

BEFORE THE INDEPENDENT HEARINGS PANEL

UNDER the Resource Management Act 1991 (RMA)
IN THE MATTER of the Far North Proposed District Plan - Hearing 15D:
Rezoning Kerikeri-Waipapa

**STATEMENT OF EVIDENCE OF DENNIS CORBETT ON BEHALF OF KIWI
FRESH ORANGE COMPANY LIMITED**

CORPORATE – COMMUNITY LIAISON AND KERIKERI-WAIPAPA MARKET

16 June 2025

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WYNN WILLIAMS

INTRODUCTION

- 1 My full name is Dennis Sidney Corbett.
- 2 For the past five years, I have been engaged by Kiwi Fresh Orange Company Limited (**KFO**) as a community liaison and project representative. My role has been to engage with members of the local community, community groups, and mana whenua, to gather their feedback on KFO's development proposal and submission on the Proposed Far North District Plan (**PDP** or **Proposed Plan**).
- 3 The scope of my evidence is to:
 - (a) explain KFO's consultation and community engagement leading up to and proceeding its submission on the PDP; and
 - (b) provide my opinion on the market preferences of people who purchase homes in Kerikeri and Waipapa.
- 4 I am providing evidence as a representative of KFO, not as an independent expert. However, as it relates to my opinion on market preferences, I note that I have 50 years of experience with business and business ownership and a 20 year career in real estate by way of company ownership (Harcourts Bay of Islands).
- 5 Specifically, I have been a real estate agent in Kerikeri and Waipapa for the past 20 years, initially with Ray White before purchasing The Professionals and rebranding to Harcourts. I sold the business in 2017 exiting in 2024. I then briefly worked with Ray White before returning to Harcourts. My experience spans various property markets, including residential, commercial, businesses and industrial land. Throughout my career, I have developed a deep understanding of local market trends and buyer preferences specifically in the Kerikeri, Waipapa and surrounding areas. I believe I can offer the Commissioners assistance on these matters.

COMMUNITY CONSULTATION AND ENGAGEMENT

- 6 KFO appointed me as its community liaison in 2020 because of my longstanding and active involvement in the Kerikeri-Waipapa community. The purpose of the community liaison was to canvas the publics' views on the use of KFO's land for urban development given there was, at the time, signals from the Council that it would be undertaking a plan review

process in the near future. Prior to that, I had informally been assisting KFO for about a year.

7 By way of summary:

(a) I have been active in the business community through my real estate business, Harcourts Bay of Islands, which I grew from a staff of seven employees to a staff of fifty. As a business owner and real estate agent, I naturally deal with and have come to know many people in the community.

(b) I have sponsored various community, school and business activities. This includes offering scholarships and ongoing training to young people interested in a career in the real estate industry.

8 As KFO's community liaison, I have met with community groups and individuals one-on-one and facilitated meetings to bring different groups together. This has ensured that the community was kept informed of what KFO was planning, and ensured their collective input on the Proposal. I attach as **Appendix A** a list of those I have consulted with since I was engaged by KFO, which I summarise below.

Ngāti Rehia

9 I engaged with Ngāti Rēhia at the outset of the Proposal's development, and their perspectives have informed the process from the very beginning. KFO's Proposal – 'Te Pae Waiora' – was gifted its name by Ngāti Rēhia following two days of consultation with local community groups and KFO's owners. KFO met with Ngāti Rēhia on 11 occasions between March 2021 and March 2022, prior to making its submission on the PDP.

10 The purpose of that engagement was to ascertain the aspiration of Ngāti Rēhia in relation to affordable housing, employment and environmental wellbeing in the area.

11 KFO has received overwhelming support from Ngāti Rēhia who are aware of the opportunities the proposal provides for community and the environment. Engagement with Ngāti Rēhia is ongoing and will continue as the land develops in the future.

12 Most recently in late May / early June, I met with Whati Rameka to discuss affordable housing and ongoing discussions between KFO and Ngāti Rēhia.

Community groups – Vision Kerikeri and Our Kerikeri

- 13 KFO has also received overwhelming support from community groups such as Vision Kerikeri, Our Kerikeri and other individuals in the community.
- 14 On 20 February 2025, I held an open day to discuss KFO's rezoning proposal. A notice of the open day was published in the Northern Advocate.¹ In that one day, 54 individuals signed letters of support. I can provide names and details of the letters of support on request.
- 15 I have met individually and collectively with community groups countless numbers of times to discuss what Kerikeri-Waipapa needs in regards to housing, connectivity, services, culturally, employment opportunities and general community wellbeing.
- 16 I have had high level engagement regarding the Proposal providing for a 130 to 150 bed hotel to better cater for tourism, a much-needed additional supermarket, a medical centre and school. A hotel in particular was supported by Ngāti Rēhia as a good employment opportunity and is also a compatible and desirable land use adjacent to Bay of Islands Golf course.
- 17 The proposed development, *Te Pae Waioara*, has grown out of the input by many community groups and individuals. Community input has driven what the development would look like from the very beginning, and KFO will continue to listen and adapt the Proposal to meet what the community wants and needs.

Kerikeri / Bay of Islands Golf Club

- 18 I have been engaging with the Kerikeri / BOI Golf Club since 2019/2020, and before I was formally appointed as KFO's community liaison. Through that time, I have been in constant dialogue with presidents and past presidents, and more recently, the Management Committee.
- 19 The original purpose of engaging with the golf club was to find ways to improve the golf club and course, alongside the development. Through discussions about early concepts of the Proposal with Greg Wilson, a

¹ <https://www.nzherald.co.nz/northern-advocate/news/kerikeri-housing-plan-could-double-population-with-3000-new-homes/CXOS7RQ62VEQPAVXD2L6F6FBBQ/>.

planner from the Council who was running the plan review at the time, KFO developed its idea for a direct connection between the Site and Kerikeri (as well as Waipapa and the new sports complex).

- 20 KFO has since then engaged with the Kerikeri / BOI Golf Club through its Management Committee to understand its appetite for providing an access to Kerikeri across its land while also improving the course for the benefit of the club. Broadly speaking, the proposal would involve KFO and the golf club exchanging land. This would enable KFO to build a road to connect its Site directly with Kerikeri and the golf course would receive newly upgraded golf holes (13, 14, and 15) alongside other improvements to the course. KFO believes this is a win-win for everyone.
- 21 KFO recognises that this proposal requires support from the golf club's members and that there is an ongoing process of engagement.
- 22 To that end, KFO engaged Brett Thompson (RBT Design), an experienced golf course designer to provide mock-ups for potential new golf holes and improvements to other holes. RBT's portfolio includes Te Arai Links, The Hills, Jack's Point, and Douglas Links.²
- 23 I understand that Brett walked the course with the president and some committee members to get their feedback on potential improvements. I attach images of these potential new holes and improvements at **Appendix B**.
- 24 KFO believes this is an outstanding opportunity for it and the Kerikeri / BOI Golf Club to work together to achieve benefits for both KFO and the golf club. We will continue to work closely with the president and committee, and members who are interested in understanding more about the proposal, to work on a solution that works well for both parties. We are confident that this route can be secured.

Housing and Urban Development

- 25 I met regularly during the last 2 years with the local Northland Director of Housing and Urban Development, Justine Smith, to gain an understanding of how KFO could help with social housing. I understand from KFO experts that there are benefits for housing affordability

² <https://rbtdesign.co.nz/portfolio/>.

associated with the scale of the rezoning and this fits with my understanding of the real estate market. Ms Smith indicated her support of KFO's development to me.

Council, Council staff, and Ministers

- 26 Once KFO's initial Proposal was refined through consultation, I presented the Proposal to FNDC councillors at a council meeting.
- 27 I regularly met with Greg Wilson to determine what was important to council for such a project. Mr Wilson was at the time managing the district plan review process. I have also met with the past and present mayor, a councillor and the current FNDC Chief Executive.
- 28 More recently, I have engaged with our local MP Grant McCallum, to determine his interest in a proposed development in the area. Mr McCallum's letter of support is attached as **Appendix C**.

THE HOUSING AND BUSINESS MARKET IN KERIKERI-WAIPAPA

General market preference

- 29 The housing market in Kerikeri-Waipapa is characterised by a mix of residential and rural-residential properties. The residential properties are primarily located in Kerikeri and Waipapa on smaller lots, with additional clusters near the coast. Rural- residential development surrounds the Kerikeri and Waipapa town centres on larger lots, generally between 3,000 – 5,000 m².
- 30 Mr Thompson's economic evidence for Hearing 1 described the larger rural-residential lots as serving a residential function rather than a rural lifestyle function.³ Having had first-hand experience with buyers and sellers of these types of properties, I agree with Mr Thompson. Most people occupying these properties are employed locally or work from home and shop in Kerikeri and Waipapa. If one were to drive these areas, they would see that, while large, the land is not used for a rural or rural lifestyle purpose. Instead, the extra land provides space for recreation, landscaping, privacy, outdoor areas, and parking (such as boat storage).

³ Statement of Evidence of Adam Thompson on behalf of Kiwi Fresh Orange Company Limited – Economic and Property Research dated 13 May 2024.

- 31 There are several factors that I believe have contributed to the market's preference for larger properties surrounding the Kerikeri and Waipapa townships.
- 32 The first factor is the historical infrastructure limitations that have restricted the development, and therefore supply, of new smaller properties within the townships. Larger lots have the space to self-service wastewater and drinking water infrastructure. The preference for larger lots can be attributed in part to their ability to self-service infrastructure. If infrastructure limitations cannot be solved, then the Kerikeri-Waipapa will continue to see outward expansion of this type of large-lot development.
- 33 The second factor is that larger lots have been purchased and marketed as residential properties, rather than your typical rural-lifestyle block properties. This suggests to me that larger lot properties are viewed by buyers as substitutes for smaller lot properties within the townships, which is intuitive to what I know appeals to buyers in Kerikeri and Waipapa. These preferences include:
- (a) A preference for lower density living but still being close to urban amenities. Larger lots offer more space for outdoor activities, gardening, and privacy.
 - (b) Flexibility to customise living spaces, outdoor areas, additional structures, or recreational areas.
- 34 In my experience, people moving and buying in Kerikeri do not want terraced housing. This is not to say that this type of housing does not have a place in the market – it does – but it is not a primary segment in the residential market.
- 35 People in Kerikeri-Waipapa prefer properties that have space. This is because they are young families (for whom space is a premium), or middle aged and empty nesters who want to enjoy the lifestyle and quietness that is provided.
- 36 There has been very slow growth in the development of new housing in Kerikeri-Waipapa in the past five years, particularly at a level that is affordable. Most new developments have catered for the previously mentioned large-lot residential properties, naturally targeting the higher

end of the market. I have not seen any noticeable growth in the provision of affordable housing.

- 37 My observations appear to be consistent with Urban Economics' Economic Assessment (enclosed as Appendix 4(h) to KFO's submission), which reported very few sales of terrace houses compared with standalone dwellings in the September 2020-2022 period.⁴

Need for affordable housing

- 38 The lack of affordable housing has become increasingly apparent over the last five years. Constraints around infrastructure and high land values have meant that house prices can fall within the \$1 to \$2 million range. Rent prices have also escalated due to the lack of supply in Kerikeri-Waipapa.
- 39 I believe there needs to be larger-scale greenfield developments with a lower land cost to enable opportunities to address the affordability endemic. This demand is higher than it has ever been. Specifically, Kerikeri-Waipapa must be able to provide quality housing starting around \$500,000 and up to \$900,000 on 500m² to 1000m² sites. Large-scale greenfield development appears to me to be the most obvious solution. Engagement with Ngāti Rēhia confirmed some of their staff lived in Whangarei and travelled to work in Kerikeri because housing costs were unaffordable in Kerikeri.

Examples of residential developments

- 40 The largest recent residential development in Kerikeri-Waipapa is the Rangitane River Park, located approximately 4 kilometres from Kerikeri town centre north at the end of Landing Road, Kapiro and Rangitane Roads. At **Appendix D** is a scheme plan of stages 3 to 6 of the Rangitane River Park subdivision, recently approved by the Environment Court.⁵
- 41 The earlier stages of the development are located on Blue Penguin Drive, Spoonbill Drive and Fernbird Grove seen on the Scheme Plan. I understand there were approximately 60 lots in those first two stages.

⁴ Economic Assessment: Proposed Re-zoning of the Brownlie Land, Urban Economics, Adam Thompson, dated 19 October 2022.

⁵ *Neil Construction Limited v Farn North District Council* [2024] NZEnvC 142; [2024] NZEvC 278; [2025] NZEvC 145.

- 42 The development of stages 3 – 6 will create 119 new allotments. I understand that the first 50 will be released when basic infrastructure that is currently being built is completed. It is worth noting the lot sizes on the scheme plan, which range from 3,000 m² through to 5,000 m², consistent with Adam Thompson's observation about large lots performing a residential function. Each of the lots will be self-serviced with on-site wastewater and water supply.
- 43 I am not sure what the demand will be for these but historically they have sold over longer timelines because they are priced at the higher end of the section market i.e. at the \$350,000 to \$500,000 level for land only which excludes people looking for affordable land house packages of between \$500,000 and \$900,000.
- 44 Another development nearer to the Kerikeri Town Centre, Te Uru Lane was for approximately 30 lots between 300 m² and 600 m². The lots are being marketed as house and land packages (\$700 to \$1.2m) or bare land (\$300k to \$400k).
- 45 As far as I am aware, only Kainga Ora has provided infill housing of any scale. One example is a 22 unit development off Clark Rd (named Te Tira),⁶ another is approximately 10 units under construction in Kings Street, and another of 10 units in Te Arapu Lane, 307 Kerikeri Road. There is a noticeable absence of private investment in large-scale infill development. As I said above, I believe this is because of infrastructure constraints and market preferences.
- 46 However, even if the infrastructure problem is solved, the market's preference for greenfield development suggests that private investment into infill development is unlikely to occur at scale. I have talked with real estate salespeople, who say that infill plans have failed to attract interest and that these ventures are too risky.

CONCLUSION

- 47 I believe KFO's proposal will effectively address the community's needs regarding housing price, location, and typology. Although infill

⁶ https://kaingaora.govt.nz/en_NZ/news/final-fourteen-homes-complete-kerikeri-development/.

development, including townhouses, has been part of the residential market mix, it has not traditionally been a dominant segment.

- 48 It is important to provide affordable housing, and townhouses and infill development can contribute to this goal. However, relying solely on infill development to meet demand overlooks the types of properties that people in the market want to buy, which in turn influences developers' investments.
- 49 In my opinion, an overreliance on infill development will lead to the continued expansion of large-lot developments around the Kerikeri-Waipapa townships, as that is where market demand lies and developers respond to this demand.
- 50 I believe a balanced approach is needed. One that combines infill development with the provision of new residential land to accommodate other housing typologies that meet the community's needs and preferences, including more affordable housing. This approach ensures that the available land supply is adaptable to diverse market needs.
- 51 KFO's proposal has been created in consultation with community groups, local Iwi, real estate experts, businesses, and FNDC and based on detailed expert inputs across a wide range of technical disciplines. KFO aims to make something special for Kerikeri and Waipapa. While not everyone supports it, most people do. This was demonstrated at the recent Spatial Plan hearings on 1 and 2 May 2025 at the Turner Centre.
- 52 This land between Kerikeri and Waipapa is a rare chance to plan a unified urban area. I believe that Te Pae Waioara will be an excellent outcome for Kerikeri and Waipapa.

.....
Dennis Corbett

16 June 2025

Appendix A – Engagements – 2020 through 2025

1. Ngati Rehia
2. Vision Kerikeri
3. Our Kerikeri
4. Bay of Islands / Kerikeri Golf Club
5. Rotary Kerikeri
6. Rotary Waipapa
7. Kerikeri Business
8. Real estate experts
9. Howarth HTL Hotel and Tourism advisors
10. Southern Cross Medical
11. Foodstuffs (Pak n Save) Supermarket.
12. FNDC planner
13. Housing and Urban Development – Northland Director
14. Kainga Ora Whangarei
15. Local school teachers
16. FNDC mayor (2)
17. FNDC Councillors
18. FNDC Chief Executive
19. MP Grant McCallum
20. Minister Shane Jones
21. Minister Chris Bishop

Appendix B – Potential new holes and improvements to Kerikeri / Bay of Islands Golf Club



Kerikeri

EXISTING SITE PLAN

date: August 2023
scale: 1:2000@ A1, 1:4000@ A3
revision: -

DRAFT





Kerikeri

SITE + PROPOSED GOLF LAND

date: September 2023
scale: 1:2000@ A1, 1:4000@ A3
revision: -

DRAFT





Legend

-  New road layout
-  Overpass
-  New golf holes
-  Tree removal
-  Golf paths

Proposed Golf Holes

Hole	Par	Distance Current (m)	Distance Proposed (m)
13	3	124	120-150
14	4	338	300-330
15	4	288	320-350

Note: Refer to individual plans for design notes on the hole layout

Kerikeri

GOLF PLAN - 13TH, 14TH & 15TH

date: September 2023
scale: 1:1500@ A1, 1:3000@ A3
revision: -

DRAFT





Legend

-  New road layout
-  Overpass
-  New golf holes
-  Tree removal
-  Golf paths

Proposed Golf Holes

Hole	Par	Distance Current (m)	Distance Proposed (m)
12	5	445	460
13	4	270	270

Note: Refer to individual plans for design notes on the hole layout

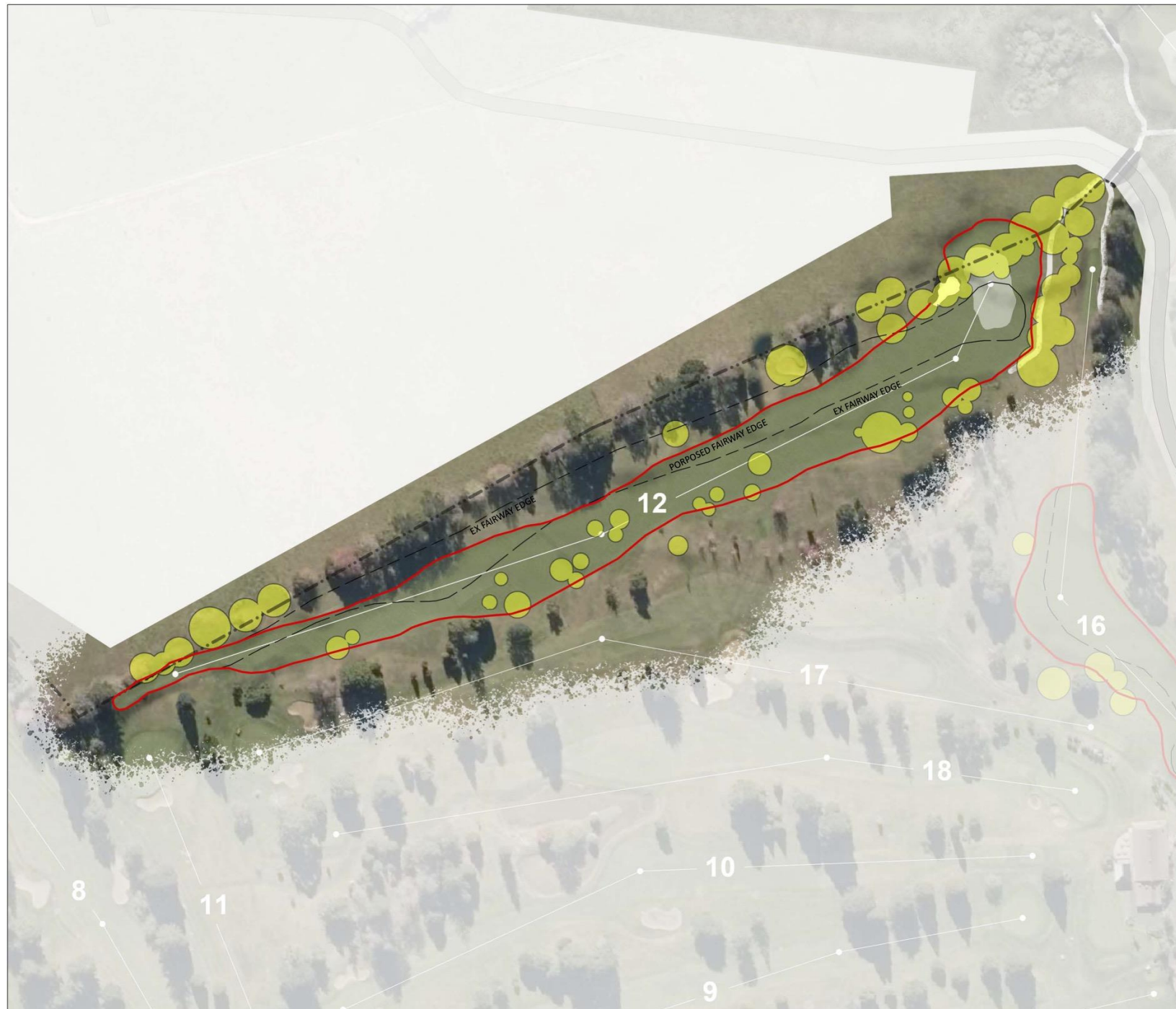
Kerikeri

GOLF PLAN - 12TH & 16TH

date: September 2023
scale: 1:1500@ A1, 1:3000@ A3
revision: -

DRAFT





Design Notes

12th Hole - Par 5, 460m

- Significant tree removal to move the play line away from the boundary.
- Combine 12th and 17th fairways in the landing zone, to enable the golfer on the 12th tee to play "away" from the boundary.
- Green located further north to play an additional 15m.
- 12th green to 13th tee approximately 180m via overpass.

Kerikeri

GOLF HOLE - 12TH

date: September 2023
scale: NTS
revision: -

DRAFT





Design Notes

13th Hole - Par 3, 120-150m

- A drop par 3 to replace the existing one.
- A natural golf hole.
- It would play between 120m-150m downhill.
- The hole plays down toward the river with a totara forest as the backdrop, connecting you with this natural feature.
- The green would be elevated on an existing high point.
- Access would be via the ridge down to the river, with a boardwalk traversing a wet area.

Kerikeri

GOLF HOLE - 13TH

date: August 2023
scale: NTS
revision: -

DRAFT





Design Notes

14th Hole - Par 5, 300-330m

- A dog leg left hole, would potentially replace the current dog leg left.
- This proposed hole also plays back uphill at 300-330m, the same meterage as the existing 14th.
- Earthworks are required on the south side (left side of the tee) to create a receptive fairway.
- The 2nd shot is to an elevated green.

Kerikeri

GOLF HOLE - 14TH

date: August 2023
scale: NTS
revision: -

DRAFT





Design Notes

15th Hole - Par 4, 320-350m

- A short par 4, similar to the existing 15th.
- A strong dog-leg right, playing back to the 13th tees and the overpass.
- The golf hole affords great views down into the totara covered gully.
- The hole plays across to a flattened terrace, similar to the existing 15th.
- Approach shot to carry existing drainage water course.

Kerikeri

GOLF HOLE - 15TH

date: August 2023
scale: 1:750
revision: -

DRAFT





Design Notes

16th Hole - Par 4, 270m

- Currently plays short dogleg left. If you are to far right a group of trees blocks your approach from that side.
- Reposition tees to being hard on the boundary, this means the golfer hits away from the boundary, lessening the chance of going OB.
- Mow new fairway close to top of existing swale, which separates the 12th from the 17th.
- Remove 8 trees on the right side of tee, allowing the golfer to aim further right, away from the potential road alignment and possible OB.
- Cut the fairway to present more to the right of the hole and exaggerate the dog leg with an inside left bunker at 180m.
- Remove four trees beside the 17th, to allow that as a good lay-up with an unimpeded shot to the green. Leave one tree as protection.

Kerikeri

GOLF HOLE - 16TH

date: September 2023
scale: 1:75
revision: -

DRAFT





Legend

Kerikeri Golf Club		
	Golf land - Safety	1.68ha
	Golf Land - 3 holes	8.11ha
Total		9.79ha

Kiwi Fresh Orange Company		
	Balance land	5.02ha
	Road corridor - 20m wide	1.11ha
Total		6.13ha

Kerikeri

LAND AREAS

date: August 2023
scale: 1:1500@ A1, 1:3000@ A3
revision: -

DRAFT





Legend

-  Existing boundaries
-  Proposed boundaries
-  New road layout
-  Overpass
-  New golf holes
-  Golf paths

Kerikeri

SITE PLAN

date: September 2023
scale: 1:1500@ A1, 1:3000@ A3
revision: -

DRAFT



Kiwi Fresh Orange Company Limited (Sub #554)
Evidence in Chief – Dennis Corbett (Corporate)
Topic 15D

Appendix C – Mr McCallum's letter of support



Hearings Panel
Far North District Council
Private Bag 752, Kaikohe 0440

16th June 2025

Letter of support
Mr Dennis Corbett / Kiwi Fresh Orange Company Ltd.
RE-ZONING HEARING EVIDENCE
Far North District Council's Proposed District Plan

Dear Panel Chair

I wish to offer my support to Kiwi Fresh Orange Company Ltd, representations they are making to your Hearings Panel regarding re-zoning of approximately 197 ha of their land, including areas for General Residential, Mixed Use, and Natural Open Space. My support letter arises, in part, from discussions I have held with Mr Dennis Corbett.

As you are aware, Kerikeri-Waipapa is experiencing a period of sustained growth, leading population growth for the Far North District. The proposed re-zoning of rural land in Kerikeri-Waipapa is a forward-thinking initiative that addresses the region's growth and development needs.

By enabling mixed-use development, the plan will support housing affordability, stimulate commercial activity, boost tourism, and improve infrastructure, all while considering environmental sustainability. The economic benefits of this initiative will enhance the quality of life for Zealanders and ensure that Kerikeri-Waipapa continues to thrive as a vibrant and prosperous community.

With kindest regards,

Grant McCallum
Member of Parliament for Northland

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GRANT MCCALLUM
MP FOR NORTHLAND

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Appendix D – Scheme plan of stages 3 to 6 of the Rangitane River Park subdivision

