

Building homes in your community

Information and questions for groups of people with big ideas



TE KAHU O TAONUI

This information sheet has been kindly supported by Community Housing Aotearoa, Ngā Wharerau o Aotearoa (CHA). This sheet provides insights and questions for people with big housing ideas, who are not sure where to start.

Here are some useful things to think about when you are deciding what you want to achieve, why, and how:

- Local insights: do you know the nature, texture, size, tenure, type and location of the persistent unmet housing needs in your community?
- Assessing need: turning your local insights in knowledge and evidence; have you done a housing needs assessment for now and for the future?
- Planning for the future: do you have a housing plan - why, what, for whom, where, when, how much...?
- What kind of entity will work for you, for what you want to do? Have you considered the best nature and structure of the delivery entity?
- Understanding demand: have you considered the nature of local unmet demand; who is already building houses or operating as a provider, or planning to do work, in your area? What are they planning?
- Existing supply: what housing need is being met and who is delivering it, what is the land status?
- Finance: do you have access to finance and risk management, access to funding and financing? This will include working capital during development and long term equity, or debt.
- Governance: do you have the Governance team in place to hold and manage these risks and activities or will you need to partner or build or buy this capability?



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Developing your Housing Strategy

A housing strategy is one way to capture the answers to the questions above, and package them into a plan of both action and strategic thinking.

Consider the following as your rōpū determines the what and how of your project.

- What structure [subsidiary structure options]
- Financial viability
- How will you deliver:
 - the housing project?
 - housing infrastructure and services?
 - access to support services?
 - to the community

A housing strategy could springboard you into conversations with funding agencies and others.

There are various options for getting homes built and ensuring services are in place such as:

- Building the housing yourselves with no govt support and/or obligations.
- Working with partners to deliver new homes as you can afford.
- Applying to register as a Community Housing Provider [CHP]; if successful, apply to the Ministry of Housing and Urban Development [HUD] for a contract for up to 25 years social housing.
- Partner with a CHP and apply together for up to 10-year lease terms.

A housing strategy might help you understand what might work best for you. It will also help you clarify the 'why' behind that, and that in turn will help others understand how they can help.

A key question to think about during this process is whether you have a team and resources in place to manage developing housing, managing the associated risk, and ensuring appropriate services are in place for purchasers or tenants in the future... or are you going to need to do something new, employ some new skill sets, or upskill.



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Te Pouahi - the Te Tai Tokerau MAIHI housing development prototype

Te Pouahi o Te Tai Tokerau is a kaupapa-Māori housing initiative designed by Te Tai Tokerau Māori, for Te Tai Tokerau Māori.

Te Pouahi can provide support to access technical experts for planning or feasibility studies, and funding & finance for infrastructure and building new whare.

Te Pouahi has partnered with the Government to support the build of 80-100 homes in Te Tai Tokerau. They are now inviting expressions of interests from land-owning entities, such as whānau trusts, seeking support to accelerate their housing kaupapa.

Government funding, agencies, funding streams

- If you need or want Government help then there are a range of pathways through the Maihi framework and Whai Kāinga Whai Oranga. Note, these options may be changing over the next few months under the new Government.
- As you go through these steps, you will learn more about the funding streams and options.
- One important funding stream is the Income Related Rent Subsidy (IRRS) which is only available to registered Community Housing Providers and Māori Community Housing Providers.
- If you want to register, you can talk this over with Te Matapihi or with CHA.
- If you don't think registration is the right path for you, it is possible for unregistered providers to partner with registered providers and access the IRRS.

www.teroroa.iwi.nz/post/te-pouahi-o-te-tai-tokerau-pānui-māori-housing-support

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Who is Te Matapihi?

Te Matapihi is the independent voice for the housing sector, advocating Māori housing policy, fostering growth through regional forums, and sharing valuable resources. With a decade of experience, Te Matapihi have built strong relationships, brokered solutions with the government, and are dedicated to addressing the Māori housing crisis.

What do Te Matapihi do?

Te Matapihi strategic work program seeks to address the Māori housing continuum which in addition the main threads of the conventional housing continuum, explicitly recognises papakāinga and Iwi housing.

www.tematapihi.org.nz



Who is Community Housing Aotearoa, Ngā Wharerau o Aotearoa?

Community Housing Aotearoa [CHA] vision is to support the growth and development of community housing by providing sector leadership and building capacity. Its membership is made up of 86 providers including developers, council and local councils. the members house approximately 35,000 people in 18,520 homes nationally.

What do they do?

CHA encourages and supports any community groups with the shared goal of seeing all our people well housed in Aotearoa. They listen and last lots of questions, focussing on outcomes while connecting people up with the skills and resources they need to realise their visions.

www.communityhousing.org.nz



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Te Tūāpapa Kura Kāinga

Ministry of Housing and Urban Development

[MAIHI Ka Ora - National Māori Housing Strategy & Framework](#) [Whaia Kāinga, Whai Oranga](#) [HUD.GOV.TZ](#)

What types of projects can the Ministry of Housing and Urban Development fund?

HUD funding for housing development primarily targets development by community housing providers. Te Pouahi o Te Taitokerau is an example of HUD funding which is not tied to CHP registration. Other funding including Te Puni Kokiri funding is more widely available to Maori entities who are not registered Māori housing providers. The projects HUD funds generally fall into two main categories:

1. CHP owns the property: A registered CHP owns the properties and serves as the Social Landlord. While some CHPs may build and develop on their own, others will work in partnership with the likes of developers and investors. HUD provides funding to the registered CHP. HUD's contract terms with the CHP are typically up to 25 years, determined on a project by project basis.
2. CHP leases the property: A third party developer/asset manager builds and owns the properties and then leases to a registered CHP. HUD then funds the registered CHP who in turn makes lease payments to the property owner. HUD's contract terms on leased properties are typically no more than 10 years.

Working with Te Tūāpapa Kura Kāinga, the Ministry of Housing and Urban Development [HUD]

1 Stage 1: Partnership

This first stage identifies if you're a partner we can work with and if you're ready to do business. We'll also look at your capacity and capability to deliver. You can only apply to become a partner once you've received an Invitation to Partner [ITP], which is available on the Government Electronic Tender Service [GETS] website: [Government Electronic Tender Service](#)

The ITP allows you to:

- confirm or demonstrate your capability and capacity to supply new housing places or housing-related services, and
- join our panel of partnered providers.



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Te Tūāpapa Kura Kāinga - Ministry of Housing and Urban Development's role is:

- market engagement and basic project communication
- initial evaluation and selection of partners
- providing clarity about sector and industry development objectives.

2

Stage 2 : Project Funding

This second stage is for funding for specific schemes or projects. To apply for project funding, you have to have completed stage one first and be on the approved Panel of Providers. Applications from providers not on the panel will be automatically declined.

Once you're on the panel, you have to fill out the relevant sections of the Application for Funding and the relevant CHP Financial Model spreadsheet [see below].

[Application for Funding Public Housing](#) [DOCX, 149 KB]

[CHP Build to Own Model v4](#) [XLSX, 309 KB]

[CHP Build to Lease Model v4](#) [XLSX, 245 KB]

Value for money - Applications for funding are evaluated based on a value for money framework, which looks at:

- Ability to deliver - is there capacity and capability to deliver the project and add value?
- Fit for purpose - is the new housing or service the right type and in the right place to meet demand?
- Financial viability - is the project or scheme financially viable for the contract period?
- Price - does the proposal compare well against industry benchmarks and offer value for money?

A full description of the value for money framework is provided in Appendix 2 to the Application for Funding Public Housing.

[Application for Funding Public Housing](#) [DOCX, 149 KB]

Please contact us by clicking on the links below, if you have further questions and we will do what we can to help.

www.communityhousing.org.nz or [Housing Technical Table](#)