

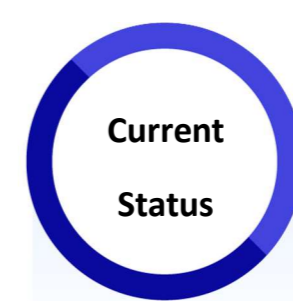
### DMS Vision

We are here to ensure that Piopiotahi is a **safe, well managed and sustainable** destination for generations to come.



### Who We are

We are the **single, unified voice** representing those who operate in Piopiotahi Milford Sound.



### Current Status

DMS agree there is a need for planned change. For this to be successful a **significant shift in partnering with us is needed.**

#### Immediate focus:

Governance and management in Milford Sound and Management of tourism flows



#### Our view on the state of play:

Milford Sound Tourism operators provide quality, safe and coordinated access to Piopiotahi. The issues impacting on our ability to do this are:

##### PROCESSES RELATING TO THE MOP

- Limited constructive engagement, with some improvement in recent months.
- We formed DMS to engage and plan for a sustainable future
- We need change, but MOP is not the answer
- We are your one voice to partner with

##### PRIVATE INVESTMENT

- Current investment is \$400m+
- Public investment in infrastructure has been lacking.
- We have a workable solution that can be implemented now.

##### TENURE

- Zero certainty exists at present: concessions are still stalled
- Private investment has stalled and Piopiotahi will fail visitors' expectations.
- Short-term and long-term issues need addressing



AGREE

#### That a plan for the future of Piopiotahi is needed

- A new model for governance and management
- Stronger cultural aspect and connection
- Management of visitor flows
- Corridor improvements and a (viable) Hub
- Initiatives that are sustainable and carbon friendly



DISAGREE

#### The current MOP is out of step with market realities

- Closing the runway to fixed wing aircrafts
- Banning cruise ships
- The need for new staff accommodation and a new visitor centre
- Reducing and re-locating parking



Research by the University of Otago showed very high satisfaction levels were being maintained (94%) at peak visitor levels.



Visitors' satisfaction with Milford Sound Tourism operators' rates highly on social media and review sites.



On the busiest days (< 5000 visitors taking a boat trip in the same day), only 4% of visitors complained of crowding. Fewer than 15% registered annoyance. There are 5 of these days a year.

#### Our solution for Piopiotahi provides integrated outcomes across 5 areas

New facilities, upgrades and repurposing of many existing facilities. Including:

- Infrastructure of scale: airport terminal, a multi-level carpark and a community centre (all if financially viable)
- Upgrades to hotel/café, existing public toilets and the airport runway
- Repurpose the existing visitor terminal, coach parks and existing carparks.
- We are ready to start on the above as soon as possible.
- This solution has the potential to offer millions of dollars in cost savings and will result in broader and more integrated outcomes.



#### What we need from Government

##### Genuine collaboration

*Work with us to progress solutions*

##### Security of tenure

*Short term results; long term fixes*

##### Investment in public infrastructure

*Targeted investment, with certainty*

# DMS solution for the future of Piopiotahi

