



1. Land Price Offer and Commercial Terms Weighting: 30%

- a. Price expectation of over \$1,400 per m², except where 70% or more affordable mix is proposed
- b. Please provide a detailed programme timeframe for each superlot including design phases, resource consents, EPAs and building consents submission dates, construction start and finish dates, and marketing dates. Please take into consideration that some superlots will be handed over to build partners in stages, as shown in the Superlot Plans in the due diligence page. Ideally, your construction start dates are staged to align with the staged handover dates to enable some dwellings to be completed early.
- c. Please familiarise yourself with the new Development Agreement template. The General Terms set out in the new Development Agreement template 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.
- d. Taking the above into consideration, if essential, you may submit additional terms as part of your offer in the Terms 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.
- e. Please advise your plan to support the Construction Plus Programme – refer to the Construction Plus Programme Information Sheet in the due diligence page.

Reference documents:

- Superlot Plans
 - Anticipated development milestone dates
 - Development Agreement and Terms Sheet Templates
 - Construction Plus Programme Information Sheet.
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2. Affordability / KiwiBuild Offer Weighting: 30%

- a) 50% minimum affordable
- b) Please explain what affordable housing scheme you are offering (e.g. KiwiBuild, build to rent shared equity, etc) and provide examples of relevant developments where it has been, or will be, implemented



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- c) Include in your proposal the total number of dwellings to be classified as affordable, where it will be located within your development (i.e. affordable dwellings are clearly marked on your development concept plan), the dwelling typologies, dwelling sizes and the bedroom mix.
- d) Describe how your proposed construction /development arrangement can lead to design or construction innovation that can reduce construction costs and/or waste (if applicable).

Additional information required for build to rent and shared equity scheme

If you wish to explore either of these options, please talk to us prior to finalising your development proposal

BUILD TO RENT

Please include a detailed proposal of how the scheme will be run. Minimum information to be included in your submission are:

- How long do you intend to hold the development as build to rent?
- Would you hold the development as build to rent for 10 years or more?
- What is the longest rent period the tenants would be able to sign up for?
- Please provide a summary of proposed dwelling typologies, size, rental price per typology, how often you are looking to increase the rent price
- Who will be managing the day to day operation of the development (i.e. acting in the capacity of a property manager and body corporate secretary) and how will that entity be structured to ensure professional management of the property and appropriate maintenance is carried out for the duration of the build to rent operation.
- Note that the dwellings can be rented out individually or as a whole in the open market. This include a 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

Please include a detailed proposal of how the scheme will be run. Minimum information to be included in your submission are:

- An information sheet, summarising how the scheme 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
- Whether you are delivering this scheme on your own or in partnership with another organisation (eg a Community Housing Provider)
- A summary of proposed dwelling typologies, size, sales price per typology.
- Who will be the equity partner of the houses e.g. yourselves, an investment trust, etc, the equity share you will provide



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3. Partnering and Working with Māori

Weighting: 15%

- a. 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;
 - b. Provide an example where you have relevant experience of engagement with Maori in terms of urban development;
 - c. Demonstrate how your business and/or projects have contributed to the growing capability and capacity of Maori (skills and employment)
 - d. Please explain how you wish to engage/ encourage participation of Mana Whennua and Maori in your proposed development project.
 - e. 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
 - f. Does your business have Maori shareholders, formal Joint Venture partnerships, or Māori Directors? If so, please provide details.
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4. Performance, Track Record & Experience

Weighting: 10%

- a) Please identify and include information on three projects that you have underway or completed in the past 5 years that demonstrate the successful delivery of quality projects with similar typologies in the proposal. 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).
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5. Design & Innovation

Weighting: 15%

- a) Please include in your proposal a yield table for each superlot.
- b) Please provide bulk and location plans, elevations and architectural precedent images for each superlot, taking into consideration the Kāinga Ora design guidelines and the Key Moves Plan for each superlot
- c) Please confirm that all dwellings will meet Homestar 6 criteria. This is non-negotiable

Reference documents:

- Preliminary bulk & location plans
- Superlot Key Move plans
- Kāinga Ora design guidelines