



ROSKILL SOUTH DEVELOPMENT OPPORTUNITY

BUILDER AND DEVELOPER PARTNERS

Roskill Development
PUT YOURSELF IN THE CENTRE



ABOUT KĀINGA ORA

On 1st of October 2019 Kāinga Ora – Homes and Communities was established to bring together the people, capabilities and resources of KiwiBuild, Housing New Zealand and HLC. The goal is to achieve a more cohesive, joined-up approach to support the Government’s priorities for housing and urban development in New Zealand.

Kāinga Ora has two key roles:

- » being a world-class public housing landlord
- » partnering with the development community, Māori, local and central government, and others on urban development projects of all sizes.

Kāinga Ora’s Urban Development Team is helping to provide more homes to growth areas by managing urban regeneration projects on under-utilised Government-owned land.

Getting houses built quickly and well does not fully express our purpose. Our goal is to create great places to live. That means adding to the urban environment in a way that is socially, economically and environmentally sustainable for the people who call those communities home.

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WELCOME TO ROSKILL DEVELOPMENT

The Roskill Development is a large scale urban development project providing around 10,000 homes over the next 10 years.

The development is aimed at delivering more affordable market homes, warm, dry state homes and improved infrastructure and amenity. It is led by Kāinga Ora's Urban Development team, bringing expertise gained from developing Hobsonville Point.

The development will deliver warm, dry, healthy homes to 16 neighbourhoods and better infrastructure and amenity to be shared by the community.

The Roskill Development isn't just about building new homes, it's also about making the most of our neighbourhoods. Kāinga Ora is taking a holistic approach to creating an inclusive urban environment. We're working with partners like Auckland Council, Auckland Transport, the Ministry of Education and mana whenua to renovate the things that improve wellbeing – parks, schools, public spaces, green space, walking paths and underground infrastructure.

We are excited to work with our partners to provide greater housing options and improved amenities that will make Auckland an even better place to live.



THE OFFER

Kāinga Ora is pleased to present an opportunity to purchase and develop Stage 3 superlots in the Roskill South Development. Kāinga Ora is looking for a range of development partners to develop Stage 3 and purchasers may respond to one or more of the superlots. Respondents are invited to submit Registrations of Interest for one or more of the superlots described in the offer. Interested parties will be required to submit a detailed proposal and provide associated evidence to support their response.

Stage 3 Summary:

- » 16 market superlots, which makes up all of Stage 3 market lots
- » Total area of 43,266m²
- » Supporting a yield of approx. 220 homes
- » 113 existing homes to be removed
- » 50% of homes to be KiwiBuild / affordable housing
- » KiwiBuild typology criteria of at least 50% two and three bed typologies
- » All new homes to achieve Homestar 6 rating
- » Homes to comply with the Kāinga Ora Design Guidelines which can be viewed at www.kaingaora.govt.nz/publications/design-guidelines/
- » Sites are zoned Residential Mixed Housing Urban (height overlay 9m)
- » Handover of sites around October 2020 onwards
- » Land purchase price of over \$950m².

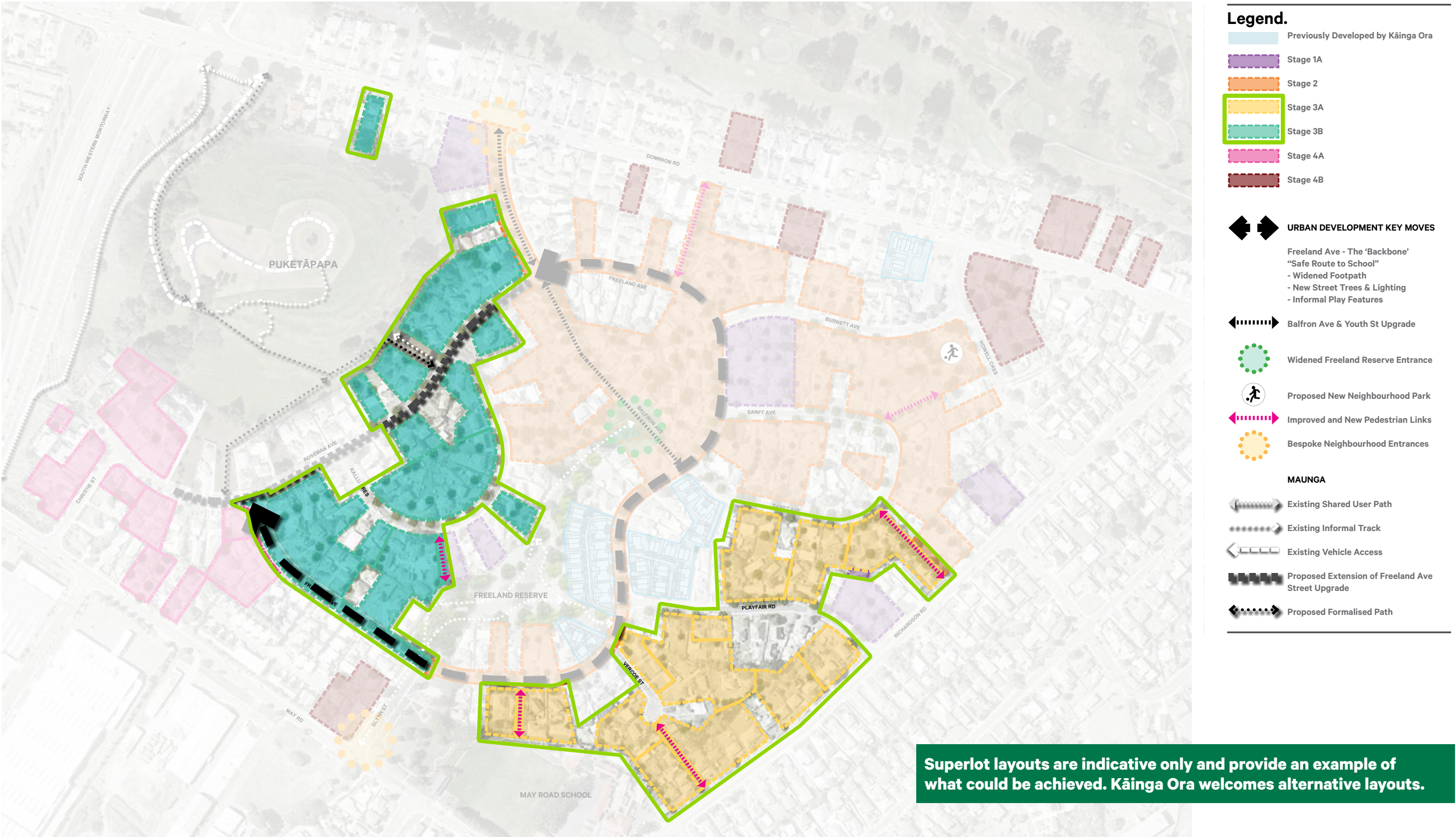
Stage	Superlot Area (m ²)	Superlot	Market Dwellings	Expected superlot Handover Date	
3A	4,426	MR-RS-035A	22	31/07/20	Q4 2020
3A	2,762	MR-RS-035D	14	29/07/20	
3A	2,301	MR-RS-036A	14	07/08/20	
3A	4,305	MR-RS-036C	25	04/09/20	
3A	5,652	MR-RS-036D	28	26/08/20	
3A	1,998	MR-RS-0361	11	14/09/20	
3B	809	MR-RS-007	2	22/02/21	from Q3 2021
3B	949	MR-RS-009	5	14/04/21	
3B	5,958	MR-RS-010	33	13/05/21	
3B	1,474	MR-RS-011	6	06/08/21	
3B	710	MR-RS-012	3	06/08/21	
3B	4,564	MR-RS-013D	23	06/08/21	
3B	3,485	MR-RS-013E	17	06/08/21	
3B	1,314	MR-RS-014A	7	03/09/21	
3B	1,719	MR-RS-014B	8	03/09/21	
3B	840	MR-RS-021	4	01/11/21	

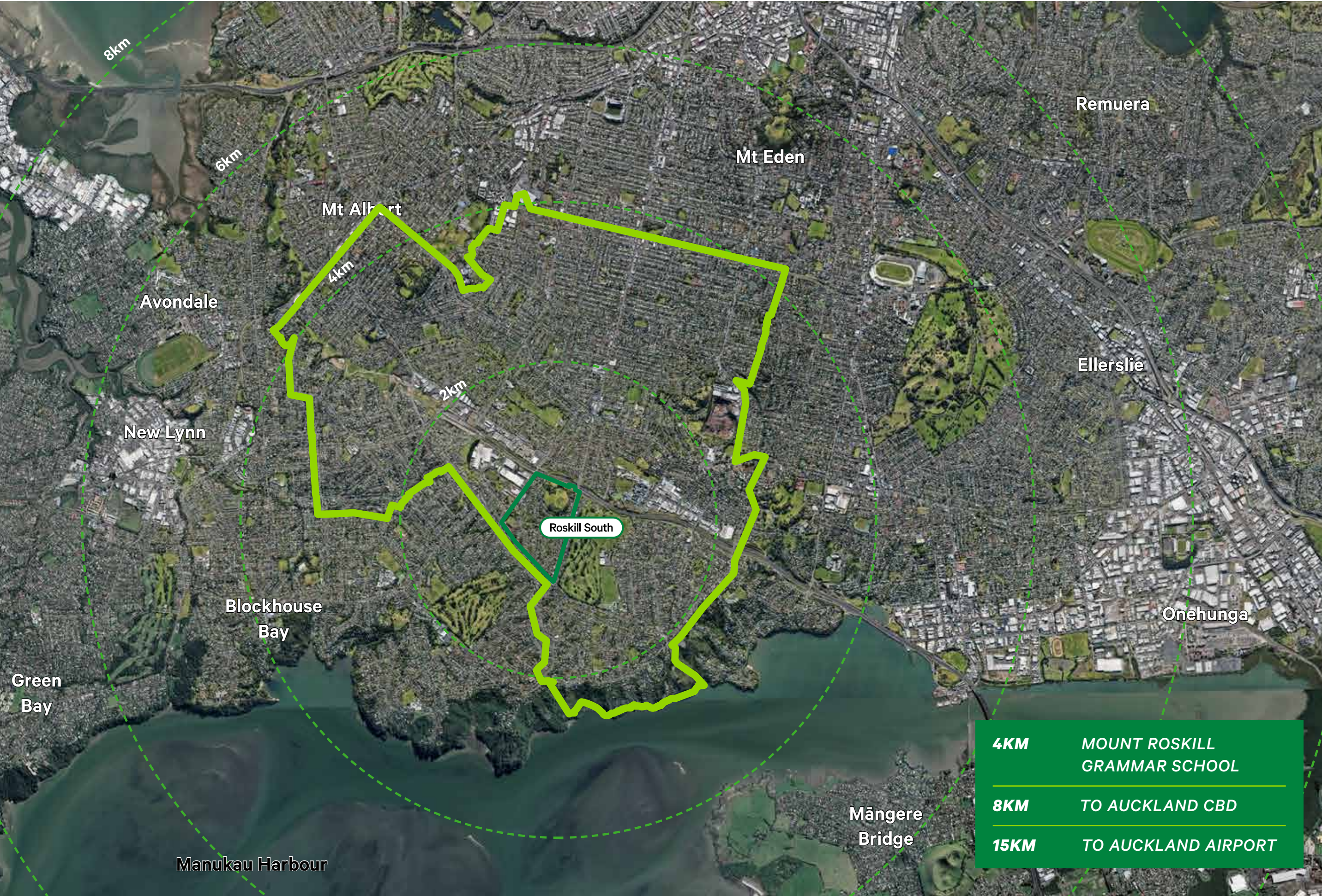
Roskill South Development construction progress:

- » Stage 1 is well underway with 79 state homes already delivered, and the remaining homes to be delivered by June 2020.
- » Stage 2 civil works is due to be completed later this year, with the first market/ affordable homes to start construction around April 2020. 95% of Stage 2 land, which has a yield of 241 homes, has been sold or is under contract.
- » Stage 3 house removals are underway. Approximately 113 homes have been marked for removal, civil works is due to start March 2020.
- » Stage 4 construction is due to begin at the end of 2020.
- » Work to Freeland Reserve will start in the second half of 2020. This includes upgrades to the storm water catchment, walkways and cycleways, to make the green space more useable for the community.
- » The construction of a new park is underway on the corner of Howell Crescent and Burnett Avenue.
- » A new character / play street has been designed on Freeland Ave collaboratively with students from May Road Primary School.



SITE PLAN







NEIGHBOURHOODS

The Roskill South development is part of the Roskill Precinct, a 16 neighborhood masterplanned urban regeneration project. The precinct is 165 hectares in area and is currently home to approximately 71,000 people. The concentration of state housing within the neighbourhoods will decrease and the overall density will increase as the state/affordable/market housing mix is delivered.

The neighbourhood development projects range in scale from Balmoral, which will see around 100 new homes delivered, to Wesley which will see over 5,000.

Work is currently underway in Roskill South, Ōwairaka, Waikōwhai and Wesley neighbourhoods. The remaining 12 neighbourhoods are planned future developments.

THE VISION

More homes, great neighbourhoods

The Auckland Housing Programme (AHP) was established to deliver new warm, healthy homes to the city's residents – more state housing for those in need; more homes for first home buyers; and a greater supply of homes on the market.

AHP developments are underway in Northcote, Roskill South, Ōwairaka, Oranga and Mangere. Kāinga Ora is also working alongside Tāmaki Regeneration Company to deliver more homes to Point England, Panmure and Glen Innes in Auckland's east; and to establish a new large scale suburban redevelopment project in Porirua, near Wellington.

Redevelopment is not, however, just about numbers of homes. The projects will create improved infrastructure, more connected neighbourhoods and better amenities; and they will lead to innovation in the home construction market by creating a significant pipeline of work for our builder/developer partners.

Kāinga Ora's vision for the developments is to increase the supply and choice of new, high-quality housing, and to support and strengthen the communities as they grow.



Freeland Reserve upgrade – concept



New housing concept

KEY OUTCOMES

Kāinga Ora is taking a holistic approach to masterplanning the Roskill Development to ensure the neighbourhoods have a strong sense of place, are well connected and provide a wide range of homes for a diverse community.

A choice of appropriate and affordable housing.

High quality, compact neighbourhoods offer the community a choice of healthy, attractive housing.

Provision of sustainable infrastructure.

Mt Roskill is founded on resilient infrastructure that is fit for purpose and sustainable.

Well connected transport choices.

Mt Roskill's neighbourhoods encourage walking and cycling and are well serviced by public transport.

Quality, resilient community infrastructure.

Mt Roskill offers community, health and education services, opportunities to interact with others, and improve their wellbeing and sense of belonging.

Restoration of the native environment.

The natural environment of Mt Roskill, including the maunga, wai and wetlands, are enhanced and enjoyed by the community.

A strengthened sense of belonging and identity.

Mana whenua and kaitiaki have a strong presence, reignited ahi kā relationships with reconnected cultural landscapes and are able to shape new kāinga in ways which are meaningful both in terms of their ancestral connections and modern lived realities – kia ora ai te lwi so the people will thrive. With this as a base, the diverse range of cultures in the area are celebrated.

An enhanced and celebrated heritage.

Mt Roskill's natural, cultural and built heritage is celebrated.

Enabled employment opportunities.

The residents of Mt Roskill are well connected to local and regional employment opportunities, supported by a network of successful schools.

Vital and viable centres.

Mt Roskill has a network of diverse, distinct and well connected centres which provide social and employment hubs for the surrounding community.



MĀORI HOUSING OPPORTUNITIES

Kāinga Ora's mandate spans a number of projects across Aotearoa including a significant area of Tāmaki Makaurau, Auckland. Our development precincts are located within the tribal areas of various mana whenua groups throughout the motu (country) and we are committed to working with mana whenua and mataawaka entities to support Māori housing outcomes.

Mana Whenua

Definition: Mana whenua means the indigenous people (Māori) who have historic and territorial rights over land and water. It refers to iwi and hapu (Māori tribal groups) who have these rights in a defined geographical area of interest.

Mataawaka

Definition: Mataawaka means the indigenous people (Māori) who live in an area and are not within a mana whenua group.

Kāinga Ora is working with our treaty partners, ngā mana whenua o te motu, in developing an engagement approach across our development precincts to help facilitate for Māori, the implementation of environmental, social, cultural and economic outcomes. Kāinga Ora acknowledges the authentic role of mana whenua and has formalised individual relationships with mana whenua entities. Therefore, commercial development opportunities will also continue to be explored through these avenues.

Kāinga Ora's special focus on supporting mana whenua aspirations also includes iwi asset holding companies and iwi subsidiaries (property).



We recognise that our development precincts comprise a number of mataawaka groups and entities representing the various tribes of Aotearoa. It is important for Respondents to understand our commitment to working with our treaty partners, mana whenua and mataawaka respectively and, where appropriate, commit to supporting the implementation of effective Māori housing outcomes which reflect this approach.

Opportunities for Māori

Kāinga Ora is committed to working with mana whenua and mataawaka entities to address Māori housing needs, we seek your support in defining effective pathways for the delivery of housing developments to achieve successful Māori housing outcomes. We therefore welcome the private sector to partner with us to achieve these outcomes.

Cultural innovation is key and entities that accurately capture wahi kainga, multi-generational living, mātauranga Māori, kaupapa Māori and tikanga Māori design principles are encouraged to respond.

For more information on Māori Housing Opportunities please contact sarah.chapman@kāingaora.govt.nz.



The Roskill precinct has a vibrant food scene. This is Head Chef, Josh Young, outside Chinoiserie in Ōwairaka.

WHY ROSKILL SOUTH?

Close to the city and airport

At only 8 kms from the CBD, Roskill South is well located for commuters. The area has good and improving transport links. Easy access to motorways, bus routes and new cycle lanes allow residents transport options, which will be expanded upon with the planned light rail corridor which passes through the suburb via Dominion Road. Roskill South is a relatively close 15kms from Auckland Airport, a key employment hub.

Well served by schools

Roskill South is home to May Road Primary School. Three other schools; Mt Roskill Grammar, Mt Roskill Intermediate, and Mt Roskill Primary School are all within close proximity to the development area. Roskill South is zoned for Roskill Grammar. The Ministry of Education is currently masterplanning an upgrade to May Road Primary.

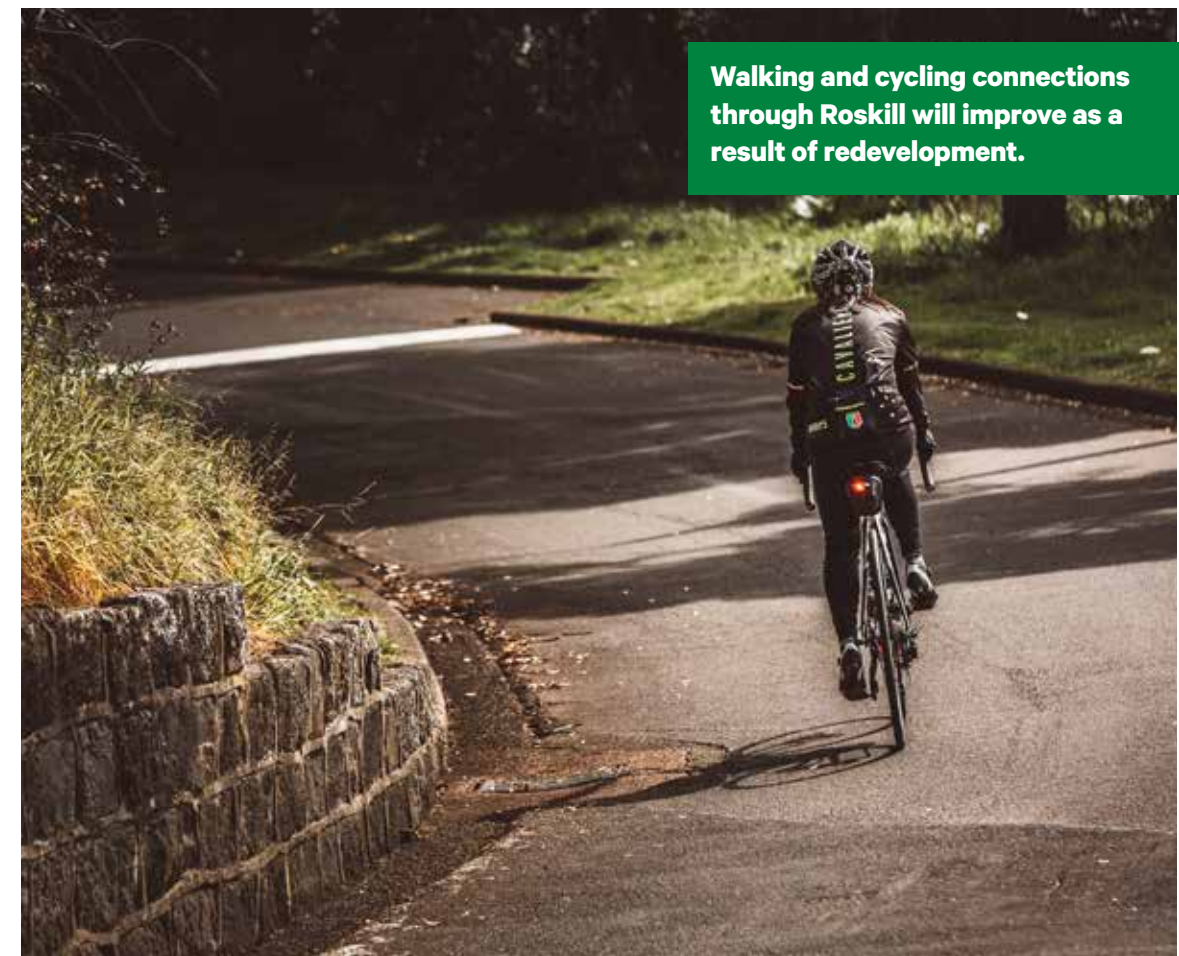
Large scale infrastructure upgrades

The Auckland Housing Programme offers a rare opportunity because it allows Kāinga Ora's urban development team to plan a 10-15 year staged programme of work. Whilst it is a housing-led initiative the volume of adjacent land being cleared allows us to improve amenity and infrastructure as we go.

Kāinga Ora is committed to working with Auckland Council, Auckland Transport, the Ministry of Education and other agencies to 'renovate' the Roskill Development neighbourhoods. A wide range of infrastructure and amenity projects will be led by Kāinga Ora. Others will be co-led or advocated for on behalf of the communities we're working in.

As well as underground infrastructure, streets, footpaths, berms and parks in the development area will be upgraded.

All new homes built as part of the development are required to meet a Homestar 6 rating, lifting the quality of the area's housing stock significantly.



Walking and cycling connections through Roskill will improve as a result of redevelopment.

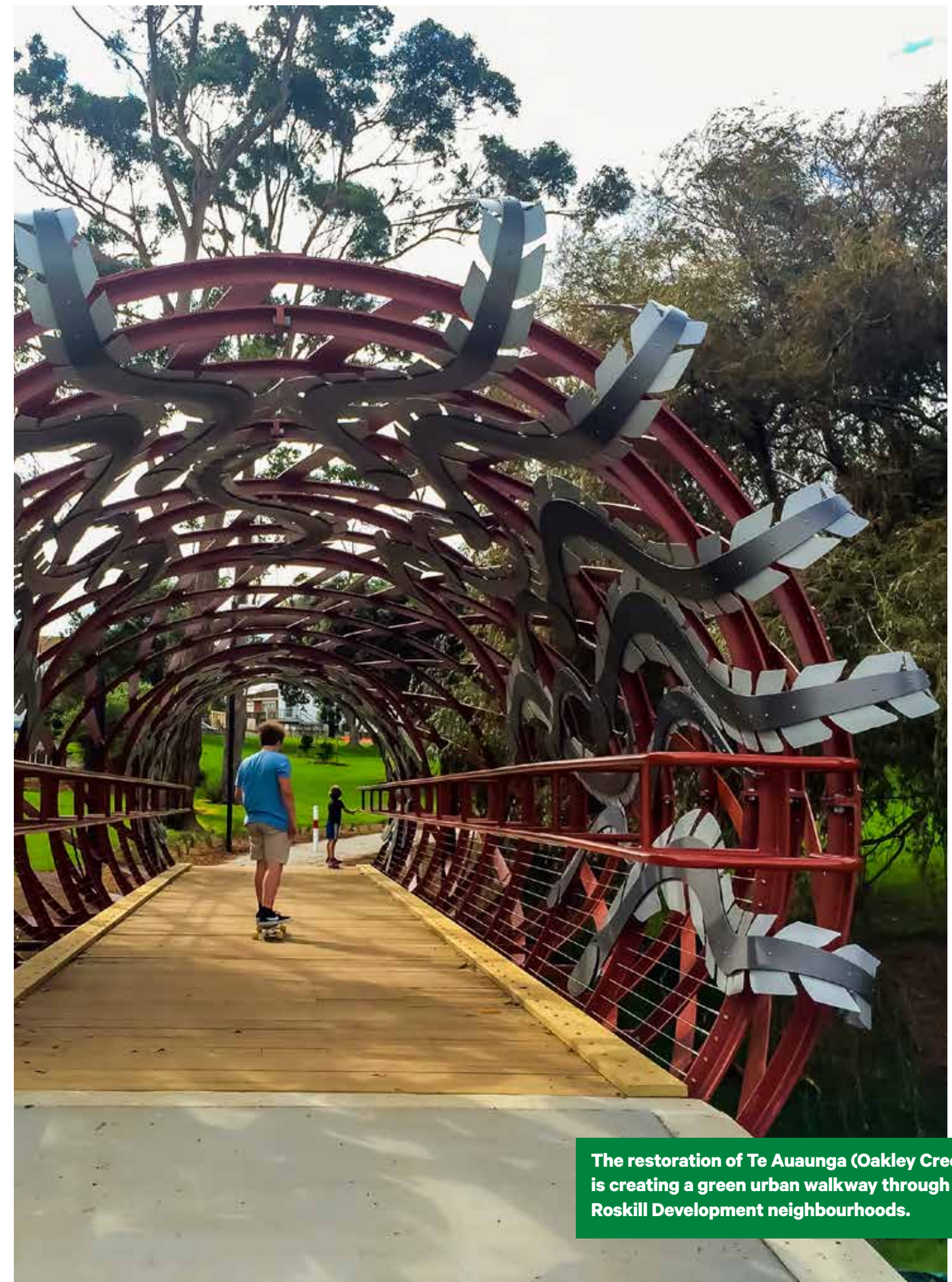
Natural amenity will be further enhanced

Mt Roskill has wonderful areas of natural environment, including the maunga, Puketapapa/Mount Roskill, popular with residents and visitors alike.

Te Auaunga/Oakley Creek is the centrepiece of the Roskill Development's natural environment. The restoration of Auckland's longest urban stream and the walkways and parks alongside it is transforming Roskill into a greener, healthier, more connected suburb.

In partnership with Auckland Council, plans for the rejuvenation of Freeland Reserve in Roskill South include new walkways, amenity and daylighting the stream to better deal with stormwater. A new park will be created within the development on the corner of Howell Crescent and Burnett Avenue.

Roskill South's open space is augmented by Akarana Golf Course on the development's boundary.



The restoration of Te Auaunga (Oakley Creek) is creating a green urban walkway through the Roskill Development neighbourhoods.

AFFORDABLE HOMES

Across Roskill South, Kāinga Ora is seeking innovative design and construction methods that will deliver affordable housing. Affordable options should achieve Kāinga Ora's objectives of delivering pathways to home ownership and security of tenure, as well as creating a balanced community.

In Stage 3, which the superlots that are the subject of this offer form part of, it is expected that a minimum of 50% of homes will be delivered as affordable. If more than one superlot is being purchased, then this percentage could be spread across those superlots in different configurations. All new homes must achieve a Homestar 6 rating.

Within the 50%, there is an expectation that there will be a mix of 2 and 3 bedrooms, built and sold at or below the KiwiBuild pricepoints of:

- » 2 bedroom = \$600,000
- » 3 bedroom = \$650,000 (KiwiBuild typology criteria TBC)

Kāinga Ora also encourages the delivery of modestly sized homes offered to the market as long-term rentals with secure tenure, shared equity, rent to buy, etc. If, for example, a single superlot is being purchased, Kāinga Ora is open to it being delivered, either in part or in full, as long-term rental properties.



MARKETING SUPPORT FOR BUILDER/DEVELOPER PARTNERS

Kāinga Ora's urban development team will provide extensive communications and marketing support to builder and developer partners working within the Roskill Development neighbourhoods. We have been communicating with residents in Roskill South for three years and Ōwairaka for over two years. Once our developer/builder partners have product to sell, they are invited to contribute to a marketing fund. Through experience gained at Hobsonville Point, we've found that pooling our resources creates more impact and everyone benefits. Builder partners at Hobsonville Point have not experienced downturns in the market to the same degree as elsewhere over the last eight years of house sales.

Place-based Marketing

Kāinga Ora focuses marketing efforts on place first and product second. The scale of our developments Auckland-wide gives us considerable impact across all forms of media, including editorial and advertising in traditional print and broadcast media as well as through online channels. The Roskill Development has its own website, Facebook page and bi-annual magazine called Roskulture which is delivered to 20,000 households, as well as ongoing press and online advertising support.

The Roskill Development's brand promise to homebuyers is to live centrally where you can get around Auckland and access a great lifestyle with ease. Public transport, parks, beaches, Te Auaunga (Oakley Creek) walkway and a thriving food scene are all within easy reach of these neighbourhoods.

The bi-annual Roskulture Magazine builds on pride in Mt Roskill and informs about the development.

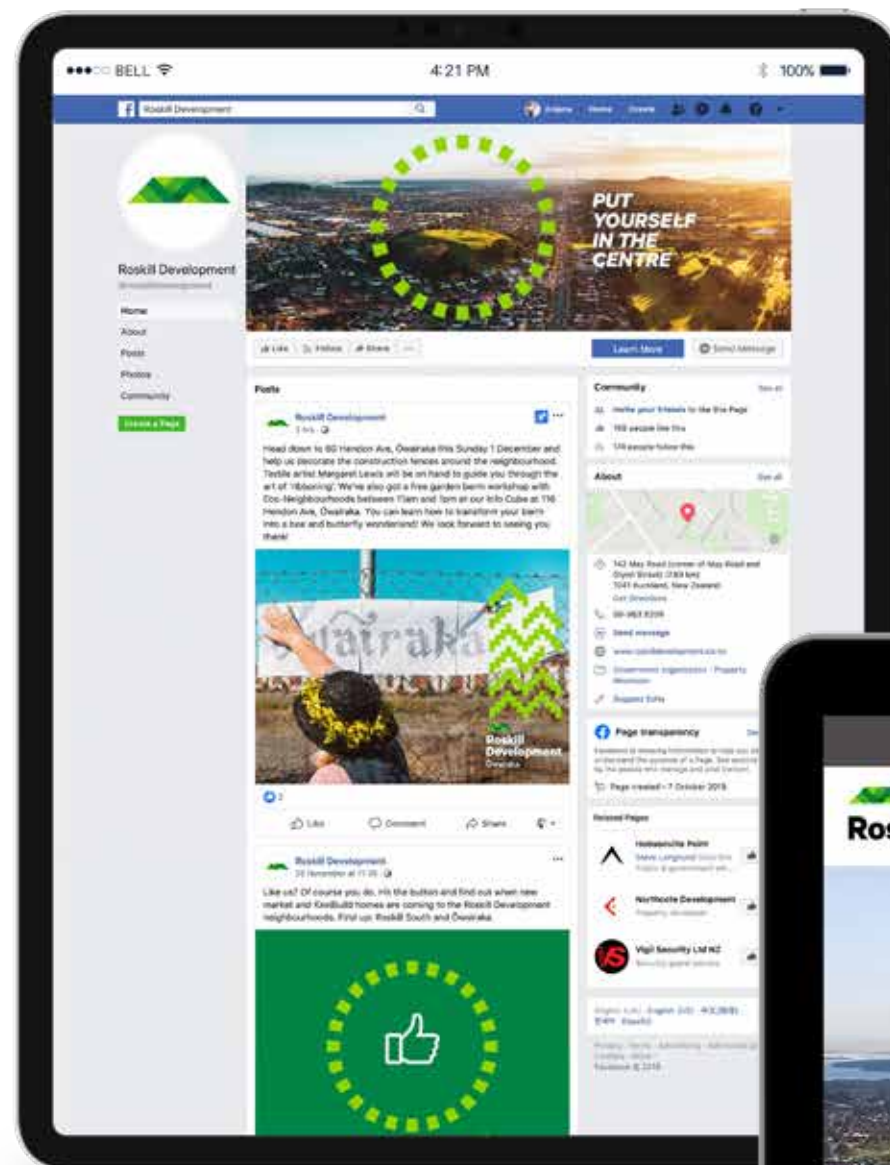


Product Marketing

Kāinga Ora promotes homes for sale via press ads in NZ Herald Homes and editorial/advertorial content in the wider print and broadcast media and through social media channels such as Facebook. We run regular digital campaigns online with a targeted call to action, e.g. a visit to the developer's display suite.

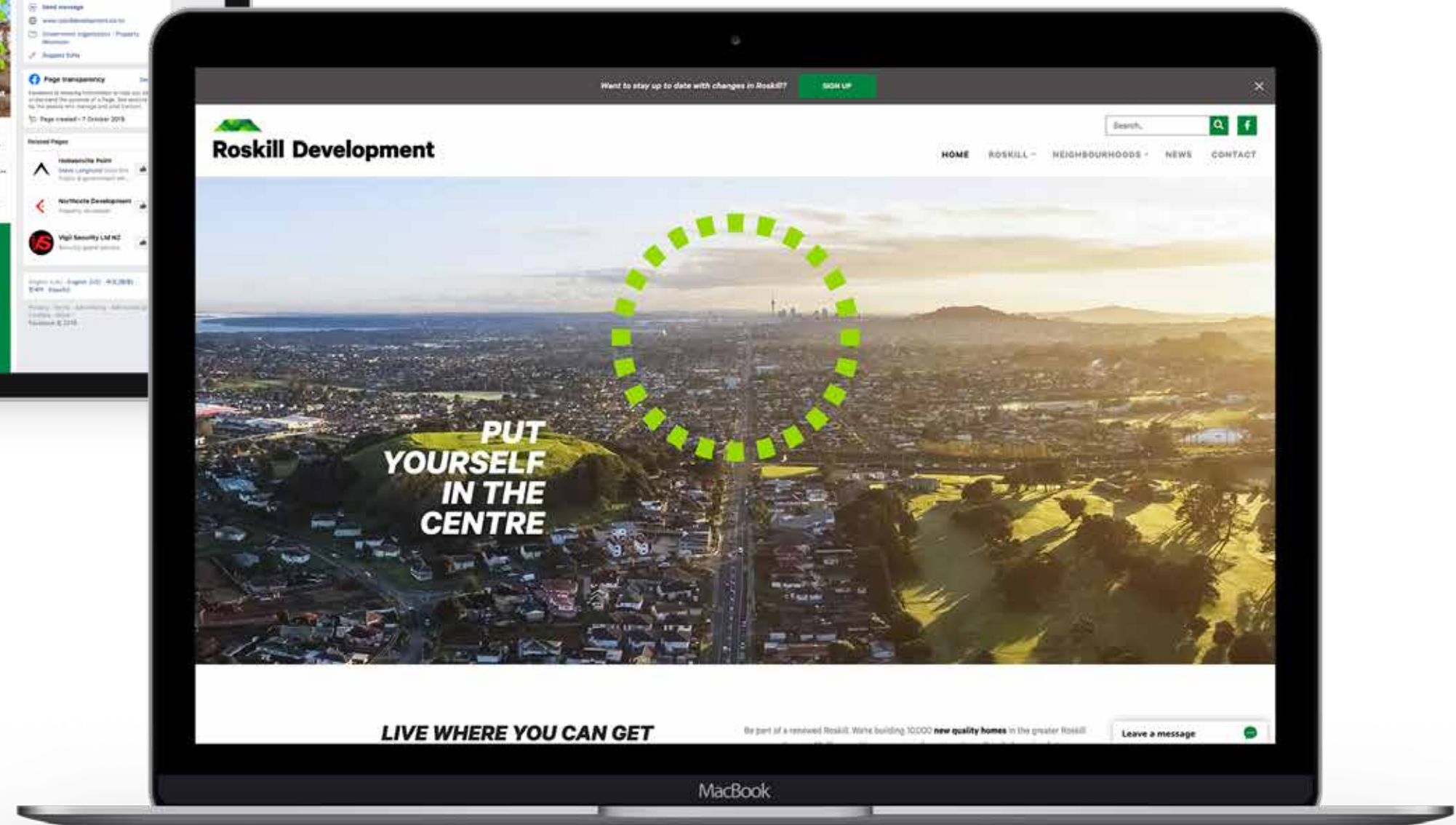
The Auckland Housing Programme has a dedicated real estate listings section on the OneRoof platform, called Our New Auckland.





Roskill Development
Facebook page

Roskill Development
website



Roskill South



Information Centres

Two information centres are operating in the Roskill Development already, with more to come as the development moves in to other neighbourhoods.

The information centre at 142 May Road serves the Roskill South community and the centre at 116-118 Hendon Avenue, Mt Albert serves the Ōwairaka community. These centres provide a place for people to come to learn more about the development and how it is changing the neighbourhood, the types of homes that will be available for sale and how to buy them. The centres hold regular Information Days which are well attended.

The Roskill Development Information Centres provide a place for people to come and find out how to buy in the Roskill Development.

Ōwairaka



HOW TO RESPOND

Respondents are invited to submit Registrations of Interest for one or more of the superlots described in the offer. Interested parties will be required to submit a detailed proposal, as outlined below, for selected superlots.

The selection criteria and weighting will be the following:

Price expectations of over \$950m2	
If successful, are willing to participate in a series of workshops to understand our ways of working with mana whenua and mataawaka	
Track record in delivering good quality homes at pace	30%
Price and commercials	50%
Evidence of good stakeholder engagement practices and experience working in close proximity to an existing community	20%

Kāinga Ora will welcome prospective buyers who can provide the following information to support their Registration of Interest:

1. proposed development scheme (bulk and location, typology mix, number of KiwiBuild homes and a brief description of the proposal)
2. offer (including land price)
3. indication of feasibility study that delivers a mix of bedroom types and price points
4. proposed construction methodology
5. profile of the purchaser including similar past and existing projects, which includes the construction of terraces, duplexes, walkup apartments or standalone homes.
6. can confirm their proposed resourcing and management team
7. can prove good stakeholder engagement practices, particularly working within an existing community.

There is a large amount of information available online to inform your submission and we invite you to study that which is relevant to the superlot/s you are interested in. We look forward to receiving your submission, and we encourage you to be thorough in your response.

Due Diligence room online:
[https:// roskill-im.co.nz/roskill-south-im](https://roskill-im.co.nz/roskill-south-im)

SELECTION PROCESS

The closing date for Registrations of Interest is:
4pm Thursday 19 March 2020

Closing date for detailed proposals is:
4pm Thursday 30 April 2020

The final purchaser/s selection will be made by the
end of May 2020

CONTACT

Questions in relation to the IM and response must be made directly to
procurement-UDD@kaingaora.govt.nz

SUBMISSION

Respondents are to email their Registrations of Interest and detailed proposals on or before the closing dates to
procurement-UDD@kaingaora.govt.nz

GENERAL POLICIES DISCLAIMER

1. Publication: Neither the whole nor any part of this report or any reference to it may be included in any published document, circular or statement without prior written approval of Kāinga Ora in its sole discretion.
2. Information: Information has generally been obtained from a search of records and examination of documents, or by enquiry. Where information has been supplied to us by another party, this information is believed to be reliable, but we accept no responsibility if this should prove not to be so.
3. It is intended that this document provide general information in summary form. The contents do not constitute advice and should not be relied upon as such. Specialist advice should be sought in all matters. All information must be checked and verified by any person receiving or acting upon these particulars and no warranty is given or representations made in respect of such information as to the correctness or sufficiency of such information.
4. This document does not form part of any contract in respect of the sale of the subject property.
5. Title Boundaries: We have made no survey of the property and assume no responsibility in connection with such matters. It is assumed that all improvements are within the title boundaries.
6. Building Act 1991, Health and Safety Act 1992, Evacuation of Buildings Regulations 1992 and Disabled Persons Community Welfare Act 1975. No undertaking is made that the property complies with this legislation.
7. All plans and maps are indicative only.

The material contained in this document has been prepared in good faith by the vendor, solely for the information of potential purchasers to assist them in deciding whether they are interested in the potential development land at Roskill. The information does not form part of any offer or contract and is intended as a guide only. You should not rely on any material contained in the document but should make independent investigations to satisfy yourselves as to the accuracy of any material. The vendor do not make any representations or warranties as to the accuracy of the material and do not assume any liability for negligence or otherwise in connection with any material contained in this document. The vendor reserves the right, in its sole discretion, to postpone or cancel the proposed sale of the land described herein and to modify or add any terms and conditions to the proposed contract or other material associated with the proposed sale, which may be made available to a potential purchaser.

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 Tenders (NTT) 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.



Roskill Development

PUT YOURSELF IN THE CENTRE