



Armstrong's | Group Office

61 Mountain Road,
Mount Wellington
Auckland, 1072
armstrongs.co.nz

19 May 2025

Wellington City Council

Re: 74 Cambridge Terrace

Cambridge Terrace and Kent Terrace have been a key automotive precinct for decades and will continue to be so for the foreseeable future with many companies' residents refurbishing dealerships and showrooms along the Cambridge and Kent Terrace strip.

In the center of this is the subject site which is occupied by an aging three level commercial building (Seafic House). Armstrongs have owned the site since 2010, always intending to remove the existing building to enable expansion of our vehicle yard and showrooms and we have had various plan iterations in recent years to that end.

We have progressively developed and refurbished all the sites we own and lease in this precinct. Our investment in land and buildings in this block is approaching \$40m. This includes a new single level \$8m service center, a new \$4m refurbishment of a parts and service center, and a major \$2m refurbishment of the Porsche showroom.

We employ 70 staff directly in this group of buildings and indirectly employ another 30 or so staff from suppliers and support services.

The subject site is the last site in our program to develop. However, we now have a new District Plan which does not allow us to build a new showroom to international brand standards on the site, nor use it as an open car sales yard without resource consent to complete our multi-year program.

We need more dedicated yard space to support our overall business and a dedicated space for an additional premium vehicle brand which has placed demands on appropriate representation.

No other space is available other than we have already leased elsewhere on Cambridge and Kent Terraces.

The issue is that we now have an existing building (Seafic House) that is no longer fit for purpose and is at the end of its economic life. In particular:

- There is no demand for the upper two office floors. They have been vacant for over 2 years and there is no prospect of them being able to be tenanted.
- The building is poorly designed, and refurbishment is not economic, practical or workable.
- The building is steadily deteriorating and in disrepair.

Our choices are now binary:

- a. Either we demolish the building to enable our business to expand; or
- b. We are forced by the Council not to demolish the building, and it will steadily deteriorate and detract and will be boarded up to prevent squatters. There are enough of these buildings already in Wellington.

The application drawings prepared by Archaus Architects are to replace the existing building with a premium quality dealership with appropriate landscaping, streetscaping and high-quality materials, finishes and signage.

All vehicle access will continue to be via Barker Street using existing vehicle crossings.

Redevelopment of the site with a multi-floor building as sought by the District Plan is not Armstrongs core business, nor is it economically sustainable on this site for any developer in the current and foreseeable future property development climate.

In the longer term (e.g. 10 years or so) the economy of Wellington may make it attractive for Armstrongs to offer all its land holdings for comprehensive multi-story building redevelopment. However, until this occurs, we believe it is in the best interests of Wellington that the existing building is removed to enable us to expand our business and employment with an additional premium quality dealership.

In this context, the proposed use of the cleared site for a high-quality dealership is an appropriate interim use and preferable to the forced retention of an uneconomic and deteriorating existing building.

Yours Sincerely,

A handwritten signature in blue ink, appearing to read 'Mark Darrow', is written over a faint, light blue circular stamp.

Mark Darrow | Chair Armstrong's Board

Armstrong's