



9 February 2023

Alan Blundell

Te Rūnanga o Toa Rangatira

General Manager - Development

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**Development Opportunity: 46 and 48 Hospital Road, Witherlea, Blenheim -
Assignment to Hāpai Development LP**

Tēnā koe Alan,

Introduction

The proposed housing development at 46 and 48 Hospital Road, Witherlea, Blenheim (Wairau Housing Project) is an excellent opportunity to deliver meaningful commercial and cultural outcomes for Te Rūnanga o Toa Rangatira (Ngāti Toa) and Te Taihū iwi more broadly. As the project is now at an advanced stage and the formal tender process has commenced with the Ministry of Housing and Urban Development (HUD), then we are seeking to document our agreement to a partnership approach to the Wairau Housing Project to continue advance with confidence, and to deliver on the expectations of both the Crown and iwi members. This letter sets out our discussions and agreed commitments to date.

As a collective, Te Taihū iwi (via Rangitāne Investments Ltd.) and Hāpai Property Development LP (Hāpai) is in advanced discussions with HUD for the Wairau Housing Project. These discussions have now reached a stage requesting a formal tender response, which requires a response from a developer entity with a track record of experience and capability across similar housing projects. Notwithstanding, the exclusivity in our position is based on the Treaty partnership between Te Taihū iwi and the Crown, so mana-to-mana principles remain paramount.



But in recognition of the need to present the developer entity for the Crown it is opportune to confirm the agreement between Ngāti Toa and Hāpai, as follows:

- The mana-to-mana relationship rests with Te Taihū iwi;
- All project branding and cultural expression will be directed by Te Taihū iwi;
- Hāpai are mandated as the developer entity – providing capital, development management expertise, and wider partnerships across the construction sector as appropriate;
- Key Performance Indicators (KPIs) will be established with Hāpai to ensure alignment in values and the project is advanced in line with iwi expectations / aspirations;
- Ngāti Toa can invest via Hāpai into the project and will also generate a free carry for the unique value created; and
- All Te Taihū iwi will be afforded the same opportunity to invest, or they may choose to just participate via Ka Uruora to support whānau housing outcomes. Alternately, some Te Taihū iwi may choose not to participate.

Assignment to Developer Entity

This letter is intended to confirm the approval of Te Rūnanga o Toa Rangatira for Hāpai to act as the Developer Entity. This mandate only applies to the Wairau Housing Project, enabling Hāpai to engage directly with the Crown with respect to the procurement, negotiations of the development agreement, and the future development of the Wairau Housing Project.

The project will continue to be presented clearly as a Te Taihū iwi, led project. A cultural advisory panel will be established to lead cultural interpretation and expression into design, naming, and branding. Hāpai will project manage this group and ensure processes and key personnel are resourced effectively to undertake this work.

Letters of support have been secured from other Te Taihū iwi on the same terms as above.



Confirmation

We need to formalise this approach to advance the tender process with the Crown. I request that a mandated representative sign this letter to confirm the intention of Te Rūnanga o Toa Rangatira to partner with Hāpai as per the Partnership Structure presented above.

Te Rūnanga o Toa Rangatira

Authorised Signatory

Print Name

As noted, there is some urgency to formalise our agreement to advance the tender process with the Crown, and to advance a housing project of this scale in the current market.

Ngā mihi, nā

Brett Ellison

Investment Manager

Hāpai Development Property LP