

Roskill South and Waikowhai Response Form and Proposal Submission Requirements

Instructions to Respondents:

Please respond to the questions below and return your ROI to us in the form of one Adobe PDF document (i.e. all attachments behind their corresponding question) by email to gerald.rundle@bayleys.co.nz

Please respond as above by **4pm 10 July 2024**

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

1. **Performance, Track Record & Experience** **Weighting: 20%**
 - a. Please identify and include information on three projects that you have underway or completed in the past 3 to 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).
 - b. Please provide evidence of previous projects where you have demonstrated good stakeholder engagement practices and experience working in close proximity to an existing community.
2. **Design & Innovation** **Weighting: 20%**
 - a. Please provide drawings in accordance with the **Landsales Process – Superlot Yield Study Drawing Requirements** document in the data room for each superlot you are interested in. All drawings should take into consideration the Mt Roskill vision and the requirements of the masterplan and design guidelines.
 - b. Please provide a high-level programme for each superlot from design to sales.
 - c. Please include in your proposal a yield table for each superlot.
3. **Delivery of Housing Options** **Weighting: 10%**
 - a. If you are to deliver housing options within the development (e.g. build to rent, shared equity, community housing, intergenerational homes), please provide details of those options and provide examples of relevant developments where it has been, or will be, implemented.

b. If relevant, please include in your proposal your anticipated housing option component including %, number, typology and bedroom mix of delivered units.

4. **Land Price Offer and Commercial Terms**

Weighting: 40%

- a. For each superlot, please include;
 - a. Land purchase price;
 - b. Payment terms;
 - c. Purchaser conditions;
 - d. Completed term sheet with proposed milestones and settlement terms.

5. **Partnering and Working with Māori**

Weighting: 10%

- 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 two examples where you have relevant experience of engagement with Maori in terms of urban development;
- c. Demonstrate your current and/or proposed approach in growing the capability and capacity of Maori (skills and employment) in delivering urban development;
- d. 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
- e. Does your business have Maori shareholders, formal Joint Venture partnerships, or Māori Directors? If so, please provide details.

Conditions

Kāinga Ora reserves the right to:

- 1. Reject all or any IM response and not award and not accept the highest-priced, or any, response;
- 2. Call and/or re-advertise for IM responses or revisit any prior IM process;
- 3. Waive any irregularities or informalities in the process;
- 4. Amend the closing date, the acceptance date, or any other date in the IM document;
- 5. Amend this IM and any associated documents by the issuance of a written Notice to Respondents Tenders (NTRT) notice;
- 6. Seek clarification of any IM response;

7. Suspend or cancel (in whole or in part) this process;
8. Consider or reject any alternative response;
9. Deal separately with any of the divisible elements of any response, unless the relevant response specifically states that those elements must be taken collectively;
10. Enter into discussions and/or negotiations with any submitter at any time, and upon any terms and conditions, before or after acceptance of any response;
11. Conduct a financial check on any respondent submitting a response;
12. Meet with any respondent before and/or after the IM process closes and prior to the award of any contract.

Kāinga Ora will not be bound to give any reasons for decisions made as a result of this IM or as an outcome of the IM evaluations.

I / We understand that the Vendor or its agents may contact me / us to discuss this offer and I / we acknowledge that this offer does not constitute a binding agreement. The Vendor will not be bound unless and until a formal Sale and Purchase Agreement is signed by both parties.

Signature:	
Name:	
Company Name:	
Date:	
Phone Number:	
Email:	

Landsales Process - Superlot Yield Study Drawing Requirements

The preparation of a Superlot Yield Study is required to demonstrate the Respondents understanding of the expected neighbourhood masterplan outcomes, overall strategy, site design and expected yield.

The preparation of the Superlot Yield Study should be informed by the following Kainga Ora frameworks and guideline documents including:

- Relevant neighbourhood masterplan link;
- Taone Ora Urban Design Guidelines [link](#);

The Superlot Yield Study will set broad expectations for design outcomes but is indicative, and will be subject to design review process which may inform changes to overall layout and yield. More about Kainga Ora's design review process can be found [here link](#)

The following drawing list sets out what is likely required in order to adequately describe the Respondents approach to the site, yield and design outcomes. Respondents do not need to prepare fully resolved schemes, detailed floor plates elevations and architectural renders.

Drawing set should not exceed 6 single sided A3 pages and should conform to the following drawings list including:

01 Project Outline

Vision/strategy for the project including any project-specific design principles/objectives, environmental and cultural design context/response.

Context plan showing key responses to the Masterplan, site context what amenities, links and physical features are important on site, next door and within 5 mins walk.

02 Project Summary

A summary of the proposal that identifies:

- Site area;
- Activities and GFA;
- Unit numbers and bedroom mix;
- Height in metres and storeys;
- Number of vehicle and cycle parking spaces;
- Tenure mix;
- Land use activities throughout the development;

03 Site Diagram

Site diagram showing the key design moves, connections, pedestrian movement, vehicular movement, delineation of the private, common and public space. Existing trees and site features to be either removed or retained.

04 Site Layout

Site layout plan, including unit numbers, bedroom count, location of kitchen/dining/ living for ground floor plans, main entry points, key pedestrian/vehicular routes, communal outdoor space and bins (if applicable) and indicative FFLs and ground levels.

05 Site Massing

Preliminary massing showing the height/bulk of the building and any HIRTB infringements as well as any adjacent sites/dwellings to better understand the mass of the building and levels across the site. This will be best described either through key elevations, sections and/or simple 3d massing models. Fully rendered three dimensional architectural drawings should not be included.