

Curriculum Vitae

IAN M BROWN

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Career Objective

To utilise my extensive property, development and management experience, in a manner to assist businesses with their property needs, aspirations and goals

Background & Experience Summary

Employment

- * Operational Contracts Manager, Argosy Property Ltd April 2013 to September 2019
- * Manager, Property Assets, Foodstuffs (Auckland) Ltd December 2005 to April 2013
- * Property Development Executive, Foodstuffs (Auckland) Ltd since July 2002 to December 2005
- * Principal Property Consultant, Opus International Consultants Limited, Palmerston North; June 1999 to July 2002
- * Property Development Executive, Foodstuffs (Auckland) Limited; July 1987 to June 1999
- * Various Property Management positions, NZ Rail; 1974 to 1987
- * Office Administration, NZ Rail; 1973 to 1974
- * Senior Clerk, Wright Stephenson & Co Limited; 1968 to 1971

Recognition

- * 2017 Property Manager of the Year – Property Institute of New Zealand

Qualifications

- * Diploma in Corporate Management – Institute of Chartered Secretaries and Asia Pacific International University
- * NZ Institute of Valuers – Professional, Urban; 1986

Affiliations

- * Fellow of NZ Property Institute
 - Chairperson Organising Committee 2009 Auckland Conference
 - Committee, Central Districts; 2000 to 2002
 - Chairperson, Auckland Branch (400 members); 1992 to 1995
 - Secretary, Auckland Branch; 1989 to 1992
 - Committee, Auckland Branch; 1983 to 1985
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Biography

Born in Palmerston North, New Zealand

Married and maintaining excellent health and fitness

Interested in a variety of sports including mountain biking, walking, swimming and golf. Also enjoy music, wine and food, the Internet, gardening and family based activities

My past community involvement has been as:

- * Former President Frankton Squash Club
- * Former Committee Member Massey Joggers Club
- * Former School Committee Member Colwill School

Prime Attributes

- * Well-honed negotiation skills
- * Extensive experience liaising with senior executives and representatives from local and central government, legal professionals and the property industry
- * Confident and capable public speaker
- * Excellent communication skills, both written and oral – presented and written numerous successful proposals
- * Motivated and supportive team leader and member – working equally well in autonomous situations
- * Reliable, mature and conscientious approach to tasks
- * Loyal and ethical – gaining respect from clients and colleagues alike
- * Clear understanding of commercial property and retailing fundamentals
- * Sound computer skills including Word, Excel, PowerPoint, SAP, Yardi, MAC and Internet systems
- * Extensive network of business contacts across New Zealand

Career Achievements

2013 to 2019

Operational Contracts Manager Argosy Property Ltd

As one of New Zealand's leading listed property companies, Argosy owns a diversified portfolio of industrial, office and retail properties predominately in Auckland and Wellington, with a modest tenant-driven exposure to other parts of New Zealand.

Argosy is listed on the New Zealand Stock Exchange under the ticker code ARG.

Key achievements

- * Building a united team of eight Property Managers and Building Service Engineers, with a common vision and goals, including employment sourcing and interviews.
- Guiding and assisting the team in managing up to 69 buildings and undertaking budgetary and operating expense obligations.
- Overseeing changes to the health and safety regime within the business due to the introduction of the new Health and Safety Act in 2015, and chairing the Health and Safety Committee
- Assisting Asset Manager with the sell down of a large portfolio of vacant land in Palmerston North
- Representing Argosy in opposing a plan change at Palmerston North and presenting at the hearing
- Overseeing Argosy's interests in the introduction of The Auckland Council Unitary plan
- Assisting Asset Managers with projects through lease document overviews, contact document overviews, leading project work on tenant' sites, and general advisory work
- Managing lease sites that have an element of difficulty.
- Introducing a procurement process and renewing air conditioning, building wash, and fire services.
- Participating on the Argosy Risk Committee and being a team member on the introduction of a new property management and accounting system, and the renewal of the Argosy Insurance advisory role contract.

IAN MICHAEL BROWN

Career Achievements

2005 to 2013

**Manager, Property Assets
Foodstuffs (Auckland) Ltd**

Foodstuffs (Auckland) Limited operates market leading supermarket brands and associated properties through the upper North Island, consisting of New World, Pak'N Save, Gilmours Cash'N Carry and Four Square.

This was a new role, for the first time including management of all Foodstuffs' properties. A total of approximately 170 properties, encompassing warehousing, cool stores, retail, housing, small shopping centres, unit titles, supermarkets and bare land. Total rent role of \$900m

Key achievements

- * Building a united team of property personnel with common vision and goals.
- * Contributing to the improved Store Development performance through inputting into financial reporting systems and procedure.
- * Implementing a strategy for the collation and accurate recording of all property data.
- * Developing a strategy for the creation of a budgeting system that is directly linked to the individual condition of assets within the portfolio.
- * Manual process efficiencies.

Responsibilities include:

- * Team leadership and development
- * Rent reviews
- * Lease documentation
- * Control and budgeting of expenditure for the property owning company, The National Trading Company of New Zealand Ltd
- * Day to day accounting functions
- * Ensuring compliance in terms of the Building Act 2004 and other legislation
- * Landlord representation in any new build or refurbishment projects
- * Property management of 80 supermarkets under New World and Pak'N Save banners

IAN MICHAEL BROWN

2002 to 2005

***Property Development Executive
Foodstuffs (Auckland) Limited***

Responsibilities:

Primarily to assist in the establishment of the Pak 'n Save fuel outlets and other development roles prior to assuming the role of Manager, Property Assets,

Projects undertaken:

- * Evaluation of fuel outlet agreements between Foodstuffs and the oil company fuel provider, and the consequential amendment and adjustment of existing Foodstuffs leases and documents thereby ensuring commonality
- * Planning co-ordination for Pak'N Save fuel outlets at Pukekohe, Hamilton (2), Rotorua, Manukau and Botany Downs.
- * Complex negotiation for successful acquisition of land for the establishment of the Botany fuel outlet.
- * Feasibility study and successful negotiation for land acquisition at Matamata.
- * Feasibility study and successful negotiation for land acquisition at Waiuku.
- * Successful lease and future purchase negotiation for Foodstuffs Fresh premises at East Tamaki

1999 to 2002

***Principal Property Consultant
Opus International Consultants, Palmerston Nth***

Opus is a multi-disciplinary consultancy dealing principally in projects for clients in the educational, local government and central government fields

Objective:

To re-establish a property consultancy business in the region for Opus.

Projects Undertaken:

- * Project Manager for the multi-million dollar Newbury – Feilding water supply project. The role entailed project management of civil and water engineers, planners; client liaison and management; and accounting processes. The project was successfully completed in October 2001
- * Extensive landowner negotiations on behalf of Wanganui District Council in respect of a major roading deviation through rural properties
- * Land and easement acquisitions for the Newbury pipeline.
- * Site assessment evaluation and report for a major supermarket chain, within a rural Manawatu township

Career Achievements (continued from previous page)

- * Project manager of the Manawatu District Council's upgrade of rural sewerage disposal sites at Halcombe, Sanson and Bunnythorpe, together with land acquisition for Halcombe.
- * Confidential land acquisition on behalf of Foodstuffs Wellington, in Masterton.
- * Formal advisory role to Manawatu District Council elected members on the implications of the Public Works Act review.
- * Successful lease and fit out negotiations on behalf of Opus for new office premises at Wanganui and Blenheim, and new leases at Masterton and Gracefield.
- * Team member for assessment of new urban boundaries for Palmerston North City Council
- * Acquisition of housing on behalf of Community Housing
- * Section 40 Public Works Act offer back assessments and negotiations for sale

1987 to 1999

**Property Development Executive
Foodstuffs (Auckland) Limited**

Responsibilities:

Primarily to aid property decisions for the organisation based on demographic and psychographic feasibility studies. This includes participation in new building projects from conception through to negotiation and project fruition.

Specific responsibilities:

- * Conducting feasibility studies and assessing catchments for various localities
- * Liaison with local and central body executives regarding legal and planning obligations
- * Drawing up contracts and negotiating, often complex, legal and financial issues
- * Locate appropriate future development sites and formulate strategies to acquire the same
- * Researching and interpreting relevant statistical data
- * Build up and maintain liaison with agents and developers
- * Assist in formulating town planning strategies, preparation and submissions, evidence and procedures
- * Negotiate agreements with adjoining owners in respect of developments
- * Undertake land acquisitions

Career Achievements (continued from previous page)

Achievements:

- * Extensively involved in numerous commercial developments for the group, as outlined in Appendix One
- * Developed and utilised an in-depth knowledge of legal, planning, resource management and related legislation
- * Liaised frequently with senior local and central government executives and building industry representatives. Encompassed presenting information to full council meetings
- * Maximised business contacts, communicating frequently with industry executives and the media
- * Presented submissions to Council Planning Committees
- * Obtained difficult resource consents from parties affected by developments

1973 to 1987

Various Positions

NZ Rail

Commenced with NZ Rail as a Clerk performing a variety of office duties, receiving promotion into the Property Division in 1974.

Position held:

Regional Property Manager – Northern Region – 1986 to 1987

Responsible for major property decisions for NZ Rail in the area from Taumarunui northwards.

Specific duties:

- * Negotiating leases, sales of land and rental reviews
- * Land purchase and subsequent legal and resource management issues
- * Team of up to ten staff
- * Preparing valuations and reports for management and local and central government
- * Evaluating properties, ensuring maximisation of profits
- * Budgeting and financial control

Position held:

District Property Officer – Auckland – 1984 to 1986

Decisions on, and assessments of, land in the region from Huntly to Okaihau, with responsibility for all Auckland Councils.

Specific duties:

- * Land purchase, in accordance with town planning and legal requirements
- * Negotiating with industry professionals and council executives regarding land sale, valuation and future developments

Career Achievements (continued from previous page)

- * Advising Railway Welfare Society on property dealings, as required
- * Valuations and maximisation of returns on existing properties

Position held:

Senior Property Officer – Hamilton – 1979 to 1984

Based in Hamilton, implementing property decisions for the region from Bay of Plenty, King Country and Thames Valley.

Specific duties:

- * Established a speciality Property Team with responsibility for recruitment and training of three staff
- * Commercial, industrial and rural lease
- * Developing industrial subdivisions in towns throughout the district
- * Acquisition of staff housing
- * Land acquisition for operational purposes
- * Town planning

Position held:

Property Trainee, Property Division – Hamilton – 1977 to 1979

Position held:

Clerk, NZ Rail – 1973 to 1977

(For specific achievements with NZ Rail, please refer to Appendix Two)

1968 to 1971

Senior Clerk

Wright Stephenson & Co Limited

Commenced as an office junior, receiving promotion to the Bloodstock Division. Recognised as the youngest person promoted to the Division in the company's history.

(Names of referees available upon request)

Appendix One

Specific Career Achievements

Property Development Executive

Foodstuffs (Auckland) Limited

- * Goldfields Shopping Centre:
In conjunction with the General Manager of the Division, undertook all feasibility studies, co-ordinated publicity material, liaised with legal professionals drafting leases, assisted with project development, negotiated on 42 lease agreements. Fully leased. Opened 1990
- * Tauranga:
Following the rezoning of a block of surplus land in Matua, developed an eight site residential subdivision, selling all lots within six months of completion
- * Whakatane:
Developed reports and feasibility studies for the local Council on the retail development of a Council owned block. Subsequent presentations to Councillors and staff resulted in a new unit titled development led by Foodstuffs and a site for a New World supermarket.
- * Rotorua:
Negotiated the acquisition of a key site from the NZ Fire Service in order to expand existing Pak 'N Save and parking facilities
- * Hamilton:
Completing complex town planning and acquisition procedures with local Council and developers, facilitating two Pak 'N Save developments.

Negotiated with Hamilton City Council and Environment Waikato in regard to the remediation of contaminated land owned by us. Originally assessed at a potential cost to us of \$5m the outcome resulted in sale of the land and a clean up cost to us of \$800k.
- * Mt Albert:
Acquisition of land from Railways, relocation of softball club, use of required land and purchase of adjoining commercial premises to facilitate Pak 'N Save. Subsequent negotiation to establish lease of part of site for Palmers Garden Centre
- * Property Acquisitions:
Kaitaia, Whangarei, Mt Maunganui and Te Puke to facilitate expansion proposals
- * Glen Innes:
Finalised acquisitions and contract requirements on six sites for Pak 'N Save including on sale to service station and upgrade and lease of surplus property (subsequently negotiated sale of completed development)

Appendix One (continued)

- * Tauranga:
Acquisition of fourteen individual residential properties adjoining existing supermarket. Relocation and sale of houses thereon and negotiating with Council to obtain planning consent to new Pak 'N Save
- * Hamilton:
Negotiating compensation from Council for road widening land take
- * Kopeopeo (Whakatane):
Acquisition and relocation of Council service lane; acquisition of adjoining residential land and co-ordinating planning consents to establish Pak 'N Save
- * Albany:
Part of team representing four companies in land acquisition and then subsequently primarily responsible on Foodstuffs behalf to conclude legal contracts on the same (4 ring binders in total)
- * Warkworth:
Reaching agreement with Council to buy land and then to sell airspace back to them in order to facilitate supermarket and carpark building. Also directly negotiated agreements with thirteen adjoining land owners
- * Westend (Rotorua):
Acquiring fourteen residential properties and obtaining forty-seven individual adjoining owners consents in order to facilitate development of new supermarket.

Appendix Two

Specific Career Achievements

Senior Property Positions

NZ Rail

- * Avondale/Pollen Island Railway:
Sold for \$6 million to various adjacent landowners
- * Clifford House:
Assisted in the facilitation of the development of Auckland's first purpose built reception centre at Orakei
- * Mt Eden:
Enabled the development of a commercial office park
- * Mt Albert:
Facilitated development of a large retail complex
- * Southdown:
Reclaimed a large area of land, otherwise of no value, leasing it for industrial purposes
- * Kawakawa/Paihia:
Negotiated leases for the steam train line
- * Wiri:
Enabled the leasing of large areas of industrial land
- * Auckland:
Established commercial attitudes within the Auckland Property Division
- * Apata & Aongatete:
Negotiated the development of Coolstores
- * NIMT Electrification:
Acquired a number of land parcels to facilitate curve easements
- * Central Hamilton:
Negotiating with developers to build a major shopping centre and office tower