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

### Auranga

### 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](mailto:landsales.udd@kaingaora.govt.nz).

**Please respond by 4PM Friday 23rd December 2022.**

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 |
| **30%** | 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. |
| **10%** | Proposed development design, quality and innovation. How it responds to the Kāinga Ora principles |
| **10%** | Design principles of and ability to deliver the KiwiBuild component, and how these homes fit within the development. |
| **10%** | 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: 30%**

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 terraces and duplexes.
* 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: 10%**

**Design:**

* Provide context analysis, architectural design intent, bulk and location plans, elevations and precedent images and for each superlot you are interested in.
* Explain if universal design principles or innovative construction techniques will be used.

**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: 10%**

**Affordability:**

* Explain how affordable homes will be delivered (e.g. KiwiBuild, and or build to rent, shared equity, rent to buy, etc.). We are open to other affordable options.
* 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.

#### **Enhance Māori Outcomes** **Weighting: 10%**

* 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 Maori 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.