

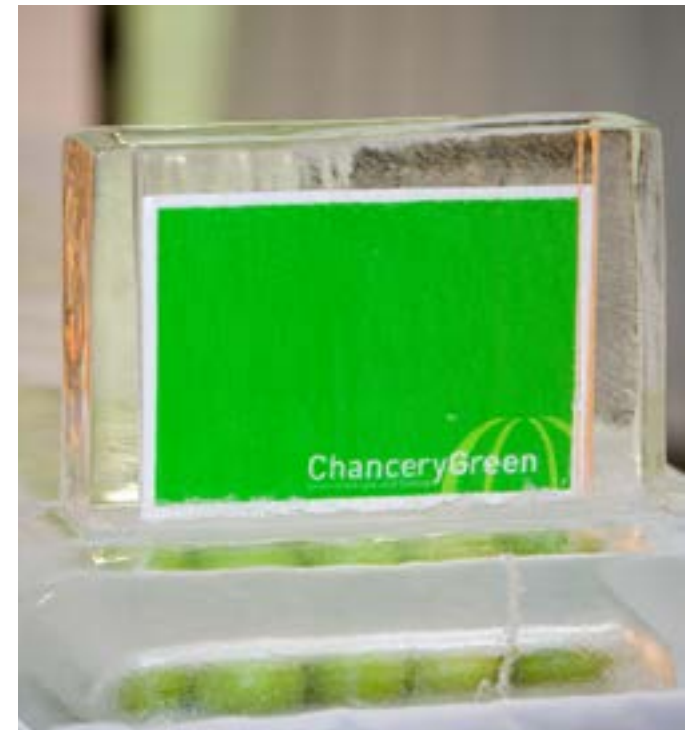
CHANCERYGREEN : CAPABILITY

ChanceryGreen is New Zealand's pre-eminent environmental law practice. We started ChanceryGreen in 2007 because we knew there was a better way to provide services to our clients. We are an experienced team, and our clients love that – they seek senior, innovative lawyers to tackle hard problems and deliver solutions. Our expertise is built on some of the most complex and challenging projects in our field, and our approach is based on relationships and personal interaction.

We advise on all aspects of environment, resource management and climate change law. Our work encompasses numerous energy, industrial, commercial, retail and multi-unit residential projects. We have worked on everything from shopping centre and art galleries, through to oil and gas developments, steel manufacturing and food production facilities. We know that policy and regulatory change presents challenges too. We guide clients through statutory amendments and local authority plan processes, and have navigated many of them through the complexities of the Overseas Investment Office process.

We keep the bigger picture in plain sight; making our clients aware of alternatives, risks and opportunities to assist them in their decision-making. We know decisions can be tough – whether you are a private individual, a blue chip company, or a government department – so we work with you to solve problems and achieve the best outcome. To do this well, we rely on our knowledge, proven ability to anticipate and innovate, and excellence in strategic thinking.

Our wide-ranging experience includes input to regulatory and policy instruments, Crown minerals issues, state highway planning, major fuel pipelines, residential, retail and mixed use development, telecommunications, oil and gas drilling, and all types of electricity generation and power-to-grid scenarios. Our involvement sometimes starts with clients asking 'what can we do with this land?' or 'here are our needs and operational constraints, can you help us identify options?' We relish those opportunities, because our role extends beyond the legal sphere, and we enjoy adding real value strategically and practically.



KNOWLEDGE

Our accumulated knowledge, and skill in using it are the qualities that set ChanceryGreen's lawyers apart. We approach problem-solving with our clients, and use our experience in strategic planning to identify and achieve the best outcome for them.

Many of our clients have national asset portfolios, and so we frequently work and travel throughout New Zealand. On average, only a small portion of our workload relates to projects and matters within the Auckland region, with the majority being located further afield (including in the South Island and Stewart Island). We know the key issues affecting all regions of New Zealand, and we tailor our advice and approach according to the location of clients' interests.

Wherever the location, and whatever the issues, we work confidently and proactively with our clients' decision-making processes. Particularly with our long-standing clients (some of whom we have worked with for 15 years), our understanding of their operating environment coupled with our institutional knowledge mean we can foresee potential problems before they occur. That means we are able to help 'future proof' against those problems, enabling our clients to continue to plan and operate without disruption or impediment.

We are also attuned to the pressures inherent in regulatory and policy change, and the discussions and negotiations that are typically part of that. Our team has worked with government and corporate clients dealing with statutory amendment proposals, newly released plans, policy statements and national environmental standards, Select Committee hearings, and Treaty settlement negotiations. We pride ourselves on making a positive difference to each process we assist with.

“Knowledgeable and well versed in their practice area, they're also personable people who are easy to get on with, so we always feel comfortable approaching them for help.”

Chambers & Partners
Asia Pacific 2013 Guide

STRATEGY

We have a talent for tailoring strategy to each new project, and for making it work at a variety of different levels. At the 'micro' level, strategic thinking helps evaluate the best approach to potential opponents of a project. Approaching these micro-level decisions with purpose helps clients effectively manage litigation risk and deliver projects into construction years earlier than would otherwise be the case. In the case of policy change, we think carefully about the practical impacts of implementation. Although we are skilled in handling complex and difficult matters, our market reputation is for being the firm that can navigate 'under the radar' and bring a project to fruition with a minimum of argument. Our team is highly experienced in alternative dispute resolution, and utilises an extensive range of techniques to effectively resolve inter-party conflicts.

An example of strategic input at the 'macro' level is deciding whether major land use change is best effected via a plan change, resource consent or designation. Sometimes the plan change process is simply not workable for project timeframes, clients' funding requirements or local authority planning aspirations. If so, resource consenting is often preferred but high level engagement within councils can be essential to ensure understanding and support. Designation can also be a valuable tool. A number of our clients had not realised they could secure powers to designate. We helped prepare their applications together with financial data, guided officials within relevant Ministerial offices, and quickly obtained requiring authority status. Once achieved, this new status provided an extremely secure approval route for important, and often nationally significant, projects.

"Their strengths lie in their subject matter expertise, client care, and the flexibility which comes with being a boutique firm."

Chambers & Partners
Asia Pacific 2013 Guide

ANTICIPATION

We commit to our clients' strategic goals and commercial needs. To achieve this, we work as part of the team; collaborating to deliver the best outcome. Our project experience means we are frequently within both a core strategy team, and the larger, multidisciplinary project team. Familiarity with this approach means we can positively influence key decisions early, especially gap analysis and problem-spotting with project design. We pride ourselves on bringing clear direction, and a more cohesive approach to project refinement and problem solving.

Whether we work as part of a wider project team, or in an exclusive provider capacity, we look to contextualise our advice to our clients' interests and objectives. This requires us to anticipate issues before they arise. As such, we work proactively with the project management team, in order to understand design goals and help ensure the outcome matches those. We use our experience to prevent projects being sidetracked by 'unforeseen' issues arising during the consenting process.

The key to anticipating problems is holding excellent knowledge about the decision-maker. We have cultivated and developed relationships with a wide range of consultants, staff within regulatory bodies, elected officials and independent commissioners. We are familiar with members of the Environment Court, and have studied their styles and preferences. Karen Price is certified by the Ministry for the Environment as an independent commissioner, with a chair endorsement. So we understand the issues involved from a decision-making perspective as well.

“Top-notch people to work with and very intellectually astute - they can pick up what you're trying to achieve with minimal discussion”

Chambers Global
2012

INNOVATION

We offer a unique combination of superb technical analysis, strong commercial and corporate governance experience, a detailed understanding of government and regulatory processes, and a commitment to achieving the project 'vision'. We thrive on achieving successful outcomes for our clients, and building long-term relationships.

Our track record speaks for itself. We have successfully managed the consenting of truly innovative energy generation projects, and major and controversial industrial, commercial, and residential developments. We are noted for thinking outside the box, and identifying opportunities and suggesting alternative approaches to challenges. We identify the risks, pro-actively manage them, and when any barrier is encountered, are ready with plan B (or C or D) to take another route.

The answers to a problem are not always immediately obvious. We encourage and support novel solutions, and work with our clients to develop and refine them. When it will assist, we are also active in exploring answers to regulatory barriers through dialogue in the political sphere.

