

KĀINGA MAHA



Aotearoa's for-purpose affordable housing specialist.

We enable value-aligned partners and non-profits to deliver sustainable housing developments.

www.kaingamaha.co.nz

Welcome

Tena koe and haere mai. Here at Kāinga Maha we strongly believe in the importance of housing security and how sustainable housing (economically, socially, and environmentally) is foundational to the health of our whanau and society at large. Our vision is that all kiwis have a quality home that they can afford, providing them with the opportunity to thrive. This aspiration guides everything we do and how we do it.

And this is why we don't just build homes but we build communities that are inclusive, that cater for a range of housing needs and respond positively to the needs of the local community to create long lasting transformational developments.

We also recognise we are just one small piece of the solution. We differentiate ourselves from others by seeking to empower and partner with like-minded organisations, combining our social values and commercial expertise to unlock land to build more affordable homes, innovate, share best practise and strive for continuous improvement. As the proverb reads: "Anake, kihai koe e hoe te waka Ki te mahia te neketanga o te moana, he maha nga Kaihoe." "You do not paddle the waka alone, it takes many paddlers to make the waters shift."

I look forward to connecting with you and answering any further questions you may have after reading through this brochure.



Annie Wilson, General Manager

Table of Contents

03 About us

04 Vision and Mission

05 Our Guiding Values

06 Our Approach

09 The Challenge

12 Services

15 Case Studies

Who We Are

We're in the business of opening doors to housing security. We develop and partner with others to bring forward the development of affordable and sustainable housing projects, committed to helping local communities flourish.

Our Team



Annie Wilson
General
Manager



Craig Seddon
Financial Analyst /
Development Viability Specialist



Paula Koller
Development
Manager



Sankara Iyer
Treasury & Financial
Officer



Andrew Barrett
Business Development Manager /
Development Associate

Our Kaupapa

That all kiwis have a quality home they can afford, providing them with the opportunity to live a better life.

This aspiration guides everything we do. The housing crisis in New Zealand is an increasingly growing problem, with New Zealand having some of the least affordable housing in the developed world. Affordable housing is at the core of what we do, as we truly believe, quality secure, healthy and affordable housing can be the foundation that enables people to thrive.

Therefore, given Aotearoa's housing crisis, we recognise that in order to have the greatest impact, we cannot do this on our own. We collaborate and partner with a wide range of organisations, community groups, government agencies and stakeholders because together we can achieve so much more.

Our Mission



Deliver
Homes



Unlock
Land



Build Sector
Capability



Provide
Expertise

We stay true to our values in every aspect of our business

01 Innovative leaders

02 Sustainability focused

03 Purpose driven

04 Pragmatic optimists

05 Collaborative partners

Our desire is to be bold and innovative whilst remaining commercially minded, pragmatic and ensuring what we do and how we do it is always aligned with our values, vision and mission.

Our Approach

Kāinga Maha is a growing and ambitious purpose-driven development manager and advisor operating across New Zealand. We don't just develop homes but create vibrant and flourishing communities. We are committed to providing an innovative and forward-thinking service and approach to affordable housing development. We activate partnerships and consider alternative development strategies that enable a range of homes to be developed that meet the spectrum of housing needs including first home buyers, progressive home ownership, affordable rentals and community housing, as we recognise this creates strong, sustainable communities.

From the outset of any development project, we first and foremost seek to understand what the local housing needs are, and the local community context, to determine the appropriate housing mix, tenure and development strategy. This is critical to ensuring the right homes are built in the right locations. As an affordable housing developer ourselves, we understand the commercial realities of development and can balance development viability with the imperative to optimise housing and social outcomes, without compromising on quality or deviating from our core values.

By challenging the status quo and embracing alternative or new design solutions, we are able to support our clients to best serve their local communities.

Our Stakeholders

Community engagement and investment is a key strand to our development philosophy. This is why we foster long-lasting collaboration with our key community stakeholders from the start of any project – when determining our vision and business case, through to practical completion and occupation. We understand that we need to work in partnership with the local community to realise their aspirations, to build local capacity, resilience, social capital and drive change.

Our Governance

Kāinga Maha Limited is a registered charitable company and is 100% owned by Home Foundation. As a not-for-profit, we are not governed by realising profits to shareholders but instead all the income we generate is reinvested into Home Foundation's purpose. In doing so, we always take a professional and commercial approach to operate efficiently, provide value for money and optimise the delivery of positive social and economic outcomes, incorporating them into our bottom-line.

Our Development Principles

We view each project through the lens of the following four values to best serve our clients and their communities.

Tōnuitanga

Prosperity

Economic Equity – To ensure financial returns are positive for many not just a few and that they are sustained in both the long and short term. Financial viability for projects is essential.

Kaitiakitanga

Guardianship

Environmental & Cultural Stewardship – To ensure project impact on the environment is regenerative and honouring of its cultural landscape and heritage.

Manaakitanga

Hospitality

Social Impact – To ensure projects bring improvement or benefit to communities as a whole in ways that are inclusive and holistic.

Whanaungtanga

Belonging

Community Continuity – To ensure housing design encourages connection and a sense of belonging.

Sustainability

We strive to deliver commercially grounded, yet ambitious sustainable solutions for the built environment. We aim to lead by example, delivering projects that achieve strong sustainability outcomes and provide advice and management services to the affordable housing sector that can accelerate sustainable actions.

To do this effectively, we take a holistic approach to sustainability and view social, environmental and economic outcomes in totality, rather than a siloed approach. We believe this approach creates more opportunities for genuine innovation and better outcomes for communities.

We recognise the climate emergency and are genuinely committed to challenging ourselves to explore innovative solutions that enable progressive sustainability outcomes. Economic and social prosperity are no longer a given, but we are committed to making decisions that seek to restore the balance and deliver wider benefits to society above and beyond providing homes. Climate change directly impacts the projects we deliver and the advice we provide. The actions we take in our sector are more important than ever.

We are committed to embedding sustainability principles in the work we do, including:

- We strongly advocate for a minimum NZGBC 7 Homestar as-built rating.
 - Exploring opportunities to collaborate, partner and contribute financially towards community development activities that build social cohesion, wellbeing, and community.
 - Partnering with build partners with a shared commitment to strengthening the local economy, building the skills and workforce within the sector by investing in apprenticeships, improving the equality and diversity within the sector by supporting women and under-represented groups and provide opportunities for Māori and Pasifika enterprises.
 - Proactively seeking partners that align with our values and actively communicate the value of our position to those who don't to lead by example and inspire others.
 - Continuing to encourage and support our people, our network, and our sector, to reduce their environmental footprint and embrace positive change.
 - Proactively working with organisations like WasteCo and Green Gorilla, to recycle at least 75% of all demolition and construction waste.
 - Minimising our operational footprint and continuing to pursue improvements in our carbon footprint across our operations.
 - Continually improving our performance by setting measurable environmental targets.
 - Monitoring the carbon footprint of our projects by calculating the total carbon account (including construction and operational carbon emissions) in accordance with the NZGBC LCA standard to improve our practices and standards.
 - Undertaking as-built monitoring to test the sustainability outcomes and performance of our projects, conducting post-completion customer surveys and reporting on outcomes to key stakeholders to drive continuous improvement.
 - Creating an open dialogue and conversation with mana whenua and the local community over all phases of a project from inception to completion, enabling us to understand their needs and align our vision and priorities.
-

Aotearoa needs more housing*



*The right type of housing

What kind of housing does NZ need?

Affordable

Sustainable

Mixed tenure

Healthy

Adaptive

Inclusive



We achieve our kaupapa by helping others achieve more flourishing communities.

Q: **How can we create more of the right type of housing?**

A: **Partnerships**

We work and collaborate in partnership with:

- Community Housing Providers and Housing Trusts
- Private landlords and developers with aligned values
- Government and public sector agencies
- Local community leaders
- Papakāinga, iwi and hapū housing organisations
- Pasfika housing and community organisations
- Land-holding charities and churches
- New Zealand Green Building Council

“Success is enabling others to build their development capabilities and expertise to build more fit-for-purpose housing across the motu for our tangata who need it most”

Our Services

01

Development Advisory, Strategy and Project Visioning

Understanding the people you serve, the local housing, social and economic issues and the desired outcomes you are seeking is a critical first step to the success of every project. We incorporate a broad range of considerations to assist our partners to understand the internal and external factors that are key considerations in informing the project vision. Having a tailored design brief accelerates the explorative and development lifecycle by communicating a clear north-star. We carry out option appraisals with our holistic development principles to enable you to define a strong business case to accelerate your impact, understand the development potential of your projects and ascertain what are your priority outcomes.

02

Feasibility Studies and Financial Modelling

Property development is a significant undertaking. Before investing considerable resources into a piece of land, we analyse the whole picture, undertake site due diligence, mapping out each stage of the development identifying the key opportunities and constraints, and advising on whether a project is viable, and, if it is, structuring arrangements to enable its delivery. We prepare financial models and can provide detailed viability advice to ensure your projects are progressed with a clear understanding of the likely costs involved and value that can be realised.

03

Community Stakeholder Engagement and Housing Needs Market Assessment

We believe this is a critical step in the development process and unfortunately one that, more often than not, is not done effectively and with the intention to ensuring local housing needs are being met and a development has a positive impact on the local community - two key components of how we define success. We help our clients to undertake local community engagement to ensure the vision for a development is based on a sound understanding of the local social and economic context. We also assist our clients to understand the local housing needs to inform the proposed tenure mix, housing typologies, appropriate governance arrangements, affordability considerations and whether there is a need to cater for any specific housing needs. Knowledge (and an evidence-based approach) is power.

04

Development and Project Management

Our experience and expertise enables us to lead developments from beginning to end with confidence and understanding. We serve others in our leadership, seeking the best solution for all parties through sharing of knowledge and open negotiations. We empower all our partners to play their part in delivering a successful project. We can oversee the construction management of projects for our clients providing a full turn-key delivery service. By doing so, we help our clients to oversee the cashflow and budget management of projects and management of the contractor to ensure projects stay on programme, within budget and are built to a high quality finish and standard.

05

Sales and Marketing

We have the in-house capability to lead and manage industry-leading sales and marketing campaigns from ideation to settlement or as your trusted advisory. This often involves advising on place branding, overseeing the appointment and management of the selling agents, the preparation and execution of sales, pricing and marketing strategies, informed by detailed affordability analysis work. As an affordable housing provider, we can provide specialist tailored campaigns to First-Home-Buyer and Key Worker markets to optimise take-out by your key identified cohorts, so that the homes are sold to those who have been identified to need them and to suit your eligibility requirements.

06

Risk Management

Every development has risks. The key is to identify what they are so you can plan for and mitigate them if they come up. Our experience in property development will arm you with the tools and strategy to navigate your project through to a successful delivery. When it comes to risks, knowledge is power and our approach is to manage any identified risks throughout the project, ensuring risks are proactively allocated and apportioned to the appropriate party best placed to control and effectively manage them.

07

Development Capability Building

A key part of our kaupapa is to share development expertise, best practice and skills to build the capabilities amongst like-minded organisations who share in our vision to see more affordable homes built across New Zealand. If you are at the start of your development journey, we can offer bespoke training programmes to help our clients build their in-house skills, development strategy, knowledge and understanding across the whole development process, tailored to meet your required needs, skill gaps and development aspirations.

A Wealth of Experience

We refine our innovative approach through our own developments



Case Studies

01

The Residences at Karamū

A mixed and blind tenure residential development in Ōtautahi, Christchurch. 84 two and three-bedroom homes, all designed and built to 6 and 7 Homestar and delivered by Kāinga Maha.

02

Te Pākau Maru

Te Pākau Maru (the sheltering place) is a 7000m² site on Beresford St in New Brighton. Designed to 7 Homestar, these 63 homes are actively seeking progressive and inclusive ownership opportunities aligned with local regeneration plans.

03

Pirirakau Ōpōtiki

A limited partnership between philanthropic investors saw the housing need of the community in Ōpōtiki. Kāinga Maha was appointed as the overall manager and facilitator including sourcing the land and delivering the overall development including community outcomes.

04

32 Church Road, Māngere

Te Hui Amorangi Ki Te Tai Tokerau Trust Board had a high-level aspiration to extract value from the Trust's existing assets and provide additional affordable housing options to the local community. Kāinga Maha is engaged to provide a full suite of development management services.

To get an in depth understanding of each project, please contact our team and we will walk you through in close detail

Case Study / Development

The Residences at Karamū



Project Summary

The Residences at Karamū is a mixed and blind tenure residential development in Christchurch, delivered by Kāinga Maha and built by Home. Across 11,600m² the development boasts 84 two and three-bedroom homes, all designed and built to provide affordable homes for first-home buyers and community housing tenants.

Built to 6 and 7 Homestar across five distinct typologies, the quality and aesthetics are equal, ensuring a healthy and well-appointed home for all residents, irrespective of tenure. The majority of houses have been sold to a mix of first-home buyers, homeowners, and a small portion to landlords. Approximately a third of the homes are now owned by charitable trust Home Foundation and leased to two community housing providers, Christchurch Methodist Mission and Emerge Aotearoa. Since completion, Home Foundation is investing resources into running placemaking activities and events for all residents and neighbours of the development and wider subdivision.

Highlights

84 homes in Christchurch

100% pre-sold

Majority FHB (33%)

6 & 7 Homestar rated

eBike scheme

3+ community events

2 beds: \$399k - \$495k

3 beds: \$499k - \$550k





“Having a place to call ‘home’ is about more than having four walls and a roof to sleep under. A home is safe, it feels secure and stable. A home is healthy, it’s warm, dry and provides a neighbourhood to belong to. A home is a place where people, whānau and community can flourish.”

David Monk

Home Foundation - General Manager



Case Study / Development

Te Pākau Maru



Project Summary

Designed to 7 Homestar standards with a masterplan that embeds strong urban design principles, these 63 homes are healthy, sustainable and more cost-efficient to live in. Building off the success and learnings of The Residences at Karamū, our ambition is to deliver a tenure-blind housing community that caters for a wide range of housing needs, including progressive home ownership, community housing, affordable market rented housing and First Home Buyer housing, responding to the identified local housing needs and Council's regeneration plans.

Highlights

Thoughtful community integration and urban design

NZGBC 7 Homestar designed

63 homes across 3 stages

1, 2, 3 & 4 bedroom typologies

FHB's given purchase priority

Heat recovery ventilation in every home

Adaptive coastal stormwater design

Bespoke design options for accessibility requirements



“New Brighton is growing in momentum, with new public projects thriving on the foreshore and planning under way for new commercial developments that will bring more life to the commercial heart of the neighbourhood. This community-focused housing development will bring more people to the heart of the suburb and contribute to the regeneration of the area.”

Cath Carter

Christchurch NZ Urban Development GM



Case Study / Development Services

Pirirakau Ōpōtiki



Project Summary

A limited partnership between philanthropic investors who saw the need of the community in Ōpōtiki. Kāinga Maha was appointed as the overall development manager and facilitator including sourcing the land and delivering the overall development including community outcomes.

We consulted with the Whakatōhea Māori Trust Board to understand the whakapapa of the site and invited their participation. This consultation enabled the development to be progressed with a comprehensive understanding of the local housing needs, informing the strategy around tenure and typology splits. Through building this partnership with them, they named and blessed the development and provided input into planning, design and landscaping. As a result the development has the first Māori street names in Ōpōtiki.

Project Highlights

Client: OPHC Limited Partnership

Gross Development Value: \$7.8 million

Location: Ōpōtiki, Eastern Bay of Plenty

46 x Residential lots

Sections from 290m² to 500m²

A community of mixed affordability

Tenure mix of circa 70% sold to local market

10-20% planned to be available for a CHP

10-20% planned for BTR



Partnerships

Ōpōtiki District Council

- Worked with Ōpōtiki District Council to identify suitable land. Purchased old Sale Yards site due to proximity to school, transport, and local infrastructure.

Whakatōhea Māori Trust Board

- Worked with local iwi Whakatōhea, on understanding local needs and the naming of the development. Gave them an opportunity to participate prior to any design work being undertaken. Facilitated site blessing and ongoing community engagement.

Design Partner

- Maven were selected for the planning and engineering due to knowledge of local area and physical presence in the Eastern BOP

Civil Construction Partner

- Waiotahi were selected as the construction partner due to their local ownership, experience in the Eastern BOP, and their employment of local people and suppliers.
- Generation Homes were selected to support the initial to-market release, the first 5 homes underway. Working with local supply chain to build out the CHP and BTR housing – aiming to keep much of this spend within the local economy.

Financing Partners

- There were no mainline funders that were interested in this region. Worked with local BOP aligned philanthropic funders and provided 50% friendly debt funding.
-

Case Study / Development Services

32 Church Road, Māngere



Project Summary

Te Hui Amorangi Ki Te Tai Tokerau Trust Board had a high-level aspiration to extract value from the Trust's existing assets and provide additional affordable housing options to the local community. Kāinga Maha is engaged to provide a full suite of development management services through feasibility, due diligence, design development and construction phases.

Project Highlights

Client: Te Hui Amorangi Ki Te Tai Tokerau Trust Board

Gross Development Value: \$2.4 million (total design & build costs)

Location: Māngere Bridge, Auckland

Typology mix: 5 x 2 bedroom residential units

Project Timeframe: Estimated 13 month construction period

Partnerships

Te Hui Amorangi Ki Te Tai Tokerau Trust Board engaged Kāinga Maha to provide a full suite of development management services. Engagement was based upon our shared values with a commitment to help communities flourish.

Home Construction Limited were engaged on an ECI basis and design and build contract from developed design through construction to delivery.

Key consultants were engaged to support the feasibility stages, resource consent and building consent phases:

- Gemelli Consulting: A social enterprise that helps clients make wise investment decisions in order to unlock their social, environmental and economic impact.
- Foley Architects: Architectural services, chosen due to their experience and expertise in designing quality affordable housing.
- Campbell Brown: Planning services, selected due to their experience and expertise in guiding the regulatory development process from a planning perspective.
- Engineous: Civil Engineering services, selected due to their knowledge and understanding of civil engineering challenges and opportunities across the Auckland region
- Engeo: Geotech services, selected due to their knowledge and understanding of geotechnical engineering challenges and opportunities across the Auckland region

Our Role

To provide development advisory services and act as client rep on behalf of Te Hui Amorangi Ki Te Tai Tokerau Trust Board, whilst providing a full suite of development management services through feasibility, due diligence, design development and construction phases.

Ngā mihi

For all enquiries

Feel free to contact our team:
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Tāmaki Makaurau



“There are people who dislike the idea of display, who think that a house should be something more than a shelter or a snugger or a machine.

They realise that a house is a framework in which our lives are lived, and that life does not entirely consist of working, eating, and sleeping. They want a richer and fuller life, and they know that the house they live in can play an active part in attaining it.”

Ernst Plischke, Design & Living

