## Kāinga Ora – Homes and Communities, Large Scale Projects

### Oranga, Auckland – Stage 5

### Response Form and Proposal Submission Requirements

Instructions to Respondents

Please respond to the questions below and return your Proposal in the form of one Adobe PDF document (i.e. all attachments behind their corresponding question) by email to [landsales.udd@kaingaora.govt.nz](mailto:landsales.udd@kaingaora.govt.nz).

**Please respond by 4pm on Monday 1st July 2024.**

The weighting of each attribute of your proposal is noted in red text in the heading of each section below.

#### Land Price Offer and Commercial TermsWeighting: **Package 1- 35%**

#### **Package 2- 50%**

* Provide your commercial terms in the term sheet, including land price, deposit and settlement terms and any specific conditions you require.
* Provide a detailed programme including design phases, resource consents, EPAs and building consents submission dates, construction start and finish dates and marketing dates.

* Familiarise yourself with the Development Agreement included in the data room. The General Terms set out in the Development Agreement are fixed, except where indicated by square brackets, and are not negotiable. Commercial risks and concerns should be accounted for through the terms outlined in your offer. If you are not able to agree to any of the General Terms, please talk to us prior to submitting your proposal, noting Kāinga Ora’s preference will be to work with parties that can deliver the development on the Development Agreement terms. This is on the basis that Kāinga Ora considers the agreement to be fair and balanced, it would be unfair to accept amended terms that other developers have accepted and it would risk undermining the ability of Kāinga Ora to use its template Development Agreement for future developments.

**Project Resource:**

* Explain how the project would be resourced (in line with your current workloads).
* Provide details of the proposed project team.
* Provide an organisational chart and high-level summary CV’s of those individual team members who would be involved with the project and how their time would be allocated to this development.

#### Affordability Weighting: **Package 1- 35%**

#### **Package 2- 20%**

**Affordability:**

* Explain how affordable homes will be delivered (e.g. homes delivered at KiwiBuild price points), build to rent, shared equity, rent to buy, etc.)
* Include the anticipated affordable component including %, number, typology and bedroom mix of affordable units.
* *Note: KiwiBuild Programme has been put on hold and is not currently accepting any new underwrite applications.*

#### Additional information for Build to Rent / Shared Equity Scheme

*Note: If you wish to explore Build to Rent / Shared Equity Scheme options, please talk to us prior to finalising your development proposal.*

**Build to Rent (BTR):**

* Include a detailed proposal of how the BTR scheme will be managed and provide a summary of proposed dwelling typologies, size, rental price per typology, the frequency of rent reviews and any additional services you intend to provide.
* Include a value proposition as to how you consider your BTR development is affordable.
* Kāinga Ora has established BTR principles for BTR in its neighbourhoods. These are listed below. Please include confirmation or advise of any variance to the below. The principles are:
  + 1. The property should remain in 100% ownership of the purchaser or Kāinga Ora approved BTR investor for 10 years for the purposes of BTR
    2. The BTR scheme should meet the requirements of the BTR asset class, with fixed term leases of at least 10 years should be offered to individual tenants (tenants can terminate earlier at their discretion).
    3. The property is governed and maintained by an appropriately established body that has a separate fund for maintenance to ensure the level of service provided to the tenants is accurate. A Long Term Rental Strategy is to be agreed with Kāinga Ora to ensure the organisational model that manages the BTR dwelling achieves good governance and financial sustainability, on-going professional management of tenants and on-going maintenance of dwellings.
    4. Annual reporting must be provided to Kāinga Ora on key metrics of the BTR development.
* Note that the dwellings can be rented out individually or as a whole in the open market. This include Community Housing Providers (CHP), providing that the tenants of CHP are not eligible for Income Related Rent Subsidy (IRRS). IRRS related leases are separately managed by Kainga Ora, outside the Large Scale Projects redevelopment programme.

**Shared Equity Scheme (SES):**

* Include a detailed proposal of how the SES will be run. Minimum information to be included is:

1. An information sheet, summarising how the SES works including details such as household eligibility criteria, minimum deposit required, the equity share you will offer and how a household can buy the remaining share to fully own the property, what fees are charged (if any), etc.
2. Whether you are delivering this scheme on your own or in partnership with another organisation (e.g. a Community Housing Provider).
3. A summary of proposed dwelling typologies, size, sales price per typology.
4. Who will be the equity partner of the houses (e.g. yourselves, an investment trust, the equity share you will provide, etc.)

#### Partnering and Working with MāoriWeighting: **15%**

* Provide a statement of your understanding of the role of Mana Whenua and Māori in relation to urban development and how this is reflected in your proposal;
* Provide an example where you have relevant experience of engagement with Māori in terms of urban development;
* Demonstrate how your business and/or projects have contributed to the growing capability and capacity of Māori (skills and employment)
* Please explain how you wish to engage/ encourage participation of Mana Whenua and Māori in your proposed development project.
* Demonstrate your current and/or proposed approach in incorporating cultural innovations and alternative housing model(s) to capture and deliver wahi kainga, multi-generational living, mātauranga Māori, and kaupapa Māori and tikanga Māori design principles
* Does your business have Māori shareholders, formal Joint Venture partnerships, or Māori Directors? If so, please provide details.

#### Design Quality Weighting: **15%**

**Design:**

* Provide bulk and location plans, elevations and architectural precedent images for each superlot you are interested in, taking into consideration the requirements of the masterplan and the design guidelines. Refer to **Land Sales - Superlot Yield Study Drawing Requirements** document in the data room.
* Also include examples of previous market and (if any) affordable developments you have delivered.

#### Performance, Track Record and Experience **Pass/Fail**

Development Experience:

* Identify and include information on three similar projects that you have underway or previously completed which demonstrate successful delivery of the projects.
* Please include for each example: concept plans, renders or elevation/architectural plans, yield, mix of typologies, bedroom mix, price points and high level programme (please outline baseline start and finish dates and actual dates highlighting reasons for any variance).