



## EXPLANATION OF THE CONCURRENT SESSIONS

This note describes how the Southern Link Conference will move from discussion to action.

The afternoon sessions will focus on building the challenges and identifying the value proposition for the Southern Link. The sessions aim to draw out - from the strategic presentations in the morning and the discussion in small groups - a future agenda for action which can be taken forward in the next period.

Two concurrent sessions will be held and delegates will be invited to choose one to attend with seating in groups of ten:

- Movement of people (tourists, students, business people) – chaired by **Andrew Kirton**, Head of Government and Industry Affairs at Air New Zealand
- Movement of goods (multi-modal freight, e-commerce, parcel post) – chaired by **Mark Frood**, International Market Development Manager at Auckland Airport.

Facilitation for the two groups will be provided by **Kris Nygren** and his team at PwC.

The agenda for the sessions is as follows:

- **Welcome** to those present and introductions
- **Setting the scene:** A presentation overview of how the Southern Link could work in respect of flows of people/goods. Our overseas guests may wish to comment at this point
- **What is the value proposition:** Discuss at tables and note down the Top 5 ways the Southern Link will benefit movement of goods/ people. The Top 5 will be captured on a simple template and a spokesperson for each table group will feedback. (PwC will live scribe the playback to end up with a single capture of the combined input from all table groups)
- **What are the Barriers to success:** Discuss at note down tables and note down Top 5 barriers we will need to address to capture value from Southern Link from movement of goods/ people. Barriers might be regulatory, distance, capacity, market size, language, cultural etc. The Top 5 will be captured and played back etc
- **Building bridges:** Chair to poses the question: "What are potential solutions and ideas to overcome the barriers for capture the benefits of Southern Link? Discussion of Top 5 ideas etc
- **Recap and key points.** Chair to summarise key points captured from the table group work from the capture on whiteboards by PwC. The Chair will then summarise to the plenary after afternoon tea.