

DEVELOPMENT OPPORTUNITIES:
AORERE PORTFOLIO (LARGE SUPERLOTS)

Kāinga Ora
Homes and Communities

Mangere Development
Belong here

ABOUT KĀINGA ORA

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.

The Kāinga Ora Urban Development and Delivery Team is helping to provide more homes, at a faster pace, to growth areas by managing urban development projects on under-utilised Government-owned land, to deliver well-planned neighbourhoods and enable thriving communities.

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WELCOME TO MANGERE DEVELOPMENT

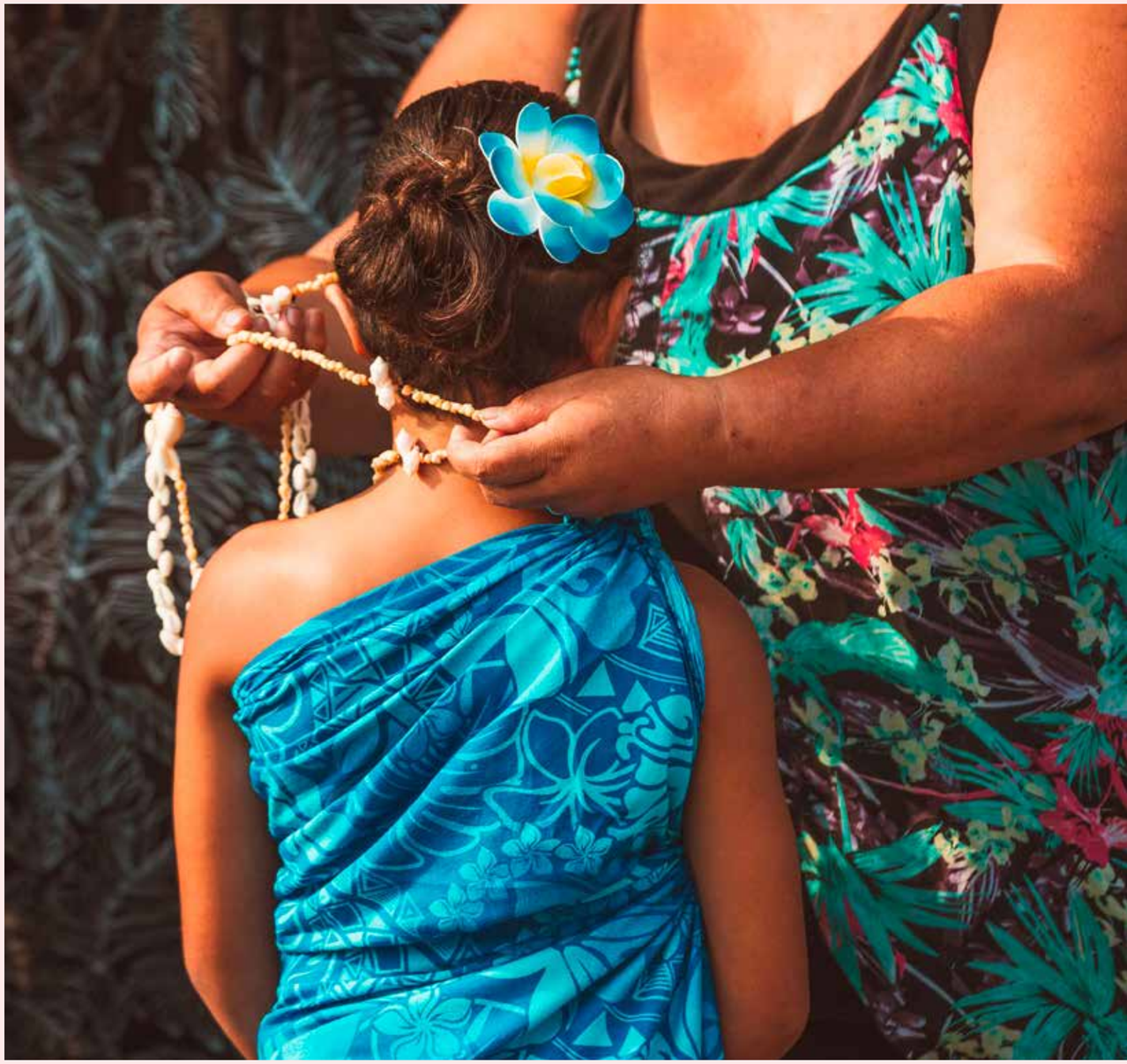
The Mangere Development is a large scale urban development project providing around 4,000 homes over the next 15+ years.

The development is aimed at delivering more affordable market homes, better quality 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 and better infrastructure and amenity to be shared by state house tenants; those climbing the homeownership ladder; and individuals and families in the private market.

The Mangere 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 and mana whenua to renovate the things that improve wellbeing – parks, public spaces, green space, walking paths and underground infrastructure.

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



LOCATION

Aorere is a neighbourhood within the suburb of Mangere, located 20 kilometres south of Auckland CBD. The neighbourhood is bounded by SH20, Massey Road, Buckland Road and Portage Road. It sits roughly equidistant between the Mangere town centre on Bader Drive and Hunter's Plaza shopping centre in Papatoetoe. Locals have close access to SH20, Papatoetoe Train Station, Middlemore Train Station and employment hubs of Onehunga, Auckland Airport and Middlemore Hospital.



4KM	*MANUKAU*
>20KM	*TO AUCKLAND CBD*
4KM	*TO AUCKLAND AIRPORT*

NEIGHBOURHOODS

WHO LIVES IN THE DEVELOPMENT AREA?

Mangere is culturally diverse with approximately one sixth of its population Māori and over one fifth of Auckland's Pacific people calling it home. Pacific people make up nearly sixty percent of Mangere's population. Although English is the most widely used language, Pacific languages are the most common first languages, with Te Reo Māori prevalent. Mangere is also very youthful, with over a quarter of its population under 15 years old, and over 13,000 students attending 27 schools.

SMALL AND LARGE DEVELOPMENTS ACROSS MANGERE

The Mangere Development will occur within a precinct defined by Kāinga Ora which includes nine neighbourhoods within and around Mangere in south Auckland. The precinct is 176Ha in area and is currently home to approximately 66,400 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.

Work is currently underway on four neighbourhoods in Mangere, including the Aorere neighbourhood. The remaining four neighbourhoods are planned future developments.



THE OFFER – AORERE LARGE SUPERLOTS

Kāinga Ora is pleased to present an opportunity to purchase and develop a range of superlots in Aorere, a neighbourhood of the Mangere development.

SUMMARY:

- Three market superlots
- Total area of 15,536m2 (1.55 Ha approx).
- Supporting a yield of approximately 90 homes.
- Proposals must include a range of typologies including three or more bedrooms.
- Minimum Land Price expectation is $915/m2.
- Homes to comply with the Kāinga Ora Design Guidelines which can be viewed at **www.kaingaora.govt.nz/publications/design-guidelines**
- Sites are zoned in the Auckland Unitary Plan as Residential – Mixed Housing Urban.
- Sites are ready for immediate handover.

KĀINGA ORA WILL WELCOME PROSPECTIVE BUYERS WHO:

- Demonstrate relevant and recent experience building standalone, duplex, terraces and walk-up apartments.
- Demonstrate an ability to deliver cost effective well priced homes, Build to Rent, shared equity and smaller homes.
- Deliver a mix of bedrooms and price points.
- Meet the programme criteria.
- Confirm their proposed resourcing and management team.
- Prove good stakeholder engagement practices, particularly working within an existing community.
- Proven record of working and/or engaging with mana whenua.

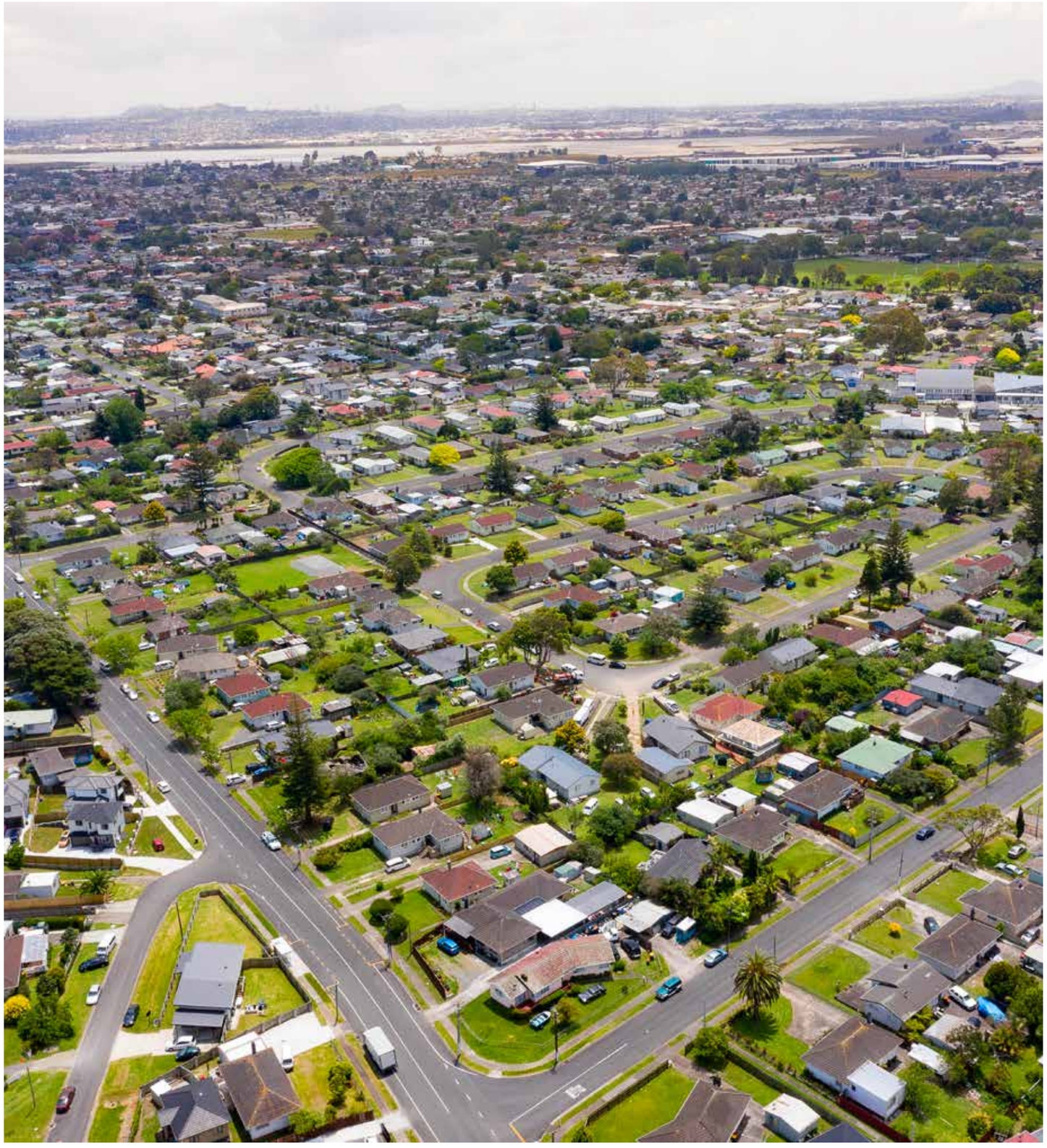
Stage	Superlot No	Superlot Area	Proposed Yield	Proposed Typology	Levels	Zoning
3	AO-006	3,671	27	A mixture of terrace, duplex and / or detached homes.	2-3	MHU
3	AO-008	4,106	22	A mixture of terrace, duplex and / or detached homes and Walk ups/ Apartments	2-3	MHU
4	AO-010	7,759	41	Terrace, duplex and /or stand-alone units	2-3	MHU


AO-010
(yields: 41)
AO-011
Yield: 21
AO-013
Yield: 4
AO-001
Yield: 4
AO-009
Yield: 31
EFKS
Mangere East
AO-008
(yields: 22)
AO-007
Yield: 27
AO-006
(yields: 27)
AO-002
Yield: 7
AO-003
Yield: 4
AO-004
Yield: 15
AO-005
Yield: 8
AO-015
Yield: 23
AO-016
Yield: 30
AO-014
Yield: 10
Taeaofou I
Puaseisei
Preschool
Kingsford
Primary
School
AO-026
Yield: 2
AO-027
Yield: 7
AO-024
Yield: 6
AO-025
Yield: 18
AO-027a
Yield: 11
AO-017
Yield: 21
AO-018a
Yield: 2
AO-018
Yield: 8
AO-019
Yield: 5
AO-020
Yield: 21
AO-022
Yield: 5
AO-023
Yield: 26
AO-028
Yield: 4
AO-029
Yield: 5
AO-021
Yield: 4
AO-031
Yield: 5
AO-032
Yield: 3
AO-020a
Yield: 21
AO-033
Yield: 11
AO-034
Yield: 2
Matariki
Preschool
Aorere
Park
JOHN ST
LAVINIA CRES
ALLEN ST
COURTENAY CRES
WINTHROP WAY
MAYFLOWER CL
HENWOOD RD
RAGLAN ST
SOUTH WESTERN

AORERE DEVELOPMENT PROGRESS

» Infrastructure works across all five stages are complete, enabling full delivery of the masterplanned yield. The project will deliver around 431 new homes, replacing 139 existing state houses and creating a diversified mix of new state, market and affordable housing across the development.

» Stage 1 and Stage 2 are both in active construction, including multiple superlots progressing within each stage. Stages 3, 4 and 5 are advancing through planning and design. This provides a clear pipeline of future opportunities for build partners.



THE VISION

MORE HOMES, GREAT NEIGHBOURHOODS

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

Establish a neighbourhood with a strong sense of place and a connected community while increasing the number of Kāinga Ora homes and the number of homes available to affordable home buyers and tenants.

We intend to achieve the vision by delivering improved street networks, better-quality public open spaces and well-designed homes. We will be investing in infrastructure to cater for a higher number of households in the area as a result of the Mangere Development, including a new stormwater network. New and improved crossings of SH20 will make for better walking and cycling connections between Aorere and Papatoetoe. Two key arterial intersections on Massey Road will be upgraded.





MANGERE AMENITY

Mangere is home to great schools, parks and playgrounds, recently improved cycleways and walkways, a thriving arts scene, and Te Pane-o-Mataoho (Mangere Mountain), which is undergoing major restoration.

Mangere Central acts as a hub of community activity and cultural involvement. A number of key community facilities encourage this activity, including the Moana-Nui-a Kiwa Leisure Centre, Mangere Arts Centre and the library, along with Te Wananga o Aotearoa's Mangere campus, and an emerging health hub. Churches and mosques also contribute to the diverse range of activities in Mangere Central.

CLOSE TO EMPLOYMENT HUBS

Mangere is located just 20 minutes from the Auckland city centre, close to several major employment hubs, two universities and Auckland Airport. Middlemore Hospital is a key employer in Mangere and is highly accessible to public transport. Significant new and remedial construction work is planned for the hospital.



WELL SERVED BY SCHOOLS

There are good schools in the Mangere Development area. Between them, the educational needs of primary, intermediate and high school students are catered for. Nearby schools are Kingsford Primary, Papatoetoe North School/Jean Batten School, Kedgley Intermediate and Aorere College.

Toddlers are well catered for between Aorere Kindergarten and Aorere Childcare Centre.

NEW HOUSING, INFRASTRUCTURE AND AMENITY

Kāinga Ora is committed to working with Auckland Council, Auckland Transport, the Ministry of Education and other agencies to ‘renovate’ the Mangere Development neighbourhoods. As well as underground infrastructure, Mangere will see streets, footpaths, berms and parks upgraded. Walking and cycling connections will be improved, making it easier to get around.





AFFORDABLE HOMES

HOUSING OPTIONS

Kāinga Ora is committed to delivering a range of housing typologies and tenures across the Mangere Development and encourages the delivery of intergenerational homes or other affordable options.

Kāinga Ora also encourages the delivery of homes offered to the market as Build to Rent (BTR) with secure tenure, shared equity and rent to buy. Units can be considered as affordable homes, subject to the Kāinga Ora BTR policy. For example if a single superlot is being purchased, the lot could be delivered in part or full as BTR. If you are interested in delivering BTR or other affordable products, please get in touch with Kāinga Ora to discuss.





PARTNERING AND WORKING WITH MĀORI

Kāinga Ora's mandate spans a number of projects across Aotearoa. Our development precincts are located within the tribal areas of various mana whenua groups throughout the motu. 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 Te Tiriti o Waitangi, including the protection of taonga Māori. We will have meaningful and early engagement with Māori 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 housing outcomes which reflect this approach.

Cultural innovation is important and entities that accurately capture wahi kāinga, multi-generational living, matauranga Māori, kaupapa Māori and tikanga.

Māori design principles are encouraged to respond.

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 Māori entities and their partners to partner with us to achieve these outcomes.

For more information on Māori Housing Opportunities please contact **jp.tepuia@kaingaora.govt.nz**

MARKETING

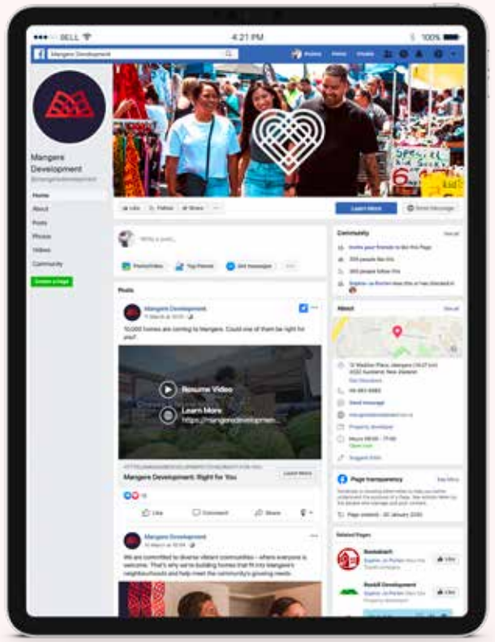
MARKETING SUPPORT FOR BUILDER/ DEVELOPER PARTNERS

Kāinga Ora's urban development team will provide communications and marketing support to builder and developer partners working within the Mangere Development neighbourhoods.
We have been communicating with Mangere residents for approximately two years. Once our developer/builder partners have product to sell they are invited to contribute to a marketing fund. Through experience gained across our Large Scale Projects, we've found that pooling our resources creates more impact and everyone benefits.

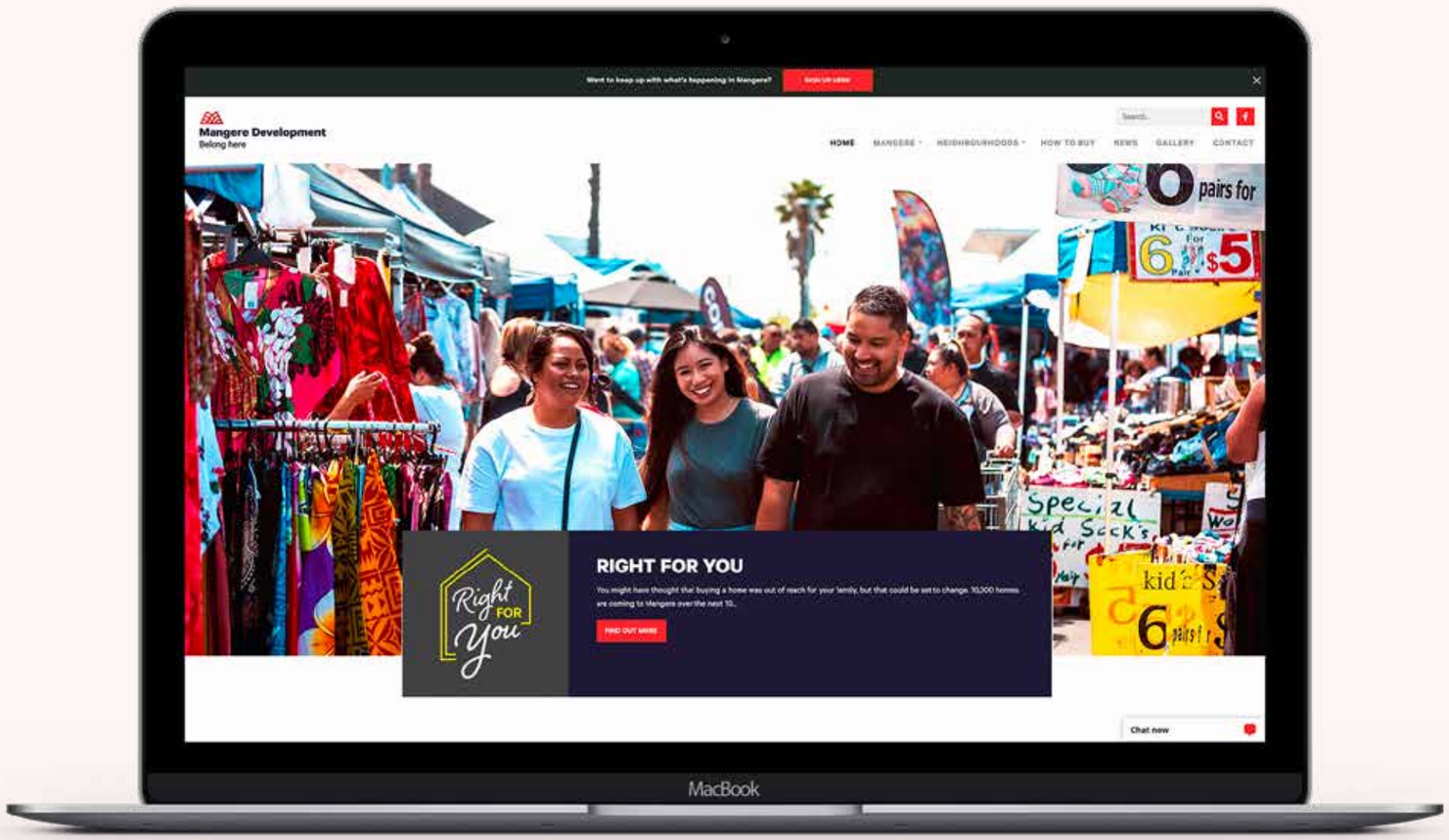
PLACE-BASED MARKETING

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 Mangere Development has its own website and Facebook page as well as ongoing press and online advertising support.

Mangere has a big, warm, wide-open heart. It's a great place to live because there's a strong sense of community. The Mangere Development's brand promise to homebuyers is to live in a place where you feel that sense of belonging.



Mangere Development Facebook page



Mangere Development website

INFORMATION CENTRE

The Mangere Development has an information centre at 12 Waddon Place, across the road from the Mangere town centre car park. The centre provides 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. Staffed by locals who know their community well, the centre is designed to help not only the people who have the money to buy a home now, but those that could, with planning and access to financial information and resources, buy down the track.



The Mangere Development Information Centre provides a place for people to come and find out how to buy in the development area.



PRODUCT MARKETING

Kāinga Ora promotes homes for sale via press ads in NZ Herald Homes and editorial/advertorial content in wider print and broadcast media, as well as on social channels such as Facebook, where our page has 12,000 followers. We run regular digital campaigns online with a targeted call to action, e.g. a visit to the developer's display suite, and communicate directly with an eDM database of almost 5,000 subscribers and growing.

HOW TO RESPOND

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

1. Review due diligence info

There is a large amount of information, including the Response Form, available online to inform your submission. We look forward to receiving your submission, and we encourage you to be thorough in your response.

2. Complete the attached Response Form

3. Complete and sign Term Sheet

CONTACT

Questions in relation to the IM and response must be made directly to **Sharon.Higgins@kaingaora.govt.nz**

SUBMISSION

Respondents are to email their proposals on or before the closing date to **landsales.UDD@kaingaora.govt.nz**

THE SELECTION CRITERIA AND WEIGHTING WILL BE THE FOLLOWING:

20%	Performance, Track Record & Experience
20%	Design & Programme / Innovation
10%	Delivery of Housing Options
50%	Land Price Offer & Commercial Terms
Not weighted *(qualitative requirement)*	Partnering & Working with Māori

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 provides 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. No undertaking is made that the property complies with the legislative requirements including the Building Act 2004, Health and Safety at Work Act 2005, Resource Management Act 1991 and related regulations.
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 Aorere. 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 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. The vendor reserves the right, in its sole discretion, to postpone or cancel the proposed sale of the land described 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:

8. Reject all or any IM response and not award and not accept the highest-priced, or any, response;
9. Call and/or re-advertise for IM responses or revisit any prior IM process;
10. Waive any irregularities or informalities in the process;
11. Amend the closing date, the acceptance date, or any other date in the IM document;
12. Amend this IM and any associated documents by the issuance of a written Notice to Respondents Tenders (NTRT) notice;
13. Seek clarification of any IM response;
14. Suspend or cancel (in whole or in part) this process;
15. Consider or reject any alternative response;
16. Deal separately with any of the divisible elements of any response, unless the relevant response specifically states that those elements must be taken collectively;
17. 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;
18. Conduct a financial check on any respondent submitting a response;
19. 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.

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