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

### Aorere, Auckland – Stage 2.

### Stage 2 Detailed Response Form and Proposal Submission Requirements

Instruction 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.

**AO-015 and AO-016 may be considered as one comprehensive superlot.**

**Please respond by 4pm Friday 17 November 2023.**

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

|  |  |
| --- | --- |
| **Weighting**  | **Criteria**  |
| **40%**  | Land price offer and commercial terms |
| **15%**  | Track record of delivering quality projects with similar typologies and ability to deliver at pace; willingness to work in, or experience working in partnerships, and in complex developments with multiple stakeholders. |
| **15%**  | Proposed development design, quality and innovation. Response to the Māngere masterplan and design guidelines. |
| **15%**  | Design principles of and ability to deliver the KiwiBuild and/or affordable homes component, and how these homes fit within the development. |
| **15%**  | Demonstrate commitment to enhance Māori outcomes and demonstrate how the proposed development recognises the importance of Te Tiriti o Waitangi and its principles  |
| **Pass/Fail**  | 6 Homestar |

#### **Land Price Offer and Commercial Terms** **Weighting: 40%**

* Provide a detailed programme including design phases, resource consents, EPAs and building consents submission dates, construction start and finish dates and marketing dates.

* Provide your commercial terms in the term sheet, including land price, deposit and settlement terms and any specific conditions you require.
* Familiarise yourself with the new 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.
* Taking the above into consideration, if essential, you may submit additional terms as part of your offer in the Term Sheet. Additional terms proposed after you have been shortlisted as build partners are unlikely to be approved and may result in cancellation of your appointment as a shortlisted developer.

#### **Performance, Track Record and Experience** **Weighting: 15%**

Development Experience:

* Identify and include information on three projects that you have been/are involved with which are underway or completed in the past 3 to 5 years which demonstrate successful delivery of standalones, terraces, duplexes and/or 3-level walkups. Describe your involvement in these projects.
* 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).

**Project Resource:**

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

**Stakeholder Management:**

* Provide evidence of previous projects which demonstrate good stakeholder engagement practices and experience working in close proximity to an existing community.

#### **Design and Innovation** **Weighting: 15%**

**Design:**

* Provide context analysis, architectural design intent, bulk and location plans, elevations and precedent images for each superlot you are interested in, taking into consideration the requirements of the masterplan and AHP design guidelines.
* Explain if universal design principles or innovative construction techniques will be used.

*Note: Yields are expectations, not fixed, amendments to be justified.* **Programme:**

* Provide a detailed programme for the superlot including design phases, resource and building consents, construction periods and marketing and sales.

**Homestar 6:**

* Confirm that dwellings will meet at least a Homestar 6 design and build certification (please note that full cost of obtaining certification will be at your cost). **[Pass / Fail]**

#### **Affordability / KiwiBuild offer** **Weighting: 15%**

**Affordability:**

* Explain how affordable homes will be delivered (e.g. KiwiBuild, and/or build to rent, shared equity, rent to buy, etc.).
* Provide examples of developments undertaken where affordable homes have been, or will be, delivered.
* Include the anticipated affordable component including %, number, typology and bedroom mix of affordable units (displayed in the table format shown below).
* Advise whether you intend to apply for the KiwiBuild underwrite.

#### 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, how often you are looking to increase the rent price and 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 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. If wanting to be considered as a BTR asset class, 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 includes any 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 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.)

####  **Enhance Māori Outcomes**  **Weighting: 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.
* 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.