Kāinga Ora – Homes and Communities, Large Scale Projects

**Waikōwhai – Stage 1B & 2**

**Registration of Interest (Stage 1) Response Form**

Instruction to Respondents

Please respond to the questions below and return your Registration of Interest (ROI) 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). Responses can be high level during this stage of the process.

**Please respond by 4pm on 7th April 2023.**

1. Registration of Interest questions to be answered

**Development Experience:**

* Provide an overview of your organisation including years’ operating, shareholders, number of staff, etc.
* Identify and include information on three recent projects that you have underway or completed in the past 5 years which demonstrate a mixture of terraces, duplexes and / or standalone homes.
* 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 this project would be resourced (in line with your current workloads).

**Stakeholder Management:**

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

1. Affordability / KiwiBuild offer

**Affordability:**

* Explain how affordable homes will be delivered (e.g. KiwiBuild (with proposed KiwiBuild price points), build to rent, shared equity, rent to buy, etc.).
* Provide examples of developments undertaken where affordable homes have been, or will be, delivered.
* Explain if universal design principles or innovative construction techniques will be used.

*Note: A minimum of 50% affordable units for Waikōwhai is required.*

*Note: If you wish to explore Build to Rent / Shared Equity Scheme options, please talk to us prior to finalising your development proposal (as part of Stage 2 Response Form).*

1. Land Price Offer and Commercial Terms

* Provide an indication of land purchase price for each super lot you are interested in.
* Provide a high-level indication of project start and construction finish dates.
* It’s Kāinga Ora’s expectation that developers would meet the following milestones:
  + Signed Unconditional Development Agreement or LTO granted no later than June 2024
  + Physical works for all units completed no later than June 2026
  + Newly constructed units occupied no earlier than 1 April 2025 (or advised by Kāinga Ora otherwise in due course)
  + Physical works for all units completed no later than June 2026

*Note: Familiarise yourself with the new Development Agreement. 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.*

1. Partnering and Working with Māori

* Please include evidence of engagement or willingness to work with Mana Whenua.
* Does your business have Maori shareholders, formal Joint Venture partnerships, or Māori Directors? If so, please provide details.