



# Waingākau

HOUSING DEVELOPMENT LIMITED



## Pūrongo ā-Tau

ANNUAL REPORT 2021

**1 Hōngongoi 2020 ki 30 Pipiri 2021**

*1 July '20 to 30 June '21*

# Karere ā-Tiamana

## WHDL Chairperson Message

**Tangata ako ana i te kāinga, te tūrangā ki te marae, tau ana** (A person nurtured in the community, contributes strongly to society).

It's appropriate to recognise the many contributions of our tipuna, kaumātua and whānau that have been made over the last three decades to achieving the moemoea above. Our rangatira understood the stability that home ownership brings to a whānau and the well-being that comes from a nurtured community.

I'm honoured and privileged to present this inaugural Annual Report on behalf of Waingākau Housing Development Ltd (WHDL) Board of Directors. This has been a year of growth and challenges. We have faced our challenges, overcome hurdles and grown stronger from these experiences. The WHDL Board of Directors has grown in strength during the year also. **Our experienced Directors, George Reedy and Christine Hilton were joined by the incoming CEO of TToH, Waylyn Tahuri-Whaipakanga.** We now understand what it means to be a successful Developer and the need to balance risk. Together we continue to pursue the moemoea of creating a safe and vibrant community in Flaxmere.

Ko te tuatahi, hei mihi maioha ki te tautoko o Te Haaro. Firstly, **thank you to our Shareholder, Te Haaro**, the Te Taiwhenua o Heretaunga Board of Trustees. It is hard to believe that it is almost four years ago that we came requesting your support to start building homes for our whānau. This was after 30 years of developing strategic plans, concept plans and business cases. Your support was a crucial step and today our whānau are benefitting from your decision making.

We are proud of the high-quality homes we are building for whānau. **These homes are warm, dry, healthy and efficient - we call these Haukāinga Hauora (Healthy Homes).** Therefore, we wish to recognise and celebrate your commitment as the Shareholder for your \$20,000 Healthy Home contribution. This reflects our core values that our whānau should have access to healthy and efficient homes that always exceed building standards, at no additional cost to whānau.

E rua, ngā huarahi ora. Secondly, we would like to acknowledge the many successful outcomes and opportunities that have emerged from this kaupapa. We have **significant Māori employed throughout the Project**, either as employees, contractors or new business start-ups. A number of rangatahi have gained apprenticeships, qualifications and training. It is also rewarding to see the genuine and authentic **pride in the workmanship** throughout the entire supply-chain. For some, there is aspiration to own their own Waingākau home.



**Ngā mihi maioha:** Mike Paku and the WHDL Board of Directors acknowledge and thank Shareholder - Te Haaro for their continued support.

## TToH is contributing \$20k per house

He whakaaro whakamutunga; He whānau, he whānau, he whānau. Finally, the greatest satisfaction is seeing whānau transition from previous challenging housing situations to home ownership. The beaming smiles, an overwhelming sense of joy and pride when the key to their new whare is handed over. You can feel the uplift in their **mana and wairua when they realise their dream has come true.** This reminds us of "our why", as we try to navigate through this unprecedented national housing crisis. House prices are incredibly concerning for us and increasingly difficult for whānau. With this in mind, we continue to develop new Pathways to Homeownership to provide housing solutions for whānau. We are currently working with our first Shared Equity whānau and we continue to explore other initiatives. **Despite the challenges, we continue to see hardworking whānau with a plan to achieve their dreams of obtaining a home.**

Lastly, we wish to sincerely recognise and thank our many partners and individuals who have supported our journey. We look forward to working with you in the future.

Ngā mihi o te wā, mā te runga rawa koutou - hei manaaki, hei tiaki.

Tihei Mauri Ora

Tihei Waingākau

Nā,

A handwritten signature in blue ink, appearing to read 'M. A. Paku'.

Mike Paku

Tiamana (WHDL Chair)



# Karere ā-Kaiwhakahaere

## General Manager Message

**Waingākau is a visionary housing development. We are building 82 new conventional houses plus co-housing villages in West Flaxmere, Hastings.** Three key kaupapa have dominated the last 12-months.

Firstly, COVID has affected everyone in Aotearoa, especially the construction sector. COVID impacted Waingākau, and the 2020 lockdown slowed progress significantly. However the project turned around very quickly and is now **progressing at an enviable pace; the dream is taking shape before our eyes.**

Secondly, during the year we developed strong partnerships that we needed to make our aspirational vision a reality. The successes of Waingākau are built on these relationships.

In April 2021, we commissioned Downer NZ to construct three roads, Kōrari Avenue, Whītau Street and Rito Place. We are delighted with this partnership. Thanks to our supporters in the **Provincial Development Unit and the Hastings District Council.**

During the year we entered a relationship with a new home builder. They have lifted the development to “*the next level*”. Our new homes are beautiful, warm, dry, healthy and efficient for whānau Māori. Waingākau incorporates modern architecture, clever design, complementary technologies, and quality materials to only build Healthy Homes. What does that mean? It means **these are great homes that will be healthy and economical for generations to come.**

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*The successes are built on these relationships*

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Lastly, we recognise Aotearoa is in a housing crisis. We want to do more, but we know that we cannot solve this on our own. Over the last year the cost of building homes increased enormously. It is a sad reality that house prices are moving out of reach for many. To help whānau obtain a home we have developed a **Shared Equity** model. This allows whānau to purchase part of a home and to delay purchasing the rest until a later time, when their finances allow. Shared Equity is a wonderful opportunity for those whānau that cannot quite reach the full house price. Again, we could not do this alone, and we are grateful for the support from **New Zealand Housing Foundation and Te Puni Kōkiri.**

COVID will continue to impact on our lives and work, but I am proud of the team we have built. The progress we have made during this difficult period shows the resilience of our relationships and strength of the Waingākau vision.

Ngā mihi,



Ry Stinton  
General Manager Commercial



**Ringaraupā:** The Operations team inspect the southern entrance to the 12.7ha Waingākau site on the corner of Kōrari Ave and Tarbet St. **L-R:** Rikki Te Kira (Whānau Housing Navigator), Ry Stinton (GM Commercial), James Lyver (Project Manager) and Vanessa Rimene (Project Coordinator).

# Noho

## Living in Waingākau

The Waingākau whakataukī provides the vision and roadmap to build a supportive community; where relationships are grown, whānau are at the centre, people look out for each other and contribute to a **thriving, positive and nurturing community** that they live in.

The focus for now and primary goal is to make the dream of obtaining a high-quality home a reality for inter-generational whānau Māori, particularly those buying their first home. For these whānau, Waingākau has been life-changing.

### MacArthur whānau story

*“We were living in Auckland and were looking at purchasing a home. However, the Auckland market was really bad and so expensive. We moved to Hawkes Bay in 2017 to be closer to our whanau. I was lucky to be able to transfer mahi to Ara Poutama Aotearoa, Department of Corrections in Hawkes Bay. We started researching the real estate market and were looking at different options for over a year, attending open homes but there was too much competition.*

*That’s when we met Rikki Te Kira and heard about the Sorted Kāinga Ora course with Taiwhenua. The course was great! It was a good atmosphere and working with others with the same sort of story was really refreshing. With the help of Janette {Mortgage Broker} and Sarah {Lawyer} who we met through the Sorted Kāinga Ora programme, we have been able to work through the process of getting our mortgage and were really excited!*

*We were given the presentation about Waingākau and begun doing our own research. We approached other people to see what they had spent on building their home and Waingākau was most definitely a great option. We love the concept of Waingākau - to live within a sustainable community where people look after each other. This kaupapa aligns with our whānau culturally as our background - Samoan and Māori.*

*We really appreciate the opportunity, it has been a lot of hard work but at the end of it all, it’s awesome. The Waingākau kaupapa is pono and tika. When people see that it breathes goodness, this culture can be the generational change of how people live together. The real value is how we all get along and live together as one. We are really excited to be a part of it all.”*

Junior & Patricia MacArthur



**Moving-in day:** The extended MacArthur whānau gather to bless and open their new home.





***The smiles say it all:***  
*Celebrations and emotions erupt  
when cutting the ribbon  
to a beautiful new home.*



# Mahi

## Working in Waingākau

A careful approach to find the right partners with similar core values has been the focus for the year. We are pleased to have developed robust relationships to help us navigate through the **many challenges** within the construction sector.

As part of our journey, we have facilitated various employment opportunities with our partners as they arise. We are very proud that there are 93 people working in Waingākau, of which 62% are Māori.

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*93 people*  
*62% Māori*

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We continue to look for opportunities to support Māori business and individuals as the Project progresses.



**Kaihanga Whare (Building Teams):** *Waingākau team mihi to the Builders with pōwhiri, whanaungatanga, kōrero, and kai under the beautiful embrace of Te Aranga Marae.*



**Ngā mihi:** *Thank you BBQ hosted to celebrate the completion of the first six homes.*

In late 2020, the **Provincial Development Unit** believed in our vision and supported with significant funding. Combined with the support of **Hastings District Council**, we were able to select engineers, finalise plans and appoint contractors. In April this year, we started civil construction and we are delighted with the progress across the entire supply chain of workers. Everybody understands that we are not just building beautiful roads and houses, we are building a nurturing community.



**Te Haaro o Te Kaahu:** Overall view of the 12.7ha Waingākau site, with [civil roading works](#) scheduled for completion over three stages.



**14 people graduated** from the Road-Ready pre-employment programme.



**Downer NZ** [appointed by TToH](#) to build the roads.



# Tā tātou tautoko

## Our Support

Waingākau vision is to support whānau Māori into home ownership, especially first home buyers. This aspiration is ambitious, unusual and breaks the traditional cycle of 'climbing the property ladder'. We are proud to walk alongside future homeowners and tautoko the complex journey of obtaining a family home.

- **Sorted Kāinga Ora** is a Financial Capability Building programme to help whānau understand the intricacies of home ownership. Since 5 February 2019, we have completed ten 8-week programmes, with **19 people purchasing their first home from the 131 graduates**. We are planning more programmes for 2022.
- **Shared Equity** is a shared ownership {equity} scheme **designed to help qualifying whānau that do not quite have the resources** to fund the entire house purchase. With the support of Te Puni Kōkiri, TToH can purchase a percentage of the home, making the balance more accessible.
- **TToH Support.** Haukāinga Hauora (Healthy Homes) is a core value and therefore **TToH will contribute \$20k per house** to ensure building standards are exceeded.



**Sorted Kainga Ora:** The first *Sorted Kāinga Ora Programme* in Mar '19, saw 16 people graduate (88% Māori). Putting the lessons-learned into practise, is Junior MacArthur (back row sixth from left) who moved into a new Waingākau home in Sep '21.



**Obtainable Homes:** Whānau Māori are supported to obtain a warm, dry, healthy and efficient home through Pathways to Homeownership / Shared Equity and also a \$20k TToH contribution.





**New Homeowners:** Te Miini and Chanelle Smith proudly show their 'Sorted Kāinga Ora' certificates from 2019.



***"The best sleep  
I've had in years"***

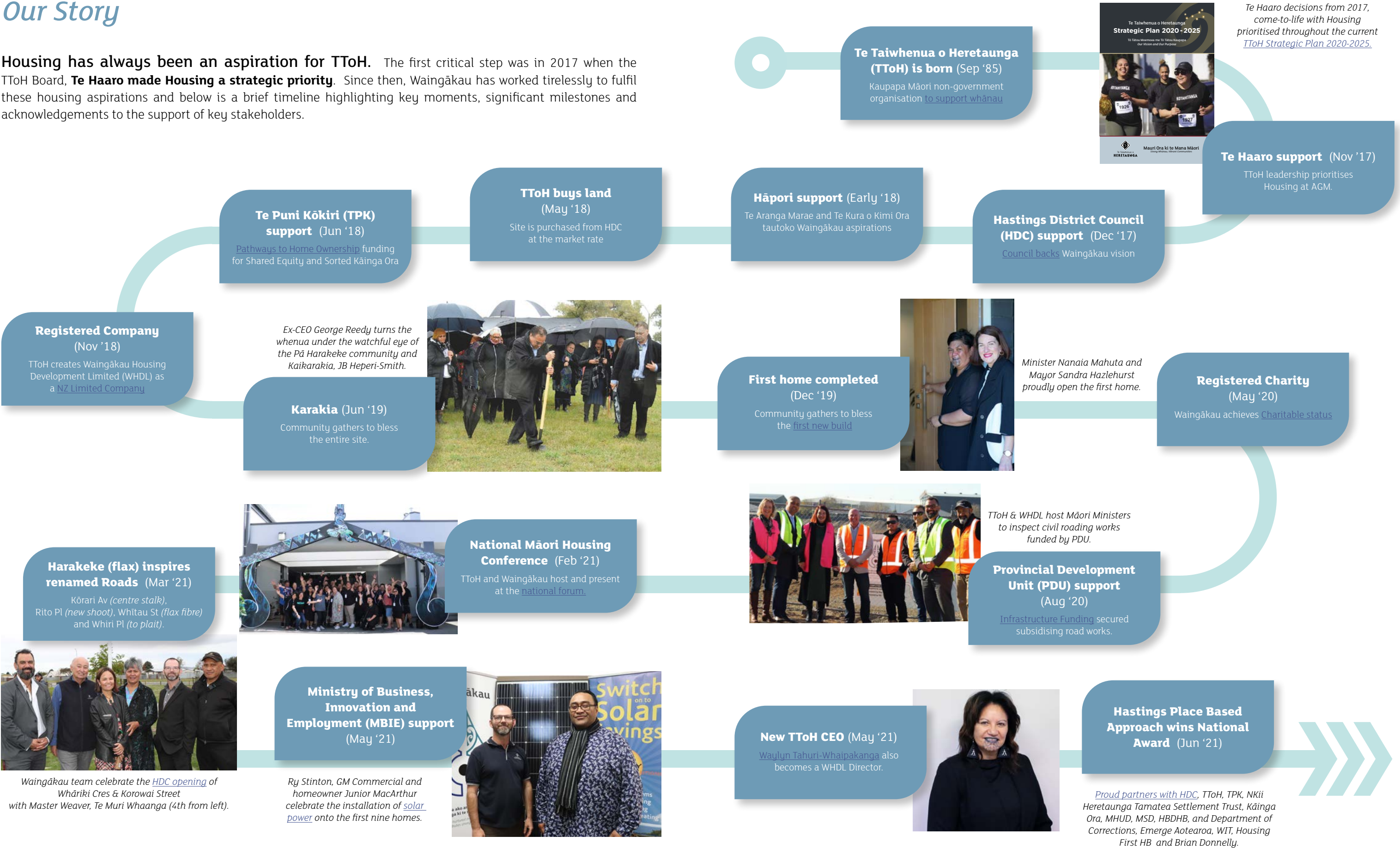
**Smith whānau:** Navigating their way to a new life for their intergenerational whānau (Oct '21).



# Tā tātou kōrero

## Our Story

Housing has always been an aspiration for TToH. The first critical step was in 2017 when the TToH Board, **Te Haaro made Housing a strategic priority**. Since then, Waingākau has worked tirelessly to fulfil these housing aspirations and below is a brief timeline highlighting key moments, significant milestones and acknowledgements to the support of key stakeholders.





# Purongo ā-Pūtea

## Financial Report

Waingākau Housing Development Ltd (WHDL) is the home building arm of Te Taiwhenua o Heretaunga Trust (TToH).

WHDL is wholly owned by TToH; both organisations are registered charities. The results of WHDL should be read in conjunction with the results of TToH. The TToH results include WHDL financials. The group audit report is included in the Annual Report of TToH.

TToH has provided important community services for 36 years. TToH is respected, financially secure and produces consistent surpluses. During the year ended 30 June 2020, **TToH group recorded total income in excess of \$36.8m and surpluses of \$5.5m.**

WHDL benefits from the strength of TToH accessing management, governance, systems, and internal resources. More importantly WHDL and TToH share the same goals, vision and purpose.

As well as being a home builder, WHDL is also contracted

*WHDL and TToH share the same goals, vision and purpose*

by TToH to complete other tasks such as building roads and supporting TToH's Shared Equity program. These projects further the goals of whānau and WHDL too, creating new Pathways to Home Ownership and constructing more home sections. To help further these important goals TToH received funding from both the Provincial Development Unit and Te Puni Kōkiri. Funding was also received from Ministry of Business, Innovation and Employment (MBIE) from the Māori Renewable Energy Fund for Solar Power.

At 30 June 2021 net inter-company liabilities owed to TToH were \$2,119k (30 June 2020; \$1,785k).

### Waingākau Housing Development Ltd Summary Financial Statements for the Year Ended 30 June 2021

All figures are in NZ\$ and rounded to the nearest thousand

Consolidated Statement of Comprehensive Revenue and Expenses for the year ended 30 June 2021		
	2021 \$000's	2020 \$000's
Revenue	1,319	2,199
Cost of Sales	(1,264)	(2,230)
<b>Gross profit</b>	<b>55</b>	<b>(31)</b>
Expenses from operations	(918)	(113)
<b>Deficit/Total Comprehensive revenue and Expenses</b>	<b>(863)</b>	<b>(144)</b>
Consolidated Statement of Changes in Net Assets / Equity		
	2021 \$000's	2020 \$000's
Current assets	129	59
Non-current assets	454	448
<b>Total assets</b>	<b>583</b>	<b>507</b>
Current liabilities	870	171
Long term liabilities	720	480
<b>Total liabilities</b>	<b>1,590</b>	<b>651</b>
<b>Total net assets / equity</b>	<b>(1,007)</b>	<b>(144)</b>

# Haukāinga Hauora

## Healthy Homes

**Haukāinga Hauora are warm, dry, healthy and efficient homes.** We are proud of the high-quality homes we are building. There are seven clever design elements, with R-values that are superior to buildings standards (larger number is better).

- 1. Orientation.** Positioning of house (and roof) on the section relative to the sun. Maximising warmth in the winter and creating shade in the summer.
- 2. Foundation.** Underfloor and perimeter slab insulation improving thermal performance to R2.5 (building standard R1.3).
- 3. Walls.** The Rigid Air Barrier is a solid board superior to building paper creating an airtight seal.
- 4. Windows.** Double-glazed, argon filled and thermally broken to R0.43 (building standards R0.26).
- 5. Air quality.** Mechanical ventilation system for clean, healthy air flow. Heat pump required for fluctuations only.
- 6. Insulation.** Wall batts to R2.8 (building standard R1.9) and ceiling batts to R5.0 (building standard R2.9).
- 7. Solar Enabled.** External hotwater heat pump cylinder installed, enabling whānau to easily upgrade and invest into PV Solar roof panels.



**House Plans.** View plans through either [Augmented Reality app](#), [browser based viewer](#), [Virtual walk-through](#) videos or 2D architecture drawings

**Beautiful Designs:** Incorporating modern architecture, complementary technologies and high-quality materials to build Healthy Homes.



Waingākau



SIMPLY ARCHITECTURE

Cover Sheet

All dimensions, colours, finishes and locality are for display purposes only and are subject to change.



# Ngā Kāinga Poutama

## TToH Housing Continuum

**Purchasing a home in Aotearoa is difficult.** We acknowledge we are in a Housing Crisis and the majority of whānau won't be able to afford Waingākau homes. However, we have demonstrated that there are some whānau Māori that can afford these homes. For these new homeowners, **Waingākau is life changing.**

Waingākau is the housing development unit of TToH. The Ngā Kāinga Poutama (TToH Housing Continuum) below outlines the support throughout the entire housing continuum, not just whānau trying to buy a home. WHDL and TToH want to help many more, but **simply cannot solve the NZ Housing Crisis on our own.** We are doing our bit and will **continue striving to help more.**

*Supporting whānau  
across the poutama*

### Strategic Objectives 2020-2025

#### Housing

Affordable housing that provides healthy and adequate shelter for whānau.  
Housing is a basic human right.

#### Advocacy

We continue to advocate for the provision of equitable support and services to its whānau and all others within its communities.



*Waingākau is guided by the whakatauaikī -*

***Tangata ako ana i te kāinga, te tūranga ki te marae, tau ana  
(A person nurtured in the community, contributes strongly to society).***

*Waingākau embraces the essence of nurturing. 'Wai' refers to Heretaunga Haukunui (Heretaunga of the life-giving dews or water) and to the three rivers, Ngaruroro, Tukituki and Tūtaekurī rivers. Most importantly, within a spiritual and physical context, water is life. 'Ngākau' is the heart, the aroha we have for each other as a whānau, and as a community. At the heart of a thriving community is a nurturing core. It also pays reference to the history of the lands steeped in whakapapa.*



**Waingākau**  
Housing Development Limited

## **Kōrero mai** *Contact us*

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on our website.*



Te Taiwhenua o  
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