any			
<p>Falcon was selected as IAG's first Tier 1 Volume Based Builder for Canterbury earthquake repairs over \$100,000. Falcon has since scoped over 300 homes, designed and constructed repairs over all land types (Hills, TC1,2,3), and has been actively involved with IAG and their PMO in designing and refining processes and systems to help IAG deliver cost effective solutions. Falcon's repair vehicle has capacity to process and ultimately deliver 12-15 repairs per month.</p> <p>This project provided the impetus to invest in improved Workflow Management. To further enhance our ability to manage this significant and complex workflow, Falcon evaluated and invested in a complete Workflow Management System. This system drives the day to day task management for the whole team and enables accurate detailed and tailored reporting for other Stakeholders.</p>			

EXAMPLE PROJECT 4

Client	Heritage Village Wanaka	Contract	At Award: \$6.25M
Project	Wanaka, South Island	Duration:	23 months
Designed and Built by David Reid (under David Reid Homes)			
<p>This multimillion dollar project encompassed the design and build of 21 large units, split between single and 2 level. As the project proceeded additional buildings were added to include a café, restaurant, conference facility, spa and gym.</p> <p>Our contract included subdivision planning, the design and installation of infrastructure, Resource Consent, and creating new freehold titles to some sites where others required unit titles and a Body Corporate framework</p> <p>This development was designed to ensure a seamless transition into the surrounding environment and needed to be compliant with very restrictive regional covenants.</p>			



EXAMPLE PROJECT 5

Project Name	Benbrae Cardrona Alpine Village	Contract Value:	At Award: \$5.8M
Project	Cardrona, South Island	Duration:	15 months

Project Managed and Constructed by Mark Tutty (under David Reid Homes)

This contract was for the construction of 44 units, 14 standalone units, and 10 x 2 level complexes. This project was brought in on time and on budget.

David Reid Homes was the Head Contractor and Mark Tutty the Project Manager of this multimillion dollar contract. Mark controlled all items of scope from earthworks on a rugged terrain, to infrastructure construction through to project completion.

An unexpected challenge was that on completing the earthworks and retaining structures at the rear of the property, multiple springs were discovered. Additional drainage and hydraulics were required to ensure a stable platform. This was dealt with during construction with clear and early communication with the client and the additional costs dealt with on an open book basis. Mark's experience as a certified Civil Engineer assisted the complexities of this job.



11. Projects under Construction



68 Manchester Street, Christchurch (Completion due February 2015)



205 Durham Street, Christchurch (Completion due Sept 2015)



265 Bealey Ave, Christchurch, 200 bed Backpackers(underway now)

Bealey Backpackers, XLAM Prefabrication





12. Our Key People – Exceptional Leadership and Strategy

David Reid

Team Leader and Stakeholder Manager

Skills & experience

David is one of New Zealand's most successful building professionals with additional skills and experience gained offshore in offsite construction methodologies.

Christchurch-raised, between 1993 and 2005 he founded and developed David Reid Homes nationally; creating a powerful national brand that is recognised for quality and family values.

From 2006 he established the brand in Australia, and while there developed a passion for built-off-site construction. His rapid advancement in this industry saw him working in the Middle East teaching 'built off-site' techniques and modular building in 2009.

Following the earthquake devastation, David initially focused his energies into home rebuilds in Christchurch. In 2010 he created Falcon Construction, and was quickly joined by former David Reid partner, Mark Tutty who understands the value provided by off-site building.

David's recent achievements:

- Appointed as a major construction partner to Housing New Zealand to assist their Christchurch Recovery programme, and delivery nationwide in off-site construction.
- Appointed first IAG Tier 1 builder in Christchurch.
- Gained approval from the Department of Building and Housing to supply 1000 temporary houses in six months.
- Collaborated with other key builders to rewrite process documentation for the insurance industry.
- Appointed as construction advisor to two Christchurch High Schools
- Appointed as one of five construction partners to the Ministry of Education's over \$8M projects
- Awarded the 2nd school rebuild project in Christchurch.

Role & responsibilities

David is driven by a desire to serve New Zealanders in terms of providing innovation and inspiring advancing construction methodologies to reduce construction costs and prolonged construction timelines. He brings an enormous level of passion and enthusiasm to our team.

David also has a vast level of experience in construction over many years in New Zealand and off shore. He will oversee the team and leads the co-ordination and co-operation between clients and delivery and strategy.

Mark Tutty

Operations Director Falcon

NZCE (Civil)
LBP Site 2 #118850
Site Safe Passport

Skills & experience

Mark has over 20 years experience & success in the construction industry, comprising of both Civil / Residential & Commercial construction.

Mark is a founding director of Falcon Construction Ltd. Having shifted to Christchurch to assist with the Canterbury rebuild post the September 2010 earthquakes after running one of David Reid Homes most successful franchises in the Queenstown Lakes district for the 9 years prior.

After completing his NZCE, Mark spent 6 years working for an engineering design consultancy prior to taking up the role of Construction Manager for Fulton Hogan in both Dunedin & Queenstown.

His skill base includes project management, pricing, estimating, cost control, contract administration, construction programming, procurement, and co-ordination of resources

Role & responsibilities

Mark provides operational support to our projects working alongside Dan Gard and Karl Maddaford. Mark has been integral in setting up and implementing systems for our work with IAG on their repairs programme.

Karl Maddaford

Programme Director

Masters Degree in Business Administration
Project Management Professional (PMP)
Bachelor of Arts

Skills & experience

Karl is a dynamic leader, original thinker & practical problem solver with a management career encompassing multiple successful assignments in New Zealand, East Timor & Afghanistan. Karl is a senior reconstruction manager with a depth of experience in austere operating environments. Karl has over nineteen years of experience building high performance teams in high-stress environments.

With a proven record in turn-around & change management environments, Karl's experience in the construction sector includes: design-build contracts; contract negotiation, proposal team management & writing; pre-design and design management; recruiting; national and international project and program management; quality control and assurance. Karl is MBA & BA qualified & PMP certified with extensive practical experience of construction management & a professional and academic focus on strategic community-based development operations.

Role & responsibilities

Karl provides leadership and direction to our Operations team.

Geoff Coleman, **Sales Director**

Skills and experience

As CEO for both Pelican Waters (Sunshine Coast) and Henzells Real Estate Geoff spent 23 years directly responsible for the marketing and sales of in excess of 2500 home sites at Pelican Waters. Amongst his other duties Geoff was responsible for setting price points for every lot in every stage release in Pelican Waters.

At the same time as CEO of Henzells Real Estate Geoff also marketed and sold numerous other residential subdivisions on the Sunshine Coast.

Key Achievements:

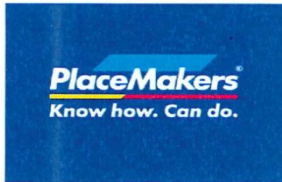
- 2007 Appointed Chief Executive Officer of the HENZELLS GROUP OF COMPANIES and PELICAN WATERS.
- Responsible for over \$480,000,000 in land sales at Pelican Waters
- Managed in excess of 60 staff
- Establishment of 14 display villages.
- Bevan Henzell Award Recipient / Employee of the Year.
- Sunshine Coast Sales Person of the Year Award Recipient
- Co-founder / Shareholder of Complete Property Advertising Pty Ltd.
- Whilst leading the Sunshine Coast's premier development Pelican Waters oversaw and was responsible for the design, development and sales which sold out the following multi-million dollar developments:
 - Ridgehaven Estate Aroona 500 residential lots
 - Beerwah Heights Estate Beerwah 300 residential lots
 - Ocean Ridge Estate Aroona 100 residential lots
 - Scape Dickey Beach 60 residential lots

Role & responsibilities

Geoff will provide a professional approach to sales/ marketing and client interface.

APPENDIX

References



*PlaceMakers Riccarton
2-20 Mandeville Street
PO Box 2653
Christchurch 8015*

*Phone: 03 343 8658 (DDI)
Fax: 03 348 9483
Email: gclose@placemakers.co.nz*

30 January 2015

Trade Reference: Falcon Construction

It is with pleasure that we recommend David Reid and Falcon Construction Ltd to you. David has dealt with this company in varying capacities for nearly 20 years. Falcon has been a valued customer of PlaceMakers Riccarton since 2011. Our dealings with both David and Falcon have been marked by openness, honesty, candour and a strong desire to work together to find the best possible solution for their customers.

We have found David and Falcon Construction to be commercially savvy. We work in an honest and open partnership with one another. They clearly understand the cash-flow 'saw tooth' very well, and have managed their business affairs accordingly. Falcon's accounts are paid on time, every time. Any contentious issues were identified and dealt with promptly and efficiently by whichever party had a problem to sort out.

We have also worked with David with community activity; in 2014 we supported his excellent fundraising for the Aranui and Linwood School's breakfast club.

Yours sincerely

Grant Close
Owner/Operator | PlaceMakers | Riccarton
2-22 Mandeville St, Riccarton
PO Box 2653
Christchurch 8140
DDI 03 3438658 Mobile 0212 473441 Fax 03 3489483
Email gclose@placemakers.co.nz Website www.placemakers.co.nz



Teamwork | Success | Know How | Can Do | Honesty | Safety

Office of The Mayor

29 June 2011

To whom it may concern,

I have been asked to provide a reference for David Reid, founder of David Reid Homes and director of Falcon Construction.

David Reid Homes was founded in Christchurch, New Zealand about 18 years ago. This company gained an excellent reputation for high quality residential construction over many years. This culminated in the company winning a huge number of local and national awards awarded by the governing industry bodies. It is a high profile New Zealand building company which has offices throughout New Zealand.

About 6 years ago David Reid took his company off-shore and is active in other markets such as Australia and the United Kingdom.

In September 2010 Christchurch suffered a major earthquake, with significant further quakes still affecting our city. Although David had no construction company active in New Zealand at the time, such is his reputation he was approached to assist with the re-construction. David formed Falcon Construction as a solution for a city in need of urgent re-construction.

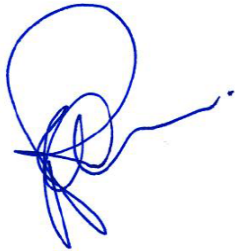
David has done a tremendous job and has designed a concrete modular system of construction that reduces the construction time frame dramatically and is earthquake engineered. I have viewed the first home he constructed using this technique. It is a high quality home and was built in 10 days! This construction technique is exactly what our city needs and I can see how it can be used for not just residential construction but also for schools, commercial and mixed use buildings.

Falcon Construction is currently working alongside the New Zealand Government and the City Council in rebuilding our city.

On a personal note I can summarise David as honest, with integrity and recently David built and gave away a home free of charge to a family desperately in need of a roof over their heads.

If you are looking for a company to get things done to a high quality and with urgency I can recommend David Reid and Falcon Construction.

Kind Regards

A handwritten signature in blue ink, consisting of a large loop at the top, followed by several smaller loops and a long, thin horizontal stroke extending to the right.

Bob Parker
MAYOR

14 April 2011

David Reid
Business Development Manager
Falcon Construction
251/3 Blenheim Road
PO Box 29-562
Fendalton
Christchurch



Department of
Building and Housing
Te Tari Kaupapa Whare

Level 6, 86 Customhouse Quay
PO Box 10 729, Wellington
Tel +64 4 494 0260
Fax +64 4 494 0290
www.dbh.govt.nz

Dear David

Request for Proposal - Portable Dwellings

I write to formalise my email of today.

Thank you for submitting your proposal in response to the Department's RfP for Temporary Accommodation for use following the Canterbury Earthquake. We appreciate your timely response given the need to respond quickly to assist affected Canterbury Households.

I am pleased to advise you that, subject to successful negotiations, your company has been selected as part of a small group of preferred suppliers of Portable Dwellings, to assist the Department in the rebuild of Christchurch.

The Assessment Panel had a very challenging task in assessing over 220 submissions to the RfP. Each submission was assessed against set criteria. The 4 main areas assessed were:

- capacity & resources
- experience/ track record
- price
- flexibility

As a preferred supplier, your company demonstrated some or all of the following attributes:

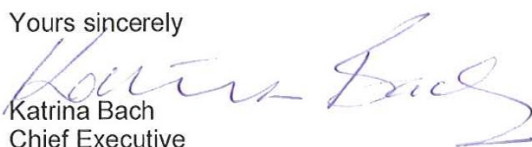
- Ability to deliver in acceptable time frames
- Previous experience in temporary housing
- Competitive pricing. Leasing options and fully serviced sites preferred
- Ability to scale production as necessary to meet variable demand over time.

Programme Manager, Jen Bhula will be in touch with you in the near future with to discuss your contract, terms and conditions. If you have questions in the meantime, please feel free to contact her on 04 817 4320, or email jennifer.bhula@dbh.govt.nz.

Please treat this communication as confidential. We will be making an announcement shortly and will liaise with you regarding this.

We look forward to working with you to help get Christchurch back on its feet.

Yours sincerely


Katrina Bach
Chief Executive





27 May 2014

To Whom it may concern,

I have had the pleasure of meeting David Reid and experience the professionalism of Falcon Construction first hand.

David is a driven individual that sets targets and then goes about achieving them with passion and social conscience, an unusual mix indeed! A great example of this is well demonstrated when David heard of the issues within the Aranui and Linwood communities which entailed the 2 local High Schools feeding a significant number of their pupils 5 days a week. David was quick to offer his services and reached out to the business communities and within 2 months had raised over \$90,000.00 to feed the kids. But he went further than this and is also behind donations of garden equipment, expertise and materials to ensure we can try and break the poverty cycle by teaching the children and their families how to grow vegetables.

David also had Falcon Construction involved on a volunteer basis assisting those in need immediately after each significant shake, whether that be through shovelling liquefaction, emergency repairs or delivering meals on wheels when other vehicles could not get through. After the February 2011 earthquake David learnt of a family in dire need and not only built them a house in 3 weeks, but also gave it away to the family.

As David is an old boy of Linwood College we also reached out to him regarding the new STEM education programme at Linwood. This involves a specialisation on Science, Technology, Education and Maths but with a focus on practical applications. This requires the business community to partner up with the school to highlight career pathways and practical applications for our pupils. David has supported this initiative without hesitation and has brought other business leaders to the school to participate.

Falcon Construction has helped many people in our community and often without financial reward, as David puts it, "there are many times when you just have to do what you can, because you can".

Linwood College recognises the efforts that Falcon Construction has put into our community and in turn appointed Falcon Construction as our maintenance and building company advisor, project manager or contractor, wherever our need.

We recommend both David personally and his company Falcon Construction professionally.

Yours faithfully

Margaret Paiti
PRINCIPAL

Aranui High School

14 April 2014

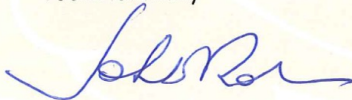
To whom it may concern: David Reid, Falcon Construction

Early this year I had the pleasure of being introduced to David via a colleague. David visited Aranui High because of his interest in supporting schools in Eastern Christchurch. I was very impressed with his enthusiasm and energy. He returned for a second visit a short time after this, to bring a team from a large New Zealand business, as he wished to share his vision to support our school with them. David's support in this regard, resulted in an immediate benefit to our school through the sponsorship which that corporate has provided for us, through many thousands of dollars for sports uniforms.

Since meeting David, he has proceeded to find four other major business interests to become involved in the breakfast clubs, run both here at Aranui High and Linwood College. Such is his infectious enthusiasm, he has challenged his business associates to contribute in the same way which he has done, to support the students of our respective schools. As a result of these connections, we have benefited hugely through gifts of money and products. Had it not been for David's initial approach to the school, we would never have had access to these resources.

I wish to commend David for the impact which he has had, not only in material terms on our school, but also in the inspirational way he is able to connect with his colleagues and to share his vision with them. David is even participating in a high profile boxing event, "The Battle of the Rebuild", to support and raise funds for charity. This is a construction industry event which is aiming to raise \$100,000. When you meet David, you can instantly see his transparent motivation to be engaged and involved with communities. He has a strong and impressive sense of social justice which is obvious as soon as you meet him. This is a rare attribute and worthy of acknowledgement. We are very fortunate to have his support.

Yours faithfully



John Rohs
PRINCIPAL

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