

# Kāinga Ora – Urban Development Delivery

An invitation to participate in a land supply opportunity at scale





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**COVER IMAGE**  
Hobsonville Point Development



## Introducing Kāinga Ora

Standalone housing in Hobsonville Point

### **More homes, great neighbourhoods**

The formation of Kāinga Ora – Homes and Communities in October 2019 marked the beginning of a step change in housing and urban development in New Zealand.

A new Crown agency, Kāinga Ora brings together the people, capabilities and resources of KiwiBuild, Housing New Zealand, and its development subsidiary HLC. This enables a more joined-up approach to delivering the Government's housing and urban development priorities. These priorities include addressing homelessness and making homes more affordable for New Zealanders.

Kāinga Ora continues to be a public housing landlord and provide good quality, warm, dry and healthy homes and tenancy services.

The new agency also has an urban development role and partners with developers, councils, iwi, government agencies and others to enable, facilitate and deliver urban development projects of all sizes. These urban development projects provide people with good quality, affordable homes that connect to the jobs, transport, open spaces and facilities needed for communities to thrive. Developments are underway in Hobsonville Point, Northcote, Mt Roskill, Oranga and Mangere. The government has also asked Kāinga Ora to work 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 more competition and innovation in the home construction market by creating a significant pipeline of work for building companies.

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



# The opportunity

*Kāinga Ora seeks to increase the housing supply in New Zealand by initiating housing development projects on under-utilised Crown land.*

Kāinga Ora is committed to the delivery or enablement of over 50,000 houses over the next 10-15 years.

In order to achieve these ambitious targets, Kāinga Ora – Urban Development Delivery (UDD) is seeking to engage with developers/housing providers through the establishment of a partner Group i.e. parties intending to acquire an interest in land and develop in accordance with a Development Agreement with Kāinga Ora – UDD.

This Group will provide an efficient and effective means for Kāinga Ora – UDD to allocate opportunities between the Group members (referred to as “partners”). The Group will operate over an indefinite period to deliver the development pipeline and will enable new partners to join and existing partners the opportunity to get better alignment over time.

In joining the Group, partners will be given the option to bid on opportunities. Partners will benefit from insight and understanding of the opportunities arising from the development programme.

Once selected, Kāinga Ora – UDD may conduct tendering within the Group to enter into commercial agreements for the sale of land or construction of buildings and amenities.

Kāinga Ora – UDD invites interested parties (referred to as “Respondents”) to respond to this ITP by submitting a response via the online portal in accordance with the attached Response Form (see page 6) for the Developer/Housing Provider Partner Group.







Part of the Mt Roskill Development area where 10,000 new homes will be built.



# Current projects summary

## Over 1,200 superlots will be sold over the next 15 years

The projects will deliver warm, healthy homes – more state housing for those in need; more homes for first home buyers; and a greater supply of homes on the market. The projects will also create improved infrastructure, more connected neighbourhoods and better amenities;

and they will lead to more competition and innovation in the home construction market by creating a significant pipeline of work.

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.

The numbers below represent a snapshot of the superlots forecasted for sale, but many more are in planning and will become available as developments move into new stages.

### **Northcote Development** Close to the heart

A significant development providing over 1,200 new homes over the next five years.

	18/19	19/20	20/21	21/22
<b>Market superlots</b>	<b>9</b>	<b>9</b>	<b>3</b>	

### **Oranga Development** YOUR SWEET SPOT

A significant development providing over a 1,000 homes over the next 8-10 years.

	18/19	19/20	20/21	21/22
<b>Market superlots</b>	<b>1</b>	<b>5</b>		

### **TAMAKI** GLEN INNES / POINT ENGLAND / PANMURE

A large scale suburban regeneration project providing around 7,500 homes in the suburbs of Glen Innes, Point England and Panmure over the next 15-20 years.

### **Roskill Development** PUT YOURSELF IN THE CENTRE

A large scale development providing around 10,000 homes over 15 years, the development area encompasses Mt Roskill South Development and Ōwairaka Development, with further neighbourhoods under consideration for the future.

#### **Roskill Development** Ōwairaka

	18/19	19/20	20/21	21/22
<b>Market superlots</b>	<b>1</b>	<b>14</b>	<b>10</b>	<b>14</b>

#### **Roskill Development** Roskill South

	18/19	19/20	20/21	21/22
<b>Market superlots</b>	<b>14</b>	<b>15</b>	<b>13</b>	

### **Mangere Development** Belong here

A large scale development providing around 10,000 homes over 15 years. Development is underway in Mangere West.

	18/19	19/20	20/21	21/22	22/23
<b>Market superlots</b>	<b>5</b>	<b>3</b>	<b>3</b>	<b>5</b>	<b>4</b>







# How to respond

## Evaluation process

- Responses will be assessed against the Respondents' alignment with Kāinga Ora's wider objectives (as listed on page 12) and an organisation's ability to deliver on an opportunity at the time of offer.
- Responses will be evaluated by a selection panel appointed by Kāinga Ora – UDD. The Respondents' alignment with Kāinga Ora's wider objectives will be assessed using a traffic light rating system – green, orange or red (i.e. strong, moderate or weak alignment).
- The specific methodology that Respondents are assessed against can be provided upon request.
- Respondents may be invited to become approved Developer/Housing Provider Partners if they receive green or predominately green and orange evaluations. Respondents receiving a rating other than “strong alignment” may be interviewed to further assess their capability of meeting Kāinga Ora's objectives.
- A moderation process will be used by Kāinga Ora – UDD to ensure Respondents are evaluated fairly.
- Unsuccessful Respondents may be debriefed by Kāinga Ora – UDD following the evaluation process. As the Group will be reopened, unsuccessful Respondents will be welcome to reapply when Kāinga Ora – UDD invites the market to respond to this ITP again in the future.

## Due diligence

Kāinga Ora – UDD is seeking to ensure that all Group members are capable of meeting its objectives. We require a sufficient level of information to make our initial assessment. The information requested in the response form is necessary to evaluate all Respondents. As part of the selection process, Kāinga Ora – UDD may also undertake additional due diligence in relation to Respondents. We may also conduct due diligence when partners bid for opportunities, the extent of which is likely to vary depending on the size and complexity of each opportunity.

## Timing

The ITP is currently open, however this is subject to change at Kāinga Ora – UDD's discretion. Kāinga Ora – UDD reserves the right to consider further or alternative ways of offering opportunities to the market other than the establishment and utilisation of the Developer/Housing Provider Partner Group.

## How to contact us

Questions in relation to the ITP should be made using

**[procurement-UDD@kaingaora.govt.nz](mailto:procurement-UDD@kaingaora.govt.nz)**.



If an error or omission in the ITP is identified or Kāinga Ora – UDD wants to make some other form of announcement, Kāinga Ora – UDD will notify all Respondents and interested parties of the amendment via their contact email address as submitted on the response form.

### **Preparing and submitting your response**

Please take your time to read and understand this ITP and Kāinga Ora's wider objectives (as outlined on page 10).

- The response form sets out the process for Respondents to apply to become a Developer/Housing Provider Partner.
- Please make your response through the Response Form (see page 4). No other methods of submission will be accepted.
- Please complete and sign the declaration on the Response Form.
- Respondents are able to upload additional information to support their response on the Response Form.
- Please check that you have provided all information requested, and in the format and order required.

Kāinga Ora - UDD reserves the right to accept or reject any response and limit the number of responses it evaluates.

## **GENERAL POLICIES DISCLAIMER**

**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 – UDD in its sole discretion.

**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.

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.

This document does not form part of any contract in respect of the sale of the subject property.

All plans and maps are indicative only.



# Establishing the Builder and Developer/ Housing Provider Partner Group

Kāinga Ora – UDD’s process for establishing and working with our partners will embrace the following principles:

1. Plan and manage for great results
2. Be fair to all Respondents and partners
3. Get the right partner
4. Get the best deal for everyone
5. Play by the rules

In establishing the Group, we will seek to verify which Respondents are capable of delivering the desired outcomes.

Once the Group has been established, Kāinga Ora – UDD will select the most appropriate partners to bid on opportunities as they arise, reserving the right to go to the market from time to time at our discretion.

The Group can be opened (to admit new partners) or closed by Kāinga Ora – UDD at any time.

The process for admitting members to the Groups may also change at Kāinga Ora – UDD’s discretion.

## **Who can become a partner?**

Kāinga Ora – UDD wants to ensure the Group is open to developers and housing providers who are capable of delivering Kāinga Ora’s objectives (irrespective of size).

Businesses are encouraged to identify the typologies they are interested in working with, the scale of the development opportunity they can service and the locations in which they are capable of working in.

## **Offering opportunities to members**

Once the Group has been established, Kāinga Ora – UDD will invite members to bid for opportunities as they arise or may negotiate directly with a partner.

Kāinga Ora – UDD will determine which opportunities will be offered to partners based on its evaluation criteria at the time opportunities arise.

## **Reconfirmation of members**

Kāinga Ora – UDD may require partners to re-confirm their ability to satisfy Kāinga Ora’s objectives from time to time and retains the right to amend the Group if it considers partners may no longer be able to satisfy the objectives.

## **Confidentiality**

Kāinga Ora will keep all confidential information Respondents provide secure and will not disclose any confidential information to a third party (unless required by law) without seeking the Respondent’s consent.

**Note:** Kāinga Ora will not reimburse any Respondent for the costs incurred in making their response.



# Working with Kāinga Ora – Urban Development Delivery

*Once the Group has been established, Kāinga Ora – UDD and the selected Developer/Housing Provider Partners will work collaboratively on projects.*

## **Builder-ready land supply**

Through Piritahi, an alliance which has been established to streamline the delivery of civil works and large scale infrastructure, Kāinga Ora – UDD will deliver clean, clear, serviced superlots that are ready to build on.

## **Planning and consenting**

In some instances, consents will be obtained by Kāinga Ora – UDD prior to entering into commercial arrangements with the selected partners. In other instances, the selected partner will be expected to obtain the necessary consents. Kāinga Ora – UDD and the selected partner may, in some situations, work together to obtain the necessary consents or regulatory approvals.

## **Transport planning**

In some locations, detailed transport planning may have been completed. In other locations, partners will

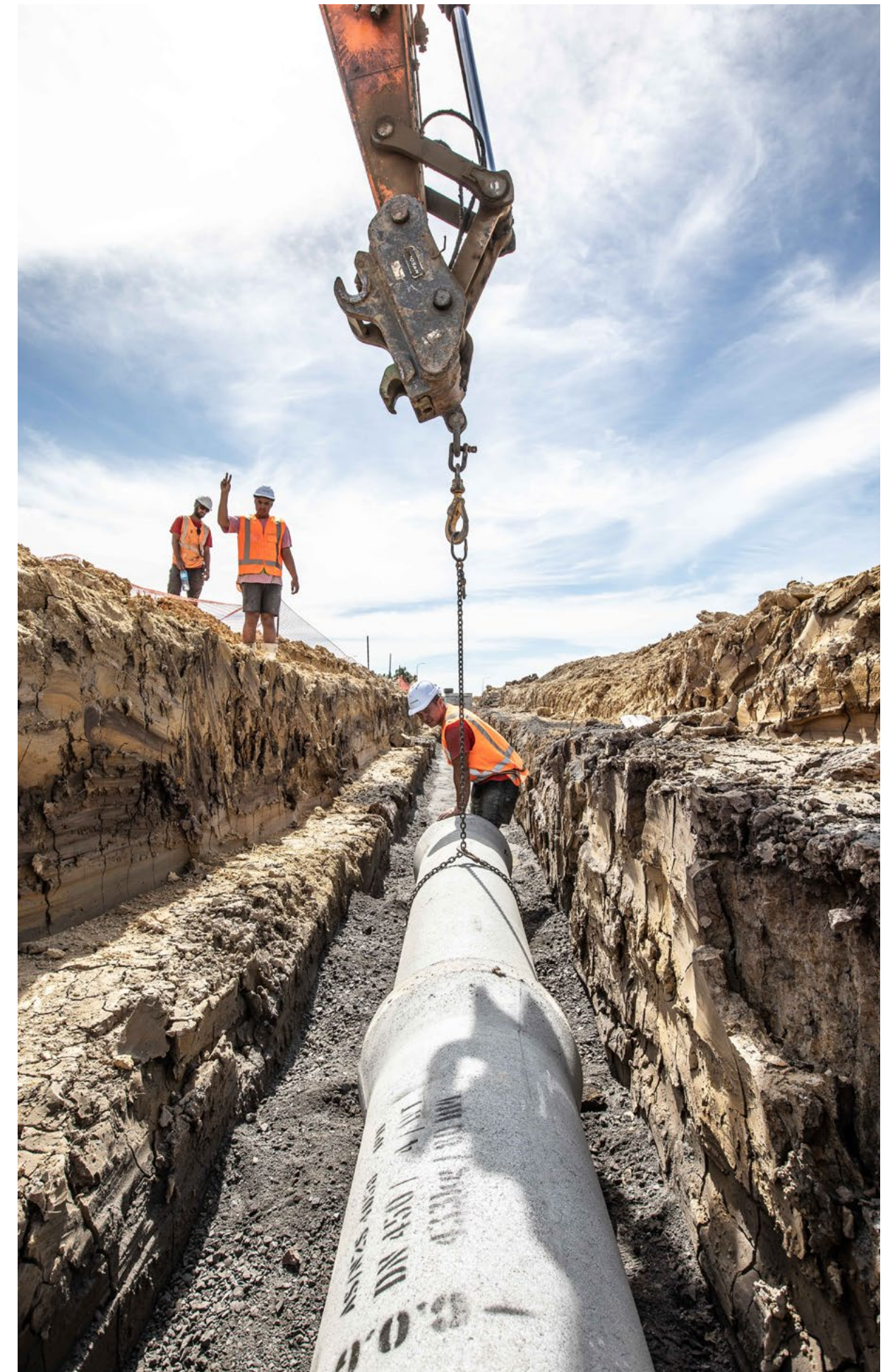
need to undertake transport and other accessibility planning in consultation with Kāinga Ora – UDD.

## **Infrastructure**

As part of the masterplanning process and consultation process, consideration will typically need to be given to infrastructure issues. Kāinga Ora – UDD's approach is to work collaboratively to manage the constraints developers/housing providers typically face, including preparing land for development and the provision of infrastructure. This creates a greater degree of certainty for our partners.

## **Titles and encumbrances**

The underlying titles on the land will be specific to each location. Certain titles may be subject to existing easements and encumbrances, in addition to the easements and encumbrances Kāinga Ora – UDD requires to subdivide the land into the required development blocks.





# What will success look like?

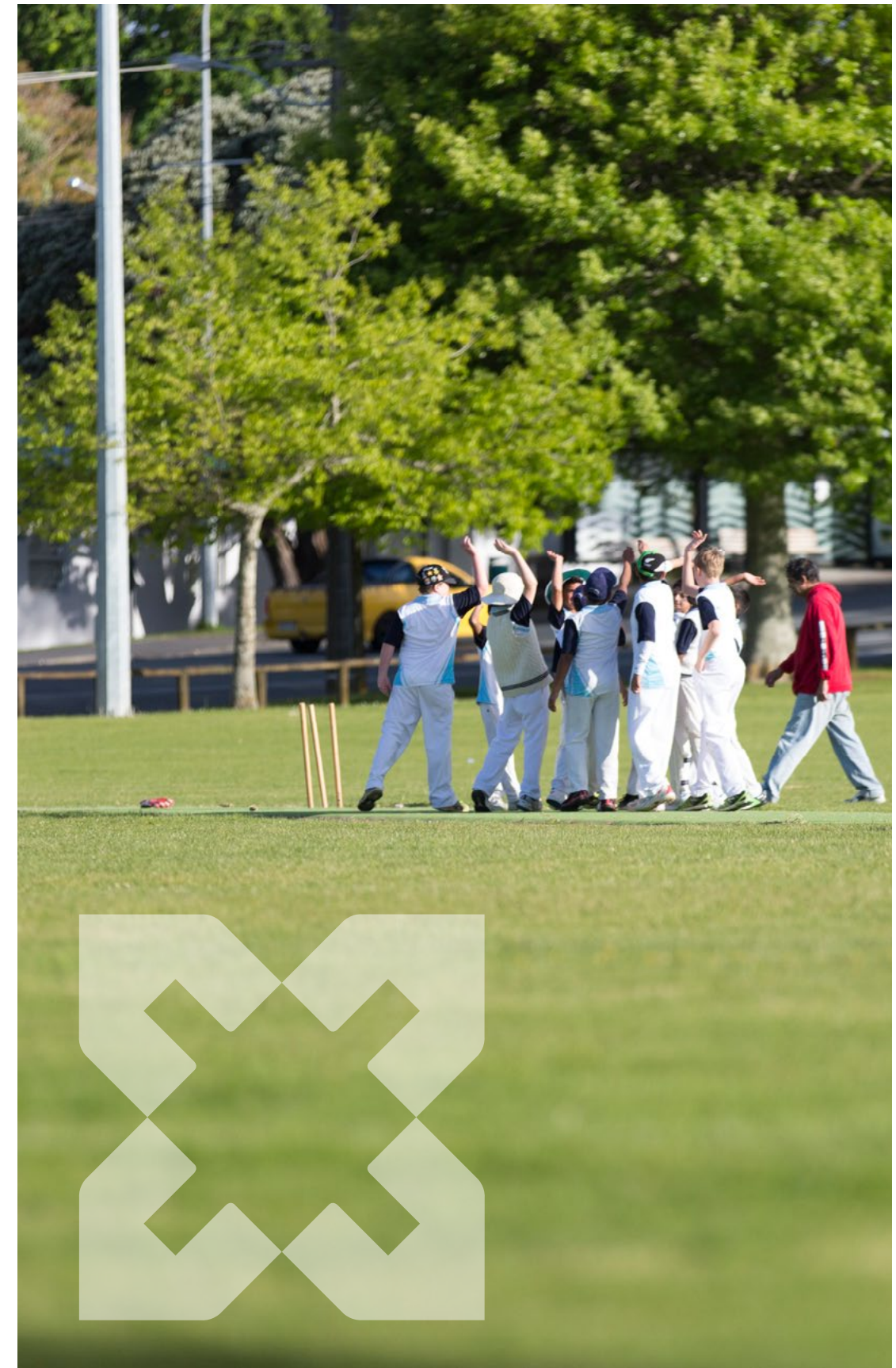
*Kāinga Ora is seeking to develop sustainable neighbourhoods which are well designed and built and have high quality housing, amenities and public realm. Development approaches need to harness innovation and achieve value for money.*

## Kāinga Ora's wider objectives include:

- Creating great places to live
- Delivering pathways to home ownership
- Creating balanced communities
- Increasing the level of housing affordability
- Providing security of tenure
- Increasing the supply of 'build ready' land to the market
- Delivering financial returns whilst balancing economic and social goals
- Increasing the skill sets of New Zealand developers and builders.

To ensure Kāinga Ora's objectives are delivered, Kāinga Ora – UDD is seeking to establish a Developer/Housing Provider Partner Group which:

- Provides access to capability and capacity
- Facilitates competition
- Enables innovation in design, supply chain and methodology
- Provides affordable housing solutions
- Is representative of the market by having depth and breadth of experience for each typology
- Grows New Zealand's development and building capability
- Includes partners capable of meeting Kāinga Ora's objectives
- Enhances communication between Kāinga Ora and the market
- Provides certainty to the market of the pipeline of opportunities.





## How the partnerships work

*We are looking for interested parties to join the Developer/Housing Provider Group who would like to acquire land and develop in accordance with a Development Agreement with Kāinga Ora – UDD.*

New partners will join existing partners already working with Kāinga Ora – UDD. They will be invited to share in the development of the wider opportunity and collaborate in engaging communities and marketing new homes.

Having an approved Group of Developer/Housing Provider Partners provides an efficient means for Kāinga Ora – UDD to allocate opportunities. Partners will have access to opportunities for contracted periods.

Once part of the Group, Kāinga Ora – UDD will plan upcoming development opportunities with partners.

All interested parties, regardless of size, are invited to respond.





# 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 Māori to support Māori urban development aspirations and Māori housing outcomes.*

Kāinga Ora is also committed to upholding the principles of the Treaty of Waitangi (Te Tiriti o Waitangi), in particular the principles of Partnership, Active Protection and Redress. We have ensured that there is no land within this offering to which rights of refusal apply. In relation to the principle of Partnership we aim to have meaningful and early engagement with Māori entities about the development of this land and we invite Māori to participate in this urban development.

## 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 Māori 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. Commercial development and other opportunities will be explored through these avenues.

Kāinga Ora's special focus on Māori aspirations in relation to urban development also includes working with iwi asset holding companies and iwi subsidiaries to offer Māori opportunities to participate in urban development.

We recognise that our development precincts comprise a number of mataawaka groups and entities. 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 including Māori entities 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 amos.kamo@kāingaora.govt.nz.**



# Community housing models

*Kāinga Ora wants to encourage forms of development which create and enhance communities. Kāinga Ora welcomes engagement with Community Housing Providers (CHPs) and other groups in the community and Non Government Organisations (NGO) sectors.*

Kāinga Ora is interested in models which allow New Zealanders to move along the housing spectrum, and provide security of tenure, such as shared equity, rent-to-own and long-term rentals.

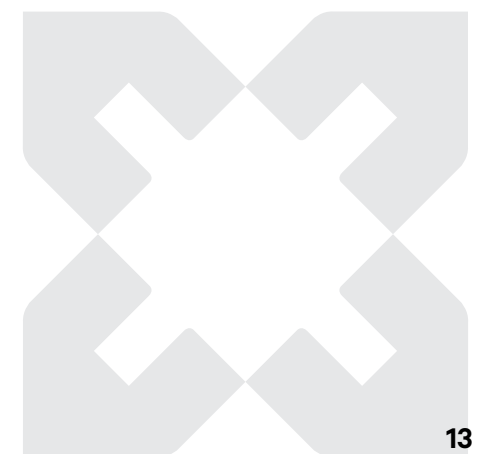
Kāinga Ora will endeavour to provide support to housing groups using alternative legal structures, financing structures or development processes, for example through the use of longer settlement periods for land sale.

Groups interested in developing collective models of urban housing are encouraged to apply, including cohousing, papakainga, Baugruppe, and/or other forms of co-operatives and community land trusts.



Respondents are also encouraged to express their interest in undertaking developments which offer targeted solutions to housing or community needs including:

- Aged care
- Healthcare related, such as mental health facilities
- Key worker housing
- Housing for low or middle income earners
- Other developments which may produce positive social outcomes.





# Innovation

*The scale of the Kāinga Ora – UDD programme offers an opportunity to innovate within different aspects of the development system to better meet Kāinga Ora’s desired outcomes. For example, more affordable homes could be achieved through innovations in construction methodologies, and achieving pathways to home ownership could come about through innovations in alternative development models. Innovations in building design, typologies, mix of uses and lot arrangements could provide a diversity of housing types, fostering community and better meeting diverse needs.*

Establishing the Developer/Housing Provider Partner Group is aimed at optimising development outcomes, with a focus on density, pace and scale. Kāinga Ora – UDD will welcome respondents who can demonstrate innovation at higher levels of density and scale. Such innovation is intended to allow for a range of price points to be offered to the market, with the bulk being either more affordable homes (delivered via KiwiBuild) or market homes priced below the median in the development suburb.

Kāinga Ora is committed to shifting the market toward more modern and urban housing solutions in our suburbs.

Our existing builder and developer partners have risen to the challenge at Hobsonville Point and Northcote, and alongside Kāinga Ora, have educated and moved the market from a small section/ suburban density to true medium density, and increasingly toward an urban form.

In order for Kāinga Ora to achieve its goals, housing needs to be delivered at prices that are accessible to New Zealanders. Kāinga Ora believes that there is a need for change in construction methods and is actively seeking respondents that will disrupt the market and bring that change.

Establishing the Developer/Housing Provider Partner Group is aimed at optimising development outcomes, with a focus on density, pace



and scale. Kāinga Ora will welcome respondents who can demonstrate innovation at higher levels of density and scale. Such innovation is intended to allow for positive urban outcomes including a range of price points to be offered to the market, with the bulk being either more affordable homes (delivered via KiwiBuild) or market homes price below or near the median in the development suburb.

Kāinga Ora – UDD can offer private sector developers and housing providers the scale necessary to incentivise the private sector to invest in innovative design, technology and construction methods. Respondents that include examples of off-site manufacture, pre-fabrication, panelisation and modular designs in their responses, will be keenly considered. Where appropriate Kāinga Ora – UDD will work with partners to manage regulatory and compliance requirements.



# Affordable homes

*Kāinga Ora will increase the supply of housing by providing a mix of state, affordable and market value homes. The desired mix of outcomes will be discussed with partners as opportunities arise.*

Kāinga Ora requires respondents to be able to deliver homes at KiwiBuild price points.

The government has signalled its desire to include innovative home ownership options as part of KiwiBuild, such as shared equity and rent-to-buy, and Kāinga Ora encourages the inclusion of such schemes. Kāinga Ora also encourages the delivery of modestly sized homes offered to the market as long-term rentals with secure tenure.

Each project area will differ. By way of example, the Northcote Development will deliver 55% of homes as affordable. Within that 55%, a minimum of 35% will be delivered under the KiwiBuild programme.

For the affordable homes, there is an expectation that small terrace houses (minimum two bedrooms) will be built/sold at \$600,000, and apartments (minimum 1.5 bedrooms) at or below \$500,000.

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.

Homes that are not part of the required 'affordable' percentage, are aimed at reducing the median house price.



Affordable homes sold to eligible buyers under the 'Axis Series' banner at Hobsonville Point.



## Development scenarios

Kāinga Ora – UDD requires a contextual approach to design and development that supports land optimisation and meets the density and urban design aspirations outlined in our masterplans. The following sample development schemes illustrate what Kāinga Ora aspires to see developed in the projects that are the subject of this ITP.



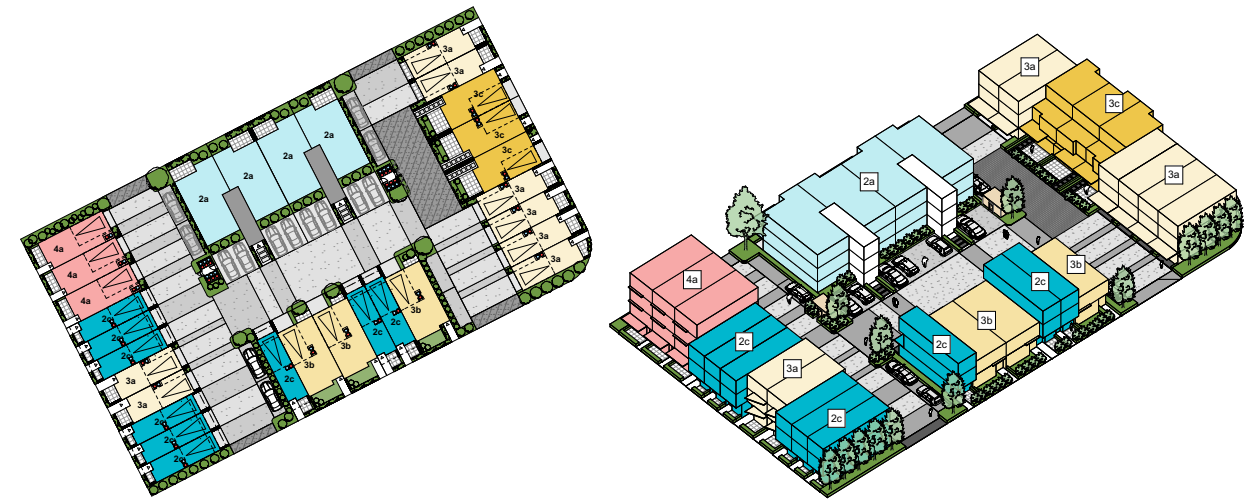
Terraced homes arranged around a pocket park at Hobsonville Point.



These two examples show different approaches to the same superlot, each using different housing types and car parking configurations which result in different development densities.

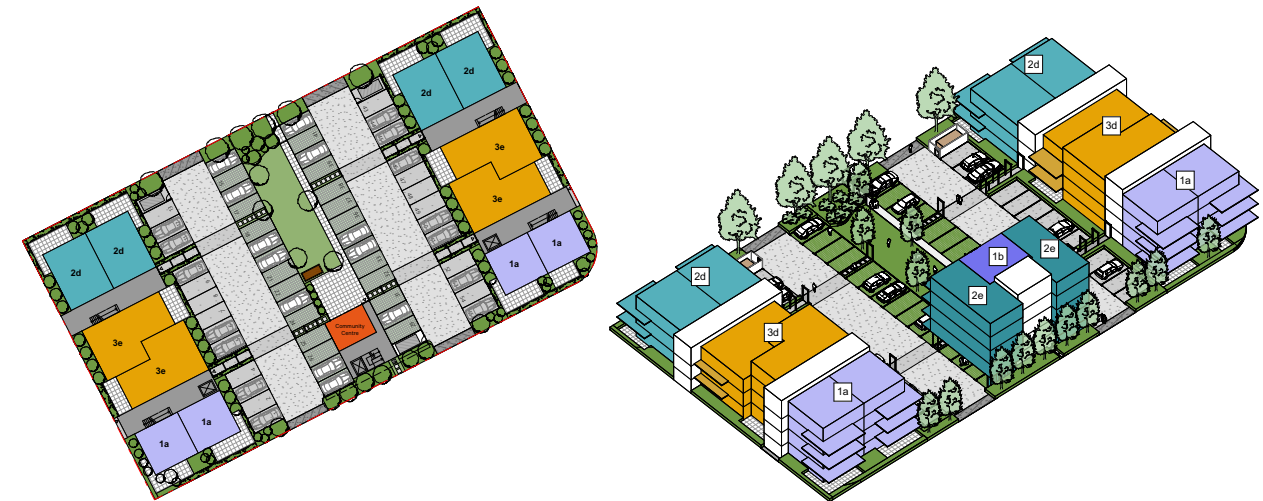
Example 1

YIELD	Type	Storeys	Bed #	Flexible room	GFA	Total Dwellings
2a	Walk up Apartment	3	2	0	72.1	12
2b	Walk up Apartment	3	2	0	67.9	0
2c	Terrace	3	2	0	108.2	9
3a	Terrace	3	2	1	124.9	8
3b	Terrace	2	3	0	128.52	3
3c	Terrace	3	3	0	137.8	3
4a	Terrace	4	4	1	189	3
4b	Terrace	3	4	0	171	0
Total						38
Dph						111



Example 2

YIELD	Type	Storeys	Bed #	Flexible room	GFA	Total Dwellings
1a	Walk up Apartment	1	1	0	50.8	16
1b	Walk up Apartment	1	1	0	47.9	4
2d	Walk up Apartment	1	2	0	68.9	12
2e	Walk up Apartment	1	2	0	64.6	8
3d	Terrace	2	3	0	131	3
3e	Walk up Apartment	1	3	0	93.8	14
	Community centre	1	na	1	31	na
TOTAL						57
Dph						167



Kāinga Ora – UDD will deliver medium and higher density living in the neighbourhoods that are the subject of this ITP, and developments should have a strong emphasis on communal and/or public amenity and high quality landscape treatment. The street will have precedence in terms of development layout, supported by a secondary network of lanes where appropriate. Kāinga Ora – UDD encourages proposals that

take a sophisticated approach to locating car parking (such as providing it communally) and positively support public transport, walking and cycling. Buildings should be simple, elegant and architecturally well composed, as well as oriented to overlook streets and living lanes and promote interaction between neighbours and the wider community. Kāinga Ora – UDD will require all homes to meet 6 Homestar or higher.



# Indicative typologies





The material contained in this document has been prepared in good faith by Kāinga Ora – UDD, solely for the information of potential purchasers to assist them in deciding whether they are interested in becoming a Developer/Housing Provider Partner. 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. Kāinga Ora – UDD does not make any representations or warranties as to the accuracy of the material and does not assume any liability for negligence or otherwise in connection with any material contained in this document.





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