

Signalling programme changes to VC et al

9(2)(g)(ii)@massey.ac.nz>

Tue 8/22/2023 9:54 AM

To: Giselle Byrnes <G.Byrnes@massey.ac.nz>; Cynthia White <C.J.White@massey.ac.nz>; Raymond Geor <R.Geor@massey.ac.nz>; Jan Thomas <J.B.Thomas@massey.ac.nz>; Jill McCutcheon <J.L.McCutcheon@massey.ac.nz>; Jonathan Elms <J.R.Elms@massey.ac.nz>; Margaret Petty <M.Petty@massey.ac.nz>; Meihana Durie <M.K.Durie@massey.ac.nz>; Shelley Turner <S.Turner3@massey.ac.nz>; Tere McGonagle-Daly <T.McGonagle-Daly@massey.ac.nz>

Cc: 9(2)(g)(ii)@massey.ac.nz>; 9(2)(g)(ii)@massey.ac.nz>; 9(2)(g)(ii)@massey.ac.nz>

Kia ora koutou

As per discussions at SLTWOMM yesterday, re signalling and comms around programme closures and consolidation/locality of teaching changes. I confirm:

1. Potential closure of programme or consolidation across campuses.

- The VC needs to signal these in-advance to Tim Fowler TEC. (This can coincide with Unions being advised). TEC is interested in the NZ landscape of programmes.
- The VC needs prior advice, even if the change will not involve a proposal for change. In this instance at the point staff are notified the VC will inform TEC.
- **SLT members are to provide advance notice to Professor Jan Thomas and 9(2)(g)(ii) 9(2)(g)(ii) (and Dr Tere McGonagle-Daly & 9(2)(g)(ii) for comms plan).**

2. Communications plan

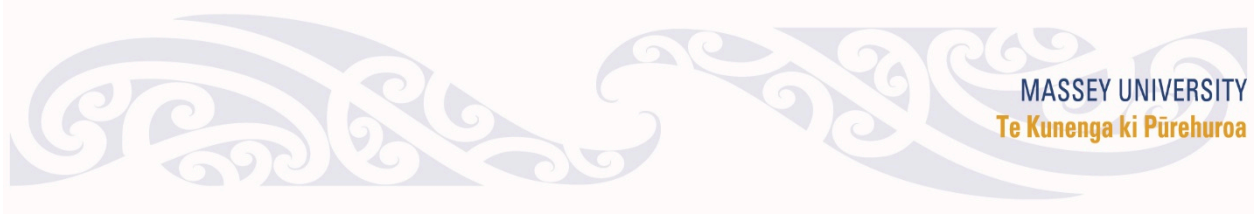
- There are also staff, students and communities (incl. school career advisors, professional organisations, embassies etc) who we need to be advised before it is more broadly announced to the general public. The timing of this needs to be carefully staged eg staff first, and schools should get advice prior to pupils/general public.
- In each change instance it would be appropriate for **the relevant SLT member to ensure a holistic comms plan in place** (with assistance from 9(2)(g)(ii)/PA & Comms), identifying key stakeholders and timing of notification of each (both internal and external).
- **Dr Tere McGonagle-Daly & 9(2)(g)(ii) to be advised/part-of the comms planning (to cover perspective student emails etc).**

Ngā mihi

9(2)(g)(ii)

9(2)(g)(ii) | 9(2)(g)(ii) | Office of the Vice-Chancellor | Massey University | Palmerston North

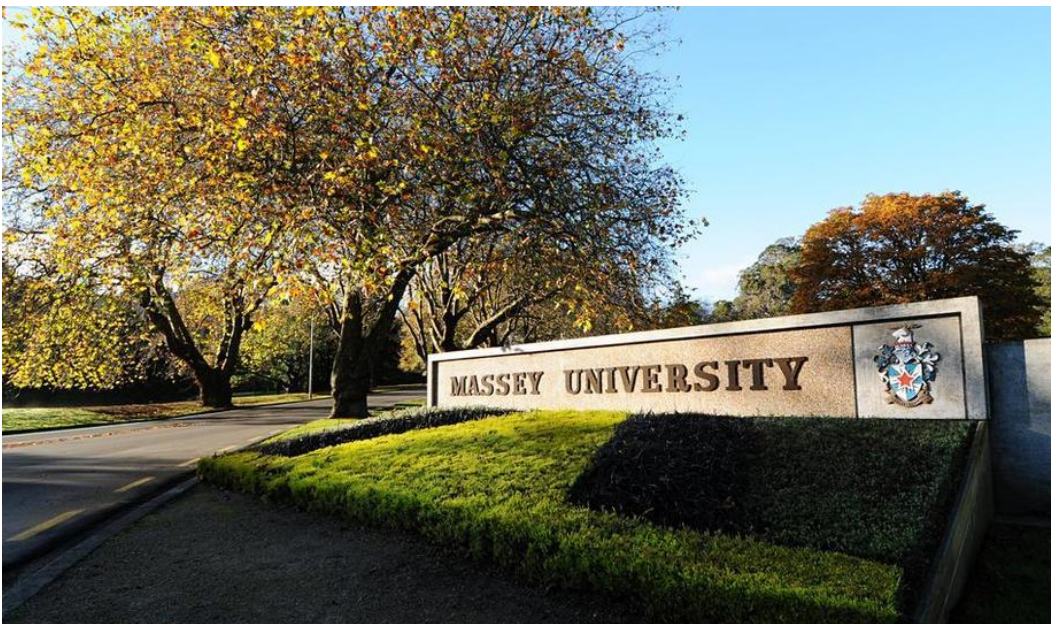
Ph: +64 6 9(2)(g)(ii) | Cell: 9(2)(g)(ii) | Em: 9(2)(g)(ii) @massey.ac.nz





TE KUNENGA | MASSEY
KI PŪREHUROA | UNIVERSITY
UNIVERSITY OF NEW ZEALAND

Request for Proposals (RFP)



Provision of Real Estate Agency/Brokerage Services

MU Reference: 23_043

RFP released: 14 December 2023
Deadline for Questions: 12.00 pm 19 January 2024
Deadline for Proposals: 12.00 pm 25 January 2024

Massey University
Manawatu (Turitea)
Tennent Drive
Palmerston North 4474

The opportunity

This Request for Proposal (RFP) is issued by Massey University, referred to below as “the Buyer”, “the University”, “we” or “us”.

As part of a larger programme of work, the University is seeking to divest land as well as several properties on each of its Manawatū (Palmerston North), Albany (Auckland), and Wellington Campuses that have been deemed as surplus to requirements.

We invite experienced real estate brokerage/agencies to submit a proposal to represent Massey University in the sale and/or lease of surplus property, and other brokerage services as required (the ‘Services’).

The full services are outlined in Appendix 1.

What we need

The University is looking for a tailored marketing and sales solution via which it will divest the properties provided in Appendix 2, in a timely and efficient manner while returning the maximum value to the University.

What’s important to us?

The University is looking for providers who have the capability, experience, and reach, to deliver the best possible outcome. The successful provider will need a demonstrated strong understanding of, and sales record in, the Manawatū, Wellington and Auckland markets. Further, they will be experienced in the planning for and execution of, a sales strategy for multiple properties, some of which are tenanted. The University will expect to be kept informed of progress with the programme in a structured way, via reporting with meaningful insight.

Why should you bid?

This is a unique opportunity to assist one of New Zealand’s largest institutions to rationalise its property portfolio and play a role in ensuring it can continue to produce world-leading research, teaching, and learning. This contract will be a sole agency opportunity.

A bit about us

Massey University is a large, complex organisation delivering world-class teaching and research within New Zealand and Internationally.

This is a unique opportunity to demonstrate the skills and expertise of your organisation to the senior stakeholders of a university that employs more than 3000 staff. Massey prides itself on the relevance and quality of our programmes and we are consistently ranked in the top 3% of universities worldwide. We have a well-established reputation for academic leadership, research excellence and innovative teaching grounded in real-world issues.

Massey University aspires to be the best and we want to work with the best!

SECTION 1: Key Information

1.1 Context

- a. This Request for Proposals (RFP) is an invitation to submit a Proposal for the Real Estate Agent Services contract opportunity.
- b. This RFP is a single-step procurement process.

1.2 Our timeline

Here is our timeline for this RFP (all are New Zealand times and dates):

| | |
|--|-----------------------|
| Deadline for Questions | 12 pm 19.01.24 |
| Deadline for us to answer questions | 22.01.24 |
| Deadline for Proposals | 12 pm 25.01.24 |
| Successful Respondent(s) notified (indicative) | 05.02.24 |
| Expected start date of Contract (indicative) | 12.02.24 |

1.3 Understanding our requirements and how to contact us

- a. Contact us through our Point of Contact via email or the Government Electronic Tenders System (GETS).
- b. Our Point of Contact:

[REDACTED]
[REDACTED]
[REDACTED]

You are welcome to request a site tour. Please email our Point of Contact to register who will attend from your organisation.

1.4 Developing and submitting your Proposal

- a. This is an open, competitive tender process.
- b. Take time to read and understand the RFP.
- c. Take time to understand our Requirements. These are in SECTION 2: of this document.
- d. Take time to understand how your Proposal will be evaluated. See SECTION 3: of this document.
- e. For resources on tendering visit <https://www.procurement.govt.nz/suppliers-2/>
- f. If you have questions, ask our Point of Contact before the Deadline for Questions (see Section 1.2 above).

- g. Use the Response Form provided with this RFP to submit your Proposal.
- h. Complete **and** sign the declaration at the end of the Response Form.
- i. Check you have provided all the necessary information in the correct format and order.
- j. Submit your Proposal before the Deadline for Proposals.

1.5 Address for submitting your Proposal

Submit your Proposal to the GETS in-box address.

We will not accept Proposals sent by post or delivered to our office.

Make sure you include all attachments and reference material.

1.6 Our RFP Terms

a. Offer Validity Period

By submitting a Proposal, the Respondent agrees that their offer will remain open for two (2) calendar months from the Deadline for Proposals.

b. RFP Terms

By submitting a proposal, the Respondent agrees to the RFP-Terms described in SECTION 4: .

1.7 Later changes to the RFP or RFP process

- a. After publishing the RFP, if we need to change anything or provide additional information, we will let all Respondents know by placing a notice on GETS.
- b. If you downloaded the RFP from GETS you will automatically receive notifications of any changes through GETS.

1.8 Defined terms

These are shown using capitals. You can find all definitions at the back of the RFP-Terms.

SECTION 2: Our Requirements

2.1 Background

In 2023, Massey established its Campus Revitalisation Project, which is a multi-staged strategic plan for space reduction, utilisation, and serves to ultimately reimagine our physical campus' as vibrant multipurpose spaces. The procurement of expert realty services will enable Massey University to strategically manage its portfolio, reduce costs, maximize the value of its property, and pursue market options to further the university's strategies.

2.2 What we are buying

In summary, Massey needs to procure end-to-end specialised realty services which include:

- expertise related to maximising yield from the scale of the total estate,
- marketing and associated sales,
- strategic property portfolio advice,
- commercial lease management,
- introducing network contacts to Massey as potential purchasers; and
- general real estate services and support functions.

This is a sole agency opportunity.

Please refer to Appendix 1 for our Service Score, and Appendix 2 for the Property Divestment Schedule.

2.3 What we require from a Respondent:

a. solution

We are looking for solutions that will maximise the return to the University from the properties it has selected for sale or lease. Solutions must include:

- An appraisal of the possible sale price of each property in accordance with current market conditions, and where possible estimates should be supported by sales data of similar properties and/or any other supporting evidence.
- An outline of the different options for selling each property (for example, by tender, by auction or at an advertised price) and the recommended method for each property and how this is likely to affect the sale price.
- Detailed information on how the University's properties will be marketed as part of the service, the cost of this advertising and its timing. This should include the anticipated reach of the marketing to potential buyers.
- A suggested fee structure and all related costs, with a full breakdown on a per-property basis and presented as a total for the total package of properties.
- A plan for how the University will be kept informed of progress with the programme.

b. experience and market presence

We are seeking Respondents who have proven experience marketing and selling property in New Zealand supported by a national and international market presence. The successful Respondent's team will be appropriately resourced and have the necessary reach to manage the sale of the portfolio of properties the

University is planning to divest, as outlined in Appendix 2. Information on previous experience with simultaneously marketing several properties for sale for a single vendor is welcomed.

c. broader outcomes

We are seeking Respondents who can demonstrate how they contribute to a low emissions economy and promote environmental responsibility and how they contribute to and support the communities they operate in daily.

2.4 Contract term

We expect that the Contract will commence February 2024.

2.5 Other tender documents

These documents have been uploaded on GETS and are available to Respondents – they form part of this RFP. These include:

- a. Appendix 1: Service Scope
- b. Appendix 2: Property Divestment Schedule
- c. Appendix 3: RFP Response Form

SECTION 3: Our Evaluation Approach

This section sets out the Evaluation Approach that will be used to assess Proposals.

3.1 Pre-conditions

Each Proposal must meet the following pre-conditions. We will not consider Proposals that fail to meet these conditions.

| # | Pre-conditions |
|----|--|
| 1. | Respondent has current professional indemnity insurance. |
| 2. | In submitting a proposal, the Respondent agrees that their proposal includes, but is not limited to, the sale of all land and buildings identified in this RFP (refer Appendix 2). |
| 3. | The Respondent must visit all the properties with the purpose of assessing the condition and providing a written estimate of the possible sale price of each property. |

3.2 Evaluation model

All Proposals that meet the pre-conditions are evaluated using the evaluation model. Scores will assist in deciding the Successful Respondent(s), but ultimately the decision will be based on which Proposal(s) we consider will provide the best overall public value.

Price will not be a weighted criterion. Instead, price will be considered in determining the overall value for money over the whole-of-life of the contract. This is not a two-envelope process.

3.3 Evaluation criteria

We will evaluate Proposals that meet all pre-conditions according to the following criteria and weightings.

| Criteria | Weighting |
|--------------------------------|-------------|
| Proposed Solution / Strategy | 55% |
| Experience and Market Presence | 40% |
| Broader Outcomes | 5% |
| Total weightings | 100% |

3.4 Scoring

| Rating | Definition | Score |
|----------------------|---|-------|
| EXCELLENT | Respondent demonstrates exceptional ability, understanding, experience and skills. The Proposal identifies factors that will offer potential added value, with supporting evidence. | 9-10 |
| GOOD | Respondent demonstrates above average ability, understanding, experience and skills. The Proposal identifies minor additional benefits, with supporting evidence. | 7-8 |
| ACCEPTABLE | Respondent demonstrates the ability to meet the criteria, with supporting evidence. | 5-6 |
| RESERVATIONS | Satisfies only a minimum of the criteria but not all. Reservations about the Respondent to adequately meet the criteria. Little supporting evidence. | 3-4 |
| SERIOUS RESERVATIONS | Extremely limited or no supporting evidence to meet the criteria. Minimum effort made to meet the criteria. | 1-2 |
| UNACCEPTABLE | Does not comply or meet the criteria at all. Insufficient information to demonstrate the criteria. | 0 |

3.5 Price

If a Respondent offers a substantially lower price than other Proposals, we may make enquiries or require additional evidence to verify that the Respondent can meet all the Requirements and conditions of the Proposed Contract for the price quoted. Note: Any claims made about price must be clear, accurate and unambiguous. Prices must include or be clear about Goods and Services Tax (GST).

3.6 Due diligence

For shortlisted Respondents, we may:

- a. reference check the Respondent and any named personnel
- b. make other checks against the Respondent e.g. a search of the Companies Office or NZBN
- c. interview Respondents
- d. request Respondents make a presentation
- e. arrange site-visits
- f. test products
- g. inspect audited accounts for the last [number] financial years
- h. undertake a credit check
- i. undertake a Police check for all named personnel

3.7 Proposed Contract

In submitting your proposal, you will include your standard terms and conditions of sale for our legal review.

SECTION 4: RFP Terms

View the [RFP Terms](#) dated June 2021.

Appendix 1: Service Scope

In summary, Massey University needs to procure end-to-end specialised realty services which include:

- expertise related to marketing and associated sales,
- strategic property portfolio advice,
- commercial lease management,
- introducing network contacts to Massey as potential purchasers; and
- general real estate services and support functions.

Marketing Expertise

Massey requires an experienced and professional service provider who can assist in:

- Providing information such as statistics, market analysis, valuations, and pricing of properties for sale.
- Evaluation of properties and making recommendations for building repairs/improvements to maximize the sale price of the properties.
- Establishing and implementing a national and international marketing strategy that employs multiple advertising strategies for the assets.

Strategic Property Portfolio advice

Massey requires an open and honest partner provider who can:

- Determine the best course of action to sell identified real estate properties (for example, by tender, by auction or at an advertised price) and provide a recommended method for each property and how this is likely to affect the sale price.
- Work with Massey to develop and deliver a comprehensive and commercial framework to reduce the GFA held by Massey by up to 50% and maximise returns to the university through avoided operational expenses and capital revenue. This will entail a continual process of identifying assets that are surplus to requirement and designing optimal divestment or repurposing solutions.
- Advise Massey on current market trends, risks, and any other factors it deems critical to ensure Massey can make fully informed decisions.

Commercial Lease Management

Massey requires an experienced partner to effectively navigate and optimise a diverse portfolio, ensuring seamless operations and maximising value for the university and experience for third parties.

Introducing network contacts to Massey as potential purchasers

Massey requires a provider who has the ability and network to successfully reach as many potential purchasers and/or development partners as possible.

General Real Estate Services and support functions

Massey requires an experienced and motivated provider who can:

- Assist in the sale of Massey's properties in line with the existing approved divestment schedule to ensure Massey obtains a maximum return on investment for each transaction (schedule below).
- Assist Massey with efforts of obtaining plans, title searches, title instruments including covenants and restrictions, appraisals, and applicable planning information, e.g., permissibility under zonings.
- Assist Massey and/or manage the touring of properties for sale/lease with prospective purchasers.
- Advising Massey and its relevant stakeholders in matters regarding the purchase, offers, claims, counteroffers, discussions, and issues pertaining to the purchase/sale/lease of the assigned properties.
- Communicating and negotiating with purchasers, developers, or investors in real estate transactions on behalf of Massey and forwarding and consulting on offers to the university for consideration.
- Assisting Massey University with the closing of an accepted contract
- Coordinating with Legal Counsel on real estate transaction closing
- Providing the university with the original and/or copy of all documents produced by the firm as a result of the work assigned (if requested).

From: communications <communications@massey.ac.nz>

Sent: Friday, December 15, 2023 2:54 PM

To: [REDACTED] <[REDACTED]>

Subject: Re: planned asset sales

Kia ora [REDACTED],

Please attribute the statement below to a Massey University spokesperson:

Like others in the tertiary sector, the university is experiencing challenging financial conditions. The need to reduce costs and generate income to ensure financial stability remains urgent. One part of the university's multi-year financial recovery plan is focused on ensuring we are making best use of our estates across our three campuses.

The university has this week gone out to market with a Request for Proposal (RFP) for a realty services partner, to enable us to secure specialist experience in the active management of our Estates. This may take the form of optimal land and building utilisation and sales, commercial lease agreements, marketing advice and more. Ensuring our three campuses are vibrant, fit-for-purpose, sustainable and meeting the evolving needs our students, staff and communities is a prime focus for the Senior Leadership Team and the university's Council.

The sale and purchase of buildings, and entering into commercial leases is nothing new. These arrangements have happened for many years and will continue in the future as part of the management of our estates.

ENDS

Cheers,
[REDACTED]

Massey Communications

Massey University | Private Bag 11-222, Palmerston North

| E: communications@massey.ac.nz | www.masseynews.ac.nz



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UNIVERSITY
UNIVERSITY OF NEW ZEALAND

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From: [REDACTED] <[REDACTED]>

Date: Friday, 15 December 2023 at 12:11 PM

To: communications <communications@massey.ac.nz>
Subject: RE: planned asset sales

Also, do the Wellington properties include the former museum building (Block 10 of the Wellington campus)?

From: [REDACTED]
Sent: Friday, 15 December 2023 11:50 AM
To: communications <communications@massey.ac.nz>
Subject: planned asset sales

Kia ora,
I've noticed the RFP for selling Massey property next year.
It looks to me at first glance that Massey is looking to sell the vast majority of its Albany campus.
Would it be possible to get some comment from Massey (or even better an interview) about this? What is the purpose of these asset sales? Is Massey preparing to exit Auckland altogether?
Hoping you can get back to me on this today please.

Ngā mihi,

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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[REDACTED]

From: [REDACTED] [REDACTED]@massey.ac.nz>
Sent: Friday, December 15, 2023 1:25 PM
To: [REDACTED]@massey.ac.nz>
Subject: Re: planned asset sales

Thanks [REDACTED] – appreciate it!

From: [REDACTED]@massey.ac.nz>
Date: Friday, 15 December 2023 at 1:14 PM
To: [REDACTED] <[REDACTED]@massey.ac.nz>
Subject: RE: planned asset sales

Hi [REDACTED]

I have asked [REDACTED] [REDACTED] in Procurement for a final copy.

Regards,

[REDACTED]

From: [REDACTED] <[REDACTED]@massey.ac.nz>
Sent: Friday, December 15, 2023 12:46 PM
To: Shelley Turner <S.Turner3@massey.ac.nz>; communications <communications@massey.ac.nz>
Cc: [REDACTED]@massey.ac.nz>
Subject: Re: planned asset sales

Kia ora Shelley,

It sounds like [REDACTED] has seen the RFP, or possibly had someone in his ear about it, as he has very specific questions.

Are you able to share it with us? Just want to make sure we have the facts, as we may need to tailor the response to him somewhat differently given his claims - we don't want him to publish anything incorrectly, which he may do if we aren't crystal clear.

Thanks, [REDACTED]

From: Shelley Turner <S.Turner3@massey.ac.nz>
Date: Friday, 15 December 2023 at 12:20 PM
To: communications <communications@massey.ac.nz>
Cc: [REDACTED] <[REDACTED]@massey.ac.nz>
Subject: Re: planned asset sales

Thank you [REDACTED]

I think the response below can be repeated and forwarded to [REDACTED]. It is clear in the response that we will have three campuses going forward.

Get [Outlook for iOS](#)

From: communications <communications@massey.ac.nz>
Sent: Friday, December 15, 2023 12:16:30 PM
To: Shelley Turner <S.Turner3@massey.ac.nz>
Cc: [REDACTED] <[REDACTED]@massey.ac.nz>
Subject: FW: planned asset sales

Hi again Shelley,

Just a further supplementary question on this matter from [REDACTED] below.

From: [REDACTED] <[REDACTED]>
Date: Friday, 15 December 2023 at 12:11 PM
To: communications <communications@massey.ac.nz>
Subject: RE: planned asset sales

Also, do the Wellington properties include the former museum building (Block 10 of the Wellington campus)?

From: [REDACTED]
Sent: Friday, 15 December 2023 11:50 AM
To: communications <communications@massey.ac.nz>
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I've noticed the RFP for selling Massey property next year.

It looks to me at first glance that Massey is looking to sell the vast majority of its Albany campus.

Would it be possible to get some comment from Massey (or even better an interview) about this? What is the purpose of these asset sales? Is Massey preparing to exit Auckland altogether?

Hoping you can get back to me on this today please.

Ngā mihi,

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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[REDACTED]

As highlighted in last week's (12th December) Massey News staff update:

Focus on the Future: update

Reimagining and revitalising our three campuses will form an important part of the Recovery Plan work to ensure Massey has a sustainable financial future. As part of this work, the university will shortly go out to market with a Request for Proposal (RFP) for a realty services partner. This will enable us to secure specialist experience in the active management of our Estates. This may take the form of optimal land and building utilisation and sales, commercial lease agreements, marketing advice and more.

Ensuring our three campuses are vibrant, fit-for-purpose, sustainable and meeting the evolving needs our students, staff and communities is a prime focus for SLT and the university's Council. We look forward to sharing more around [Massey's Recovery Plan workstreams](#) in 2024.

In sum: Massey is looking at a range of options for all three campuses, noting that we have a significant amount of underutilised space (ironic, given we were actively looking for more space pre-COVID), and some of our buildings need updating.

For MBS, reimagining and revitalising our campuses is **not about lowering/reducing our head count** but it is about making a better experience for staff and students to work and study.

Ngā mihi

Jonathan

Professor Jonathan Elms (he/him)
The Sir Stephen Tindall Chair in Retail Management, *PhD, MSc, BSc (Hons)*

Acting Pro Vice-Chancellor and Dean
Massey Business School | Te Kura Whai Pakihi

Massey University | Te Kunenga ki Pūrehuroa
Private Bag 102904, North Shore, Auckland 0745 | New Zealand

P: +64 (09) 414 0800 extn 43323 | www.massey.ac.nz



From: s 9(2)(a) @massey.ac.nz>

Date: Monday, 18 December 2023 at 10:56 AM

From: [REDACTED]@massey.ac.nz>
Sent: Monday, December 18, 2023 11:49 AM
To: [REDACTED] <[REDACTED]@massey.ac.nz>; [REDACTED]@massey.ac.nz>
Subject: Fwd: Massey Sales

FYI
Sent from my iPhone

Begin forwarded message:

From: Tere McGonagle-Daly <T.McGonagle-Daly@massey.ac.nz>
Date: 18 December 2023 at 11:39:20 AM NZDT
To: [REDACTED]@massey.ac.nz>, [REDACTED]
[REDACTED]@massey.ac.nz>, [REDACTED]@massey.ac.nz>, [REDACTED]
[REDACTED]@massey.ac.nz>, [REDACTED]
[REDACTED]@massey.ac.nz>, [REDACTED]
[REDACTED]@massey.ac.nz>, [REDACTED]
Cc: J [REDACTED]@massey.ac.nz>
Subject: Massey Sales

Kia ora Team,

I've just been made aware of a situation this morning whereby the procurement process for realty services kicked off before staff were given any clear information – it was subsequently covered off by media. There was some basic information shared via the Staff Update on 12 December (see attached) which is part of the University Recovery Plan. We had discussed some of the details at our WIP too. But if you are getting questions from your team, here are some hopefully useful points:

1. Massey is in an uncommon situation whereby we own most of our campuses – this is unusual, because most universities lease their campus grounds/buildings. This is great on the one hand as they become assets for the university, but on the other hand, they attract significant depreciation costs. It is these depreciation costs that are hitting us heavily in the current climate.
2. The real estate services the university is seeking to bring on board is twofold:
 1. To help us sell/leasing some of our facilities – thereby releasing cash, and

2. To help us lease back some of the facilities for us to run. I say some, because some are in excess to requirements, such as the two Halls on the Manawatū Campus.
3. According to Finance, the lease back costs are a significant reduction in comparison to the depreciation costs – so the outcome is net positive for the university.

I understand there is an all-staff communication coming out shortly too.

Thanks,

Dr Tere McGonagle-Daly (*he/him*) | Deputy Vice-Chancellor, Students and Global Engagement

Te Arawa, Ngāti Whakaue ki Maketu

Te Kunenga ki Pūrehuroa | Massey University
Private Bag 102 904, North Shore, Auckland 0745 | New Zealand
P: 0800 627 739 ext. 49133 | www.massey.ac.nz

IN CONFIDENCE

Subject line/header: Request for Proposal for realty services

Kia ora koutou,

In last week's Staff Update, we communicated the university would be going out to market with a Request for Proposal (RFP) for a realty services partner. The procurement of expert realty services will enable us to strategically manage our portfolio, reduce costs, maximise the value of property, and pursue market options to further the university's strategies. This may take the form of optimal land and building utilisation and sales, commercial lease agreements, marketing advice and more.

Actively managing the university's estates, reducing the gross floor area of all three campuses and reimagining our physical campuses as vibrant, multipurpose spaces, is just one part of the university's [multi-year financial recovery plan](#), which is focused on returning Massey to a sustainable financial position. As shared in several different updates to staff throughout the year, the university is facing a large end of year deficit, so the need to reduce costs and generate income to ensure financial stability remains urgent.

In the RFP released late last week, there was detail identifying different sites across the three campuses and this has led to some media coverage this morning. It was premature for this level of detail to be included and it should not have been. I want to assure staff that the university is only in the very early stages of investigating possible buildings and land that could be surplus to teaching, learning, research, staff and students. No final decisions have been made and any sales or leasing of buildings on all three campuses would go through a thorough approval process involving Massey University Council, iwi partners, Ministry of Education, the Tertiary Education Commission and other stakeholders. I understand the premature release of this information may have caused some concern and anxiety for some staff.

Massey has purchased and sold land and buildings and entered commercial arrangements for many years, and this will continue in the future as part of managing our estates. I do want to reiterate that no decisions have been made and partnering with a realty service is a first step in helping us to do this in a coordinated and strategic way.

Ensuring our three campuses are vibrant, fit-for-purpose, sustainable and meeting the evolving needs our students, staff and communities is a prime focus for the Senior Leadership Team and the University Council.

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Ngā mihi nui,

Shelley Turner

Deputy Vice-Chancellor, University Services

News Mon 18/12 – Massey Sales.

Policy, Management & People

1. **Massey Property Sales** Massey Uni is [seeking real estate services](#) to help sell significant land and facilities on each of its main campuses. In Wellington, it may sell areas just off the main site, including property used as Ako Aotearoa's base, a carpark and a psychology clinic. In Manawatu it may sell two hostels/flat villages (Atawhai and Moginie), farmland, houses, Manukura School land, and prefabs. In Auckland, it may sell most of the Albany campus (Quad A/B, Massey Business School, Atrium, Student Central, Rec Centre, Mathematical Sciences, Childcare Centre and Marine Biology). RNZ had a [story with extra detail](#), with the suggestion that Massey may largely exit its Albany campus. The sales at other campuses are lesser in scope, but the Manawatu changes may reduce student accommodation.
2. **State of the Science Sector** The NZ Herald's Jamie Morton looked at the impact of science cuts at NZ universities in recent years, expanding that focus into a [long feature on science sector funding, diversity and other issues](#).
3. **UNZ Reflections** The last UNZ newsletter of 2023 included the Chair calling for [investment in universities](#), and the CE [looking back on the archives](#) (as they readied for an office shift).
4. **Agent QA** An OIA request to NZQA asked about their [work on quality assurance of agents](#) within the wider Code of Practice. The answers showed that there were very few formal complaints in the last eight years.

Research & Innovation

1. **Science Comms** The SfTI NSC helped researchers learn how to use video to communicate science findings – you can check out four short videos [here](#).

Students

1. **Waka Ama** Construction students at SIT took part in a [waka ama wellbeing pilot](#) this year.

Stakeholders

1. **Tech Diversity** Toi Mai released a report on [diversity in the tech sector](#), finding that women, Māori and Pacific people are underrepresented ([74-page report](#)). The report identified barriers in families and communities, the school sector, the tertiary education sector, and the workforce. It also made recommendations to address those barriers.

Teaching & Learning

1. **Engineering** Waikato Uni [received accreditation](#) for all of its engineering degrees, including provisional accreditation for new programmes.
2. **Teacher Ed** Waikato Uni looked back on [how its teacher education pilot has worked](#) this year in Te Hiku/Far North. The students stayed in their local schools and had marae-based wānanga in the local area. It's a good option for people settled in their community, such as those with young children.
3. **Bronzebeard** A group of Media Design School students have had success with a game called Bronzebeard's Tavern, with [over 40,000 downloads](#).

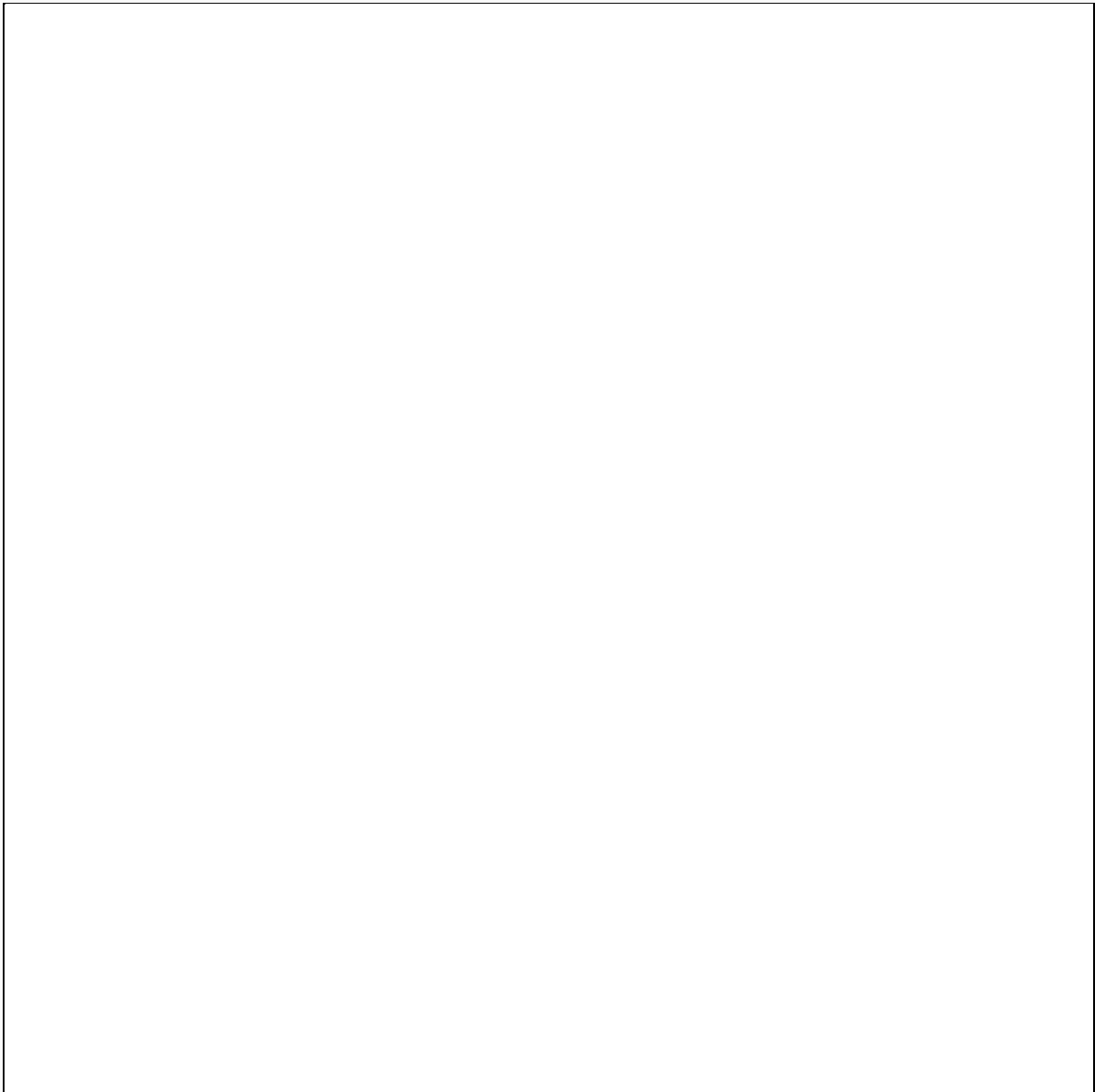
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From: Massey News <no-reply@lists.massey.ac.nz>
Sent: Monday, December 18, 2023 1:30 PM
To: Massey News <massey-news@lists.massey.ac.nz>
Subject: Request for Proposal for realty services



[Request for Proposal for realty services](#)

Kia ora koutou,

In last week's Staff Update, we communicated the university would be going out to market with a Request for Proposal (RFP) for a realty services partner. The procurement of expert realty services will enable us to strategically manage our portfolio, reduce costs, maximise the value of property, and pursue market options to further the university's strategies. This may take the form of optimal land and building utilisation and sales, commercial lease agreements, marketing advice and more.

Actively managing the university's estates, reducing the gross floor area of all three campuses and reimagining our physical campuses as vibrant, multipurpose spaces, is just one part of the university's [multi-year financial recovery plan](#), which is focused on returning Massey to a sustainable financial position. As shared in several different updates to staff throughout the year, the university is facing a large end of year deficit, so the need to reduce costs and generate income to ensure financial stability remains urgent.

In the RFP released late last week, there was detail identifying different sites across the three campuses and this has led to some media coverage this morning. It was premature for this level of detail to be included and it should not have been. I want to assure staff that the university is only in the very early stages of investigating possible buildings and land that could be surplus to teaching, learning, research, staff and students. No final decisions have been made and any sales or leasing of buildings on all three campuses would go through a thorough approval process involving Massey University Council, iwi partners, Ministry of Education, the Tertiary Education Commission and other stakeholders. I understand the premature release of this information may have caused some concern and anxiety for some staff.

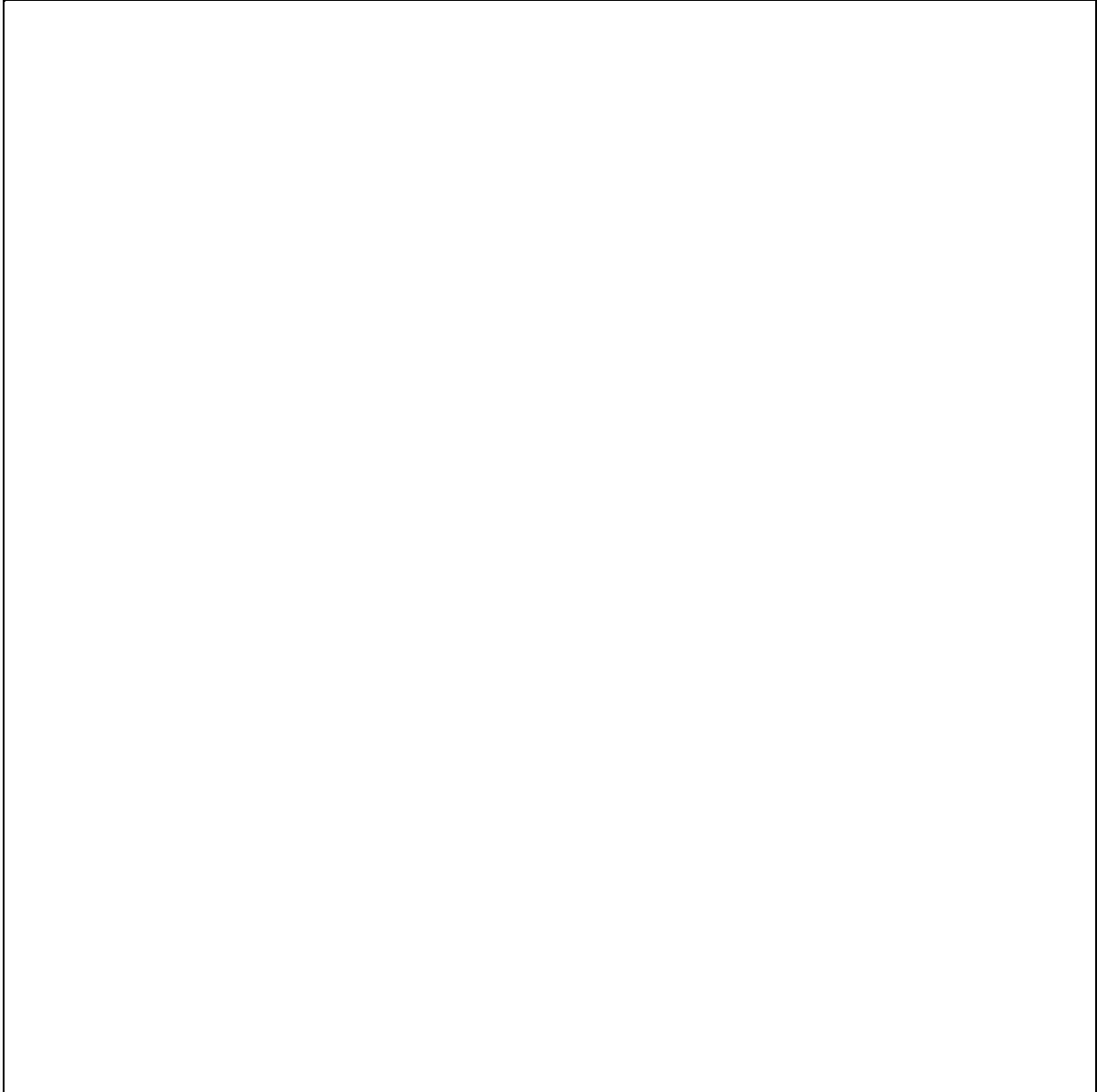
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Ngā mihi nui,

Shelley Turner
Deputy Vice-Chancellor, University Services



Focus on the Future –Staff Communication

19.3.2024 Progress update – Request for Proposal realty services

Kia ora koutou katoa,

I wanted to provide an update on the progress of securing a realty services partner to help us strategically manage our estates, after we went out with a Request for Proposal (RFP) in December 2023. This divestment work will reduce costs and maximise the value of property, allowing us to reinvest in and reimagine our three physical campuses over the coming years, and ensure they are vibrant, fit-for-purpose, sustainable and meeting the needs of our people.

The RFP generated a lot of interest in the realty sector, and I'm pleased to say we had several high-quality responses. The RFP closed last month, and we are now working through the finer details with the shortlisted providers, before selecting our preferred partner.

I will be able to share more information, including the details of the successful provider, in the coming weeks. Partnering with a real estate firm will help us to accelerate this important work, which is part of the Estates Active Asset Management workstream within the university's Financial Recovery Plan.

Ngā mihi nui,

Shelley Turner
Deputy Vice-Chancellor University Services

16.4.2024 PWC New Zealand selected as realty services provider

Kia ora koutou katoa,

I am pleased to announce PwC New Zealand has been selected to advise us on managing our property portfolio and positioning our three campuses to maximise the value of our land and property. This appointment follows a thorough process that has taken place since we went out with a Request for Proposal for realty services in December.

PwC's Real Estate team works with small and large businesses, government, local councils, developers and tertiary institutions to solve complex property issues.

Why is this needed?

With changing ways of working, teaching and learning, now is the time to consider how our campuses are best positioned to be future fit.

The university is in a fortunate position where it owns most of its land and property, with no debt. However, owning this amount of property comes with significant operating expenses such as maintenance, depreciation and insurance.

The outcome of the work will provide financial relief and funding to invest in the university's future and ensure our three campuses are vibrant, sustainable and continue to meet, and exceed, the needs of our staff and students for many years to come.

The project will consider the appropriate physical size and composition of our campuses, ensuring each one is well positioned to support our current and future ways of working, teaching, learning and research. It will identify opportunities to unlock capital to support long-term sustainability.

The Active Estates Management work is an important part of the university's wider Financial Recovery Plan, as we plan to return to a breakeven position by 2026. As we progress this work, we will share with you how you can be involved in helping us reimagine and redefine what we mean by a 21st century campus.

What will happen next?

PwC will advise on the development of a property strategy and vision to determine the right properties for our portfolio. The firm will provide advisory, strategy, sales and agency services. You may see more groups on campus as they undertake this work.

What does this mean for Massey operations?

Our three campuses will continue to be a critical point of connection for staff, students, our communities and iwi partners into the future.

As we work through our process to reshape Massey to set us up for a vibrant, sustainable future, the university has undertaken spatial needs analysis. Initial investigations suggest we could reduce our physical footprint on each campus by up to 50 per cent over the coming years, while maintaining our current operations.

Consolidation work is already underway, and many teams have moved buildings in recent months. Where space becomes available, we will identify the most appropriate future use. It is important to note that this is only one aspect of our work to reimagine our physical campuses over the coming years, and any sales or leasing of buildings would go through thorough approval processes. We will keep you informed of updates as they occur.

Ngā mihi nui,

Shelley Turner
Deputy Vice-Chancellor University Services