

## CLARIFICATION QUESTIONS – CALL FOR APPLICATIONS ROUND 1

No.	QUESTIONS	RESPONSES
A.	<p>Instructions to call for applications for strategic partners requires a partner to apply as either an investor, developer financier or a consortium. Kindly clarify the following:</p> <ol style="list-style-type: none"> <li>1. Does it mean that this is the first step of being pre-qualified for projects which have been scheduled as rounds? Therefore, a consortium like ourselves can chose which round to apply for, for instance Round 1A Lot 1A has Flagship projects or round 1 B LOT 1B has FLAGSHIP SOCIAL HOUSING PROJECTS. Or does the application take care of all the rounds identified? Should we state which round we are applying for in your form?</li> <li>2. Assuming our AHP application is successful? What next, does it mean that since we have been listed as a consortium for a particular round, let's say Round 1A Lot 1A for Flagship projects, we will be partnered with other strategic partners who have qualified for the same round i.e. financiers, land owners e.tc for the purposes of executing a project.</li> <li>3. Some requirements are not relevant to us as a consortium, do we just leave them blank?</li> </ol> <p>Section B: proposed land allocation details/site name/size of land-we find this relevant to land owners who are looking for other strategic partners like developers or financiers</p> <p>Section H:Description of proposed project-identified project name/total number of housing units-We find this to apply to developers who already have a project and are looking for a financier as a partner? Is this the case?</p>	<ol style="list-style-type: none"> <li>1. As stipulated in the Instructions to the Call for Applications for Strategic Partners, all applications will be considered in rounds. We advise that applicants use a separate form for each project that they are interested in. Specifically, for those applying as consortiums, be sure to indicate the project that interests you in the section on Project Information.</li> <li>2. As stipulated in the Instructions to the Call for Applications for Strategic Partners, the next stage after application submission is evaluation, and if successful, applicants will be contacted to enter into negotiations. Negotiations will be different for the various types of strategic partners and may include matching.</li> <li>3. As indicated in the Instructions on the Call for Applications, where a section or question is not relevant to you or information not available, please indicate N/A or provide alternative information as required.</li> </ol> <p>In addition, to avoid confusion, we have provided separate forms for each category of Strategic Partners as per Addendum 2.</p>

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B.	<ol style="list-style-type: none"> <li data-bbox="226 191 1142 423">1. <i>The Affordable Housing Program Form (AHP) Application form states on Page No. 5: Commitment fee may be in cash, banker's cheque, letter of credit or bank draft from a reputable local or foreign bank, in amount of 10% of the project cost or a minimum of Kes. 100,000,000.00; <b>Does this apply to private developers that are providing their own land, own finance and also own contractor?</b></i></li> <li data-bbox="226 594 1142 760">2. There is an Escrow agreement and also mention of it in the AHP Application form and since this is a private development where the developer is providing their own Land, Finance and also Constructor, is the developer still required to set up an Escrow account that will have signatories from the NHC?</li> <li data-bbox="226 797 1142 992">3. Since the Government has capped the sale price of the units i.e. <b>1Bedroom at 1Million, 2Bedroom at 2Million and 3Bedroom at 3Million Shillings</b>, we as the developers would like to use 70% of the 50Acres of land to construct the affordable housing and use 30% of the parcel of land to construct commercial/upmarket units for sale, is this agreeable?</li> <li data-bbox="226 1062 1142 1417">4. Moreover, due to the same capped prices there are some project costs that cannot be transferred to the buyer as the cost of units are fixed i.e. <ol style="list-style-type: none"> <li data-bbox="275 1198 1142 1295">a. Boundary wall, Roads, Parking, Sewer treatment, CCTV, Boreholes, Power substation, Large Water Storage tanks (above ground and below ground), police post, gatehouse etc</li> <li data-bbox="275 1300 1142 1360">b. Lifts in the building, Common Spaces within the buildings, staircases etc</li> </ol> <p data-bbox="275 1365 1142 1417">Can the government reimburse the developer the actual costs of the communal services that the developer incurs to ensure that the</p> </li> </ol>	<ol style="list-style-type: none"> <li data-bbox="1213 191 1980 521">1. Yes. This will be required to demonstrate commitment to the project and ability to undertake the project as envisioned. As indicated in the Instructions to the Call for Applications for Strategic Partners, the requirement at application is an undertaking that the applicant will provide the commitment fee. The commitment fee will be put in an escrow account until completion of signed agreements with the Contracting Authority, after which the money in escrow will be released back into the project.</li> <li data-bbox="1213 561 1980 659">2. The escrow agreement will be in respect to the commitment fee as explained above. The signatories to the account will be the Contracting Authority.</li> <li data-bbox="1213 764 1980 992">3. As stipulated in the Development Framework Guidelines, the target development split is 70/30 in favor of affordable housing when government land is provided. The development split is negotiable when private land is involved. However, any offtake undertaking will be provided only for the affordable housing units.</li> <li data-bbox="1213 1032 1980 1195">4. As stipulated in the Development Framework Guidelines, the commitment from Government is to facilitate development of homes through provision of land and bulk infrastructure along with offtake undertaking for affordable housing units.</li> </ol>

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	<p>development caters for all?</p> <p>5. If the project were approved, what would be the timeline for the government to mobilize and carry out the external trunk services i.e:-</p> <ul style="list-style-type: none"> <li>a. <b>Trunk Sewer system</b></li> <li>b. <b>3phase power to the Sub station</b></li> <li>c. <b>Trunk water supply for the development</b></li> <li>d. <b>Road network to the proposed project</b></li> </ul> <p>6. In the Development frame work there is discussions of an Memorandum of understanding that is signed between the government and the developer in which the Government thereafter gives their requirements, is this still the case even after the release of the documents that are on their websites?</p>	<p>5. Timelines for delivery of external bulk infrastructure to sites will be aligned with the completion of the respective projects.</p> <p>6. As indicated in the Instructions for the Call of Applications for Strategic Partners, following evaluation, successful applicants will be invited for negotiations where all definitive agreements will be arrived at. The provision of documents is to facilitate transparency and potentially allow for more informed negotiations between the parties.</p>
<b>C.</b>	<p>Some queries related to the design and size of the below:</p> <ul style="list-style-type: none"> <li>1. Social housing 1 &amp; 2 room -- what will be the buildup area, does it talk of carper or super build up.</li> <li>2. Do the maximum selling prices include extra development or its just for the house; I mean road, and infrastructure?</li> <li>3. What about land, will it be provided by government or developer buys the</li> </ul>	<ul style="list-style-type: none"> <li>1. As stipulated in the Development Framework Guidelines, the unit sizes reference usable space.</li> <li>2. The maximum selling prices include any internal infrastructure.</li> <li>3. This Call for Applications applies to projects on both government and private land. We have provided separate and distinct forms that allow developers to propose projects on private land.</li> </ul>
<b>D.</b>	<ul style="list-style-type: none"> <li>1. What are the sections that apply to a consortium application?</li> </ul>	<ul style="list-style-type: none"> <li>1. For ease of reference, and as per Addendum 2, we have provided separated and distinct forms for the various categories of Strategic Partners including Consortiums available from the SDHUD website at</li> </ul>

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	<ol style="list-style-type: none"> <li>2. Do you need experience from any company in our consortium from specific members? I.e. Contractor, Mechanical engineers etc. and this goes for the CVs requested as well.</li> <li>3. Do you want Audited accounts for all members of the consortium and have them consolidated or individual audited accounts?</li> </ol>	<p><u><a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a></u>, the National Housing Corporation website at <u><a href="http://www.nhckenyaco.ke">www.nhckenyaco.ke</a></u>, as well as the Affordable Housing Portal at <u><a href="http://www.bomayanguko.ke/ahp">www.bomayanguko.ke/ahp</a></u>.</p> <ol style="list-style-type: none"> <li>2. It is best to provide complete information for all members of the Consortium to allow for complete evaluation.</li> <li>3. In the case of a consortium the authorized lead of that consortium must provide audited financial statements. However, it is best to provide complete information for all members of the Consortium.</li> </ol>
E.	<ol style="list-style-type: none"> <li>1. AHP APPLICATION FORM - Section F: Financial Requirements/ Page 5/ Item 2</li> </ol> <p>It is indicated that the ability of the applicant to provide minimum amount of equity to the project will be measured in terms of the net worth of the company. As demonstrated in footnote 1 of the same page, a developer cannot engage in a project whose value is greater than its net worth. The scale of most of these projects will necessitate need for a Financier, some of whom may be willing to finance projects beyond a company's/ developers' net worth.</p> <p>Also, the projects will most likely be phased out and money from sale of the completed units will be rolled over to the subsequent phases of the project.</p> <p>This requirement therefore will lock out many developers who can mobilize Financiers and undertake these projects.</p> <p>In light of this, we request that this proof of ability to finance the projects be evaluated in the subsequent stages of engagement when adequate information on the projects will be available; and on which information Financiers will be able to commit on financing the projects.</p>	<ol style="list-style-type: none"> <li>1. Comments are noted and will be taken into consideration. Applicants are however advised to provide as complete information as possible to allow for fair evaluation.</li> </ol>

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	<p>2. AHP APPLICATION FORM - Section G: Proposed Land Location/ Page 6/ Item 1 – 14</p> <p>The projects in Lot 1A and B are Flagship Projects and Social Housing Projects as indicated on page 2 &amp; 3 of the AHP Project Pipeline.</p> <p>Pursuant to Clause 5.2.1(a) and 5.2.2(a) of the Development Framework Guidelines, please send us the available relevant information on these projects that will enable us to submit a more comprehensive bid.</p> <p>3. AHP APPLICATION FORM - Section H: Description of the Proposed Project / Page 7/ Item 3-9</p> <p>Pursuant to clause 1.1.9 of the Instructions to Call for Application for Strategic Partners, kindly advise on the projects in the AHP pipeline that have completed feasibilities, studies, assessments, and/or appraisals.</p> <p>Kindly provide us with the information available for such projects to assist us provide a more detailed and competitive bid.</p> <p>4. AHP APPLICATION FORM - Section I: Project Development and Implementation Plan – Item 1-9</p> <p>In addition, kindly advise on the AHP pipeline projects without information. Referring to clause 1.1.9 of the Instructions to Call for Application for Strategic Partners, the clause states that Strategic Partners will be required to establish this information as part of the entire project undertaking. This level of details that is requested for on the projects is only possible after doing the design assessment and feasibility studies of the projects. Are we required to do the designs, costing and feasibility studies at this level of Call for Strategic Partners for projects on the AHP pipeline as this information is inquired in the application form?</p>	<p>2. Please refer to the Instruction to the Call for Applicants for Strategic Partners, Section 1.1.9 and 1.1.12 which address the issue on project data. No additional data is available at this stage of the Call for Applications for the projects listed under this round.</p> <p>3. Please refer to the Instruction to the Call for Applications for Strategic Partners, Section 1.1.12 which addresses the issue on project data. No additional data is available at this stage of the Call for Applications for the projects listed under this round.</p> <p>4. Please refer to the Instruction to the Call for Applications for Strategic Partners, Section 1.1.12 which addresses the issue on project data. No additional data is available at this stage of the Call for Applications for the projects listed under this round. As this information is not available, please indicate as such on the form with the understanding that it will form part of the work required of the successful Strategic Partner as indicated in both the DFGs and the Instructions to the Call for Applications for Strategic Partners.</p>

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	<p>5. AHP APPLICATION FORM - Section K: Preliminary Project Economics and Financing            Clause 4.3 on page 21 of the Development Framework Guidelines states that the Integrated Project Delivery Unit (IPDU) will do the schematic/ preliminary designs, obtain statutory approvals and No Objection Certificates; which will form basis the tenders. The requirement of design and cost information required in the referenced sections of this Call for Strategic Partners contradict this. Please clarify?</p> <p>6. AHP PROJECT PIPELINE - Page 1, Lot 1 Projects             We note that Makongeni is not in the list of projects in Lot 1 on Page 1 of the AHP Project Pipeline. However, on page 13 of the PowerPoint Presentation of 500,000 Affordable Homes Program, Makongeni is in the list of Lot 1 projects in the Project Pipeline.             Please clarify if we should consider Makongeni to be in Lot 1 of the Projects in the Project Pipeline in this Application for Strategic Partners or not?</p> <p>7. ADDENDUM ONE OF 11/01/2019 - Closing Date for the First Call for Applications for Strategic Partners</p>	<p>5. Please refer to the Instruction to the Call for Applications for Strategic Partners, Section 1.1.12 which addresses the issue on project data. No additional data is available at this stage of the Call for Applications for the projects listed under this round. As this information is not available, please indicate as such on the form with the understanding that it will form part of the work required of the successful Strategic Partner as indicated in both the DFGs and the Instructions to the Call for Applications for Strategic Partners.</p> <p>6. We have updated the latest version of the AHP Pipeline for purposes of the Call for Application and it is now available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke">www.nhckenyaco.ke</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayangu.go.ke/ahp">www.bomayangu.go.ke/ahp</a>.</p> <p>7. Unfortunately, there will no extension granted for this round.</p>

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F.	<ol style="list-style-type: none"> <li>1. Request for the *AHP Application Form for Strategic Partners* while we don't find it on the website which is on the newspaper;</li> <li>2. Request for more documents which can be referred to for this <b>**AFFORDABLE HOUSING PROGRAMME 2018-2022 CYCLE* *CALL FOR APPLICATIONS FOR STRATEGIC PARTNERS**</b></li> <li>3. Request for Clarification on the *procedure for Applications and Requirements for the content of Applications* such as how many originals and copies are required.</li> <li>4. We want to confirm that *which day is deadline for the Application* while there is no information on the deadline on the newspaper.</li> </ol>	<ol style="list-style-type: none"> <li>1. The AHP Application is available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing"><u>www.housingandurban.go.ke/affordable-housing</u></a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke"><u>www.nhckenyaco.ke</u></a>, as well as the Affordable Housing Portal at <a href="http://www.bomayanguko.ke/ahp"><u>www.bomayanguko.ke/ahp</u></a>.</li> <li>2. All related documents are available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing"><u>www.housingandurban.go.ke/affordable-housing</u></a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke"><u>www.nhckenyaco.ke</u></a>, as well as the Affordable Housing Portal at <a href="http://www.bomayanguko.ke/ahp"><u>www.bomayanguko.ke/ahp</u></a>.</li> <li>3. Please refer to the Instructions to the Call for Applications for Strategic Partners for details on submission.</li> <li>4. Please refer to the Instructions to the Call for Applications for Strategic Partners for details on commencement and closing dates for each of the Call for Application rounds.</li> </ol>
G.	<ol style="list-style-type: none"> <li>1. Kindly advise the status of the projects available and closing dates of the respective tenders for all the LOTS.</li> <li>2. We shall appreciate if you could urgently avail the tender documents and any other documents in relation to the call for applications for the ROUNDS 1A,1B, and 1 C urgently.</li> </ol>	<ol style="list-style-type: none"> <li>1. Please refer to the Instructions to the Call for Applications for Strategic Partners along with other Addenda that have been issued and available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing"><u>www.housingandurban.go.ke/affordable-housing</u></a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke"><u>www.nhckenyaco.ke</u></a>, as well as the Affordable Housing Portal at <a href="http://www.bomayanguko.ke/ahp"><u>www.bomayanguko.ke/ahp</u></a>.</li> <li>2. Instructions to the Call for Applications for Strategic Partners, applicable forms and documents required for the Call for Applications are available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing"><u>www.housingandurban.go.ke/affordable-housing</u></a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke"><u>www.nhckenyaco.ke</u></a>, as well as the Affordable</li> </ol>

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	<p>3. Also avail and clarifications that may have been issued.</p>	<p>Housing Portal at <a href="http://www.bomayanqu.go.ke/ahp">www.bomayanqu.go.ke/ahp</a>.</p> <p>3. All addenda and clarifications will be posted to the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, the National Housing Corporation website at <a href="http://www.nhkenya.co.ke">www.nhkenya.co.ke</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayanqu.go.ke/ahp">www.bomayanqu.go.ke/ahp</a>.</p>
H.	<p>1. Can an applicant for both developer and financial institution categories?</p> <p>2. And what distinct roles do they have in the AHP Program?</p>	<p>1. Yes. You can register as both. Please use the appropriate form for each category as per provisions stipulated in Addendum 2.</p> <p>2. The various categories of the Strategic Partners are described in the Instructions to the Call for Applications for Strategic Partners.</p>
I.	<p>1. In section "J" of the AHP Application form, was the Quantity Surveyor not important enough to be described separately as one of the project consultants so that he is included in "Other project technical expert"?</p>	<p>1. It is best for applicant to provide complete information on members of their Consortium including the Quantity Surveyor.</p>
J.	<p>1. SECTION F OF THE APPLICATION FOR STATES AS Duly signed undertaking to provide a Commitment Fee<sup>2</sup>, in the form required by the contracting authority, which may be in cash, banker's cheque, letter of credit or bank draft/guarantee with a reputable local or foreign bank, in the amount of up to 10% of the project cost, or a minimum of KES 100,000,000, as may be specified by the Contracting Authority. This undertaking must be signed by a duly authorized person and evidence of such authorization attached. PLEASE CLARIFY IF BANK GUARNATEE IS ACCEPTED AS COMMITMENT FEE</p> <p>2. PAYMENTS</p>	<p>1. For purposes of the Application Form, please provide a letter of undertaking signed by the duly authorized person indicating that you will provide a commitment fee in the form required by the Contracting authority. In addition, please refer to the Development Framework Guidelines section 2.1.1 under header Commitment Fee with respect to the form of the Commitment Fee available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayanqu.go.ke/ahp">www.bomayanqu.go.ke/ahp</a>.</p> <p>2. As indicated in the Development Framework</p>



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	<p>No information available on how the payments are made to the strategic partners at any stage of the project including before commencement, during the progress, after completion and even after defects liability period. - PLEASE PROVIDE INFORMATION HOW AND WHEN THE PAYMENTS WILL BE MADE TO THE DEVELOPER/STRATEGIC PARTNER/CONSORTIUM</p> <p>3. DFG 2.1.2 - COOPERATION MODEL In the event a Joint Venture (JV) structure is the approved form of engagement, the GoK, through NHC or SDHUD as the contracting authority, shall enter into a Project Agreement with the developer, private investor or contractor to undertake and execute the delivery of a project, subject to the terms on potential profit sharing, as may be determined and agreed by NHC and SDHUD - PLEASE CLARIFY / ELABORATE /PROVIDE TENTATIVE TERMS OF FINANCING, PAYMENTS AND PROFIT SHARING</p> <p>4. DFG 2.2.1 DEVELOPMENT SPLIT An essential principle in the development of housing units on government-owned property is that a portion of the land or a portion of the respective development will be solely dedicated for the construction of affordable housing units, while a smaller portion will be allocated to the developer, private investor, or contractor for the purpose of approved development, from which the latter can achieve a reasonable commercial return. The preliminary target split under the AHP is a 70% - 30%, in favour of affordable housing, subject to review by SDHUD on a project-by-project basis.</p> <p>PLEASE CLARIFY 30% OF THE DEVELOPMENT ALLOCATED TO THE DEVELOPER HAS 100% OWNERSHIP TO DEVELOPER AND THE SAME IS FREE TO OWN /SELL THAT PORTION AS RETURNS FOR CONSTRUCTION OF AFFORDABLE HOUSING AND FOR PROFIT? PLEASE ALSO CLARIFY IF THE DEVELOPER HAS 100% FREEDOM TO</p>	<p>Guidelines, the financing framework for the AHP is such that the developer will be required to finance the development and will be provided an offtake undertaking to purchase completed units at stipulated prices.</p> <p>3. The terms of engagement will be documented in a Joint Venture Agreement which will be negotiated between JV members based on the project and therefore the tentative terms are not available at this stage. On the profit sharing please refer to the Development Framework Guidelines section 2.2.2 on the development returns available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayanqu.go.ke/ahp">www.bomayanqu.go.ke/ahp</a>.</p> <p>4. As indicated in the Development Framework Guidelines, the 30% will be allocated to the developer to make commercial returns on approved development. This means that the developer will be able to sell and/or own and retain the units or commercial development but not the land which will remain the property of the Government under a long-term lease to the developer.</p> <p>With respect to the designs, please refer to the DFG's. In so far as the developer will be requiring an offtake agreement then the sale terms shall be subject to that agreement.</p>

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	<p>DESIGN, DEVELOP AND SELL WITHOUT ANY CONSTRAINTS FROM SDHUD?</p> <p>5. DFG 2.2.2 - DEVELOPMENT RETURNS Based on the development model for a particular project, the Developer will achieve a maximum project rate of return (return hurdle), agreed on a project-by-project basis. Where the land contribution has been made by the GoK, the development returns above the hurdle will be allocated based on a pre-agreed split. It will be a requirement that the Developer, investor, contractor provide a financial model for assessment by the SDHUD - PLEASE PROVIDE (ELABORATE) MORE CLARIFICATION ON DEVELOPMENT RETURNS AND HOW &amp; WHEN AND BY WHAT MEANS IT IS SHARED</p> <p>6. Project Cost</p> <p>Is the proposed square meter rate for the project cost inclusive of infrastructure or not?</p> <p>The above points are main points. You may add more points on the design aspect IF INFRASTRUCTURE IS PART OF THE SQM RATE OR IT IS SEPARATE.</p>	<p>5. As stipulated in the Development Framework Guidelines, the developer will be required to submit an audited financial model simulating the project financing and economics. Based on this model, provided the project is on government land, the developer will declare a return hurdle rate i.e. a desired project return. Once that return has been achieved, profits above this declared amount will be shared with GoK. Details on the workings of the Development Returns will be negotiated and documented in the definitive Project Agreements.</p> <p>6. As provided in the Development Framework Guidelines, the developer will be compensated for completed affordable housing units at the provided maximum selling prices. This price is inclusive of internal infrastructure.</p>

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K.	<ol style="list-style-type: none"> <li>1. While identifying the project, are we selecting either of the rounds (1A, 1B, 1C) or one is at liberty to select all?</li>   <li>2. In the various rounds, are we selecting one of the zones or the round itself? (And if we are selecting one of the zones, kindly clarify the required units for each zone of the various rounds?)</li>   <li>3. Moreover, are we at liberty to come up with our own sizes of the housing units or there is a specified range?</li>   <li>4. Is it possible also to clarify if all zones in all rounds will be having social amenities or only specified zones? If so, which ones?</li> </ol>	<ol style="list-style-type: none"> <li>1. Applicants can apply for as many projects as they would like. It is advisable, however, to use one form for each project that you would like to be selected for especially if they are in different lots i.e. 1A, 1B, or 1C.</li>   <li>2. Please use the form to select specific projects in the various lots that you are interested in. For instance, in Lot 1B, which project would you like to undertake (Kibera B, Mariguini, or Kiambui). It is advisable to submit separate applications for projects in different lots, as indicated above.</li>   <li>3. As indicated in the Instructions to Call for Applications, applicants will be required to adhere to Development Framework Guidelines which have specified building design guidelines and minimum unit sizes.</li>   <li>4. As indicated in the Development Framework Guidelines, AHP projects will include provision of social amenities as needed. Depending on the project site, some social amenities will be required. However, these specific project details will be provided following successful evaluation.</li> </ol>
L.	<ol style="list-style-type: none"> <li>1. Request for an extension of the tender deadline.</li>   <li>2. Also, avail copies of any clarifications and/or addenda issued and when is the informational conference and site visits to be held as this information missing and not availed yet.</li>   <li>3. Also, avail the complete project data, reports, feasibility studies, assessments and /or appraisals in terms of each and every project falling in ROUNDS 1A,1B and 1C and also the remainder ones.</li> </ol>	<ol style="list-style-type: none"> <li>1. Unfortunately, there will no extension granted for this round.</li>   <li>2. All addenda and clarifications will be posted to the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke">www.nhckenyaco.ke</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayangu.go.ke/ahp">www.bomayangu.go.ke/ahp</a>.</li>   <li>3. Please refer to the Instruction to the Call for Applicants for Strategic Partners, Section 1.1.12 which addresses the issue on project data. No additional data is</li> </ol>

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	<p>4. Also, how many firms have registered and how and where does one (any interested party) register?</p> <p>5. Also, clarify how the Developer / EPC contractor/ financier be compensated and paid back and what are the guarantees issued by the government and SDHUD and National Treasury?</p> <p>6. What are the time lines for releasing the RFP and send templates of typical Technical and Financial RFP documents.</p> <p>7. How were the costings determined for the housing units in all the different categories and are they different or same for each site for the proposed housing?</p> <p>8. What preference will be given to " green" technology and speed of housing construction?</p> <p>9. Is this procurement open for EPC contractors?</p>	<p>available at this stage of the Call for Applications for the projects listed under this round.</p> <p>4. The closing date for this round is February 14 2019 after which the list of registered firms will be known.</p> <p>5. For information on the offtake undertaking and compensation for Strategic Partners, please refer to the Development Framework Guidelines available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke">www.nhckenyaco.ke</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayangu.go.ke/ahp">www.bomayangu.go.ke/ahp</a></p> <p>6. Please refer to the Instructions to the Call for Applications for Strategic Partners for details on the procurement process for the AHP and the provisions therein.</p> <p>7. The selling prices were set as policy guidelines taking into consideration a number of factors including the income levels of individuals who should benefit from the AHP.</p> <p>8. The Call for Applications is open to Strategic Partners who have technical and financial ability to undertake projects in the AHP including owners of technology offering such benefits as "green"technology and speed of construction.</p> <p>9. Yes, subject to the requirements in the AHP documents and Development Framework Guidelines. There are now distinct and separate forms for each category of Strategic Partner available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>.</p>

No.	QUESTIONS	RESPONSES
	<p>10. Can individual land owners only offer the land for sale?</p> <p>11. Can individual financiers only offer financing services?</p> <p>12. Is it necessary to have in a consortium - a developer, financier and construction contractor? Is each one of these entities considered as a strategic partner on its own?</p> <p>13. How long will it take to evaluate the AHP Application submitted and how will the results be communicated and will the same be posted on your portal?</p>	<p>the National Housing Corporation website at <a href="http://www.nhckenyaco.ke">www.nhckenyaco.ke</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayangugo.ke/ahp">www.bomayangugo.ke/ahp</a></p> <p>10. Private land owners are encouraged to apply to be in the AHP and enter into collaborations that will lead to realization of affordable housing. The GoK's role is to facilitate partnerships that will achieve delivery of homes.</p> <p>11. Financiers can apply to provide funding and financing arrangements for AHP. There are now distinct and separate forms for each category of Strategic Partner available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke">www.nhckenyaco.ke</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayangugo.ke/ahp">www.bomayangugo.ke/ahp</a></p> <p>12. As per the Instructions to the Call for Applications for Strategic Partners, under provision 1.3.3, if a Strategic Partner considers that it does not have all the expertise for the assignment, it may obtain a full range of expertise by associating with individual consultant(s) and/or other firms or entities in a joint venture or sub-consultancy as appropriate. All participating members in the Consortium should provide their full information.</p> <p>13. Please refer to the Instructions to the Call for Applications for Strategic Partners for information on the process including evaluation.</p> <p>14. Please refer to the Instructions to the Call for</p>

No.	QUESTIONS	RESPONSES
	<p>14. Will the evaluation report be availed to interested parties?</p> <p>15. Will there be any tender opening process after the deadline of the submission of the AHP Applications has expired and where will it take place and when?</p> <p>16. Has the Government procured finance from any International Agencies e.g. World Bank, IFC, Africa Development Bank, UNOPS, UN, or any other similar international bodies and funding organisations and if the answer is in the affirmative, please provide the details of agency, amount of funding for each respective project.</p> <p>17. Also, provide GPS data for each land parcel that is already identified for each specific project and the site map and area and details of existing infrastructure (roads, water, power, sewage, etc.).</p> <p>18. Have geotechnical investigations already been conducted for each site already identified for a housing project? Please provide details.</p> <p>19. So, far how many similar projects have been tendered for and what is the outcome in terms of awards for each size of housing and project value.</p> <p>20. We do not understand how we are supposed at this stage of the tendering process comply with the conditions under the following clause:</p>	<p>Applications for Strategic Partners for information on the process including evaluation.</p> <p>15. Please refer to the Instructions to the Call for Applications for Strategic Partners for information on the process including submission of the Application Forms.</p> <p>16. As per the Development Framework Guidelines, the use of private sector funding to implement the delivery of homes under the AHP is preferred.</p> <p>17. Please refer to the Instruction to the Call for Applicants for Strategic Partners, Section 1.1.12 which addresses the issue on project data. No data is available for the projects listed under this round.</p> <p>18. Please refer to the Instruction to the Call for Applicants for Strategic Partners, Section 1.1.12 which addresses the issue on project data. No data is available for the projects listed under this round.</p> <p>19. This is the first Call for Applications for Strategic Partners.</p> <p>20. Please refer to the instructions in the AHP Application Form to respond appropriately.</p>

No.	QUESTIONS	RESPONSES
	<p>1.3.4. In preparing the AHP Application Form, Applicants are advised of requirement to include at least 40% local content for provision of goods, services, and labor, in their project plans and provide evidence of the same in the AHP Application Form.</p> <p>This implies that a bidder /applicant will have to have access to local factories that produce the panels or precast ones.</p> <p>21. Are containerized housing acceptable for these projects?</p> <p>22. In terms of the AHP Application - SECTION C the following requirements ought to be expunged in case on international construction contractors who ought to be exempted as is the norm.</p> <p>6. Income tax registration (PIN) certificate number (or equivalent)</p> <p>7. Value added tax (VAT) registration certificate number (or equivalent)</p> <p>8. Tax Compliance certificate number (or equivalent)</p> <p>9. National Construction Authority registration certificate number (or equivalent)</p> <p>23. Similarly in case of following requirements under SECTION D:</p> <p>2. Certified copy of Trading Certificate.</p> <p>3. Certified copy(ies) of certificate(s) of registration with relevant regulatory authorities.</p> <p>4. Certified copy of CR12 or equivalent.</p> <p>24. Under Section F CLAUSE 2:</p>	<p>21. This Call for Applications is open to various categories of Strategic Partners including owners of technology that can be utilized in the AHP who are also encouraged to apply. Use of building technology will be subject to provisions in Kenyan law.</p> <p>22. As noted in the AHP Application Form, applicants must provide this information or its equivalent. For international construction contractors, information from requisite authorities should be provided.</p> <p>23. As noted in the AHP Application Form, applicants must provide this information or its equivalent. For international construction contractors, information from requisite authorities should be provided.</p> <p>24. As noted in the AHP Application Form, applicants should provide audited financial statements</p>

No.	QUESTIONS	RESPONSES
	<p>"Proof of ability of the applicant to provide a minimum amount of equity to the project, measured in terms of net worth of the company, or a deposit equivalent to the minimum equity required set aside for the project."</p> <p>Please advise the level of equity in terms of amount and percent that is acceptable. Also, impossible at this stage to gauge the project value for each respective project.</p> <p>25. Under Section G: Proposed Land Location, which is mandatory needs to be reviewed as restrictive as the understanding and impression given is that for each project the government already has identified land which is public land and available for development - please clarify as otherwise it would mean that without the Applicant having access to any land (in terms of ownership or that can be leased from any land owner in the private sector ) in each of the specified locations , the said Applicant cannot participate in this procurement.</p> <p>26. Under Section H, it is not feasible and actually impossible to provide any information and comply to the requirements specified under this section and particularly clauses 2-10</p> <p>Brief summary of relevant site information (e.g. size, topography, resettlement needs, relocation of utilities, hydrology, land use planning of the site, etc.) (as this would imply that Applicant has land required at site/location specified and already conducted these tasks.</p> <p>These requirements appear to be premature at this stage.</p>	<p>demonstrating financial wherewithal to undertake projects of various sizes in the AHP. Further, applicants are advised to ensure that their interest in projects is matched to their demonstrated financial strength and ability to access financing.</p> <p>25. As indicated in the Instructions on the Call for Applications, where a section or question is not relevant to you or information is not available, please indicate N/A or provide alternative information as required.</p> <p>In addition, to avoid confusion, we have provided separate forms for each category of Strategic Partners as per Addendum 2.</p> <p>26. As indicated in the Instructions on the Call for Applications, where a section or question is not relevant to you or information is not available, please indicate N/A or provide alternative information as required.</p> <p>In addition, to avoid confusion, we have provided separate forms for each category of Strategic Partners as per Addendum 2.</p>



No.	QUESTIONS	RESPONSES
M.	<ol style="list-style-type: none"> <li>1. Please kindly receive the attachment which is a request for an extension of two month of bid submission on AHP.</li> </ol>	<ol style="list-style-type: none"> <li>1. Unfortunately, there will no extension granted for this round.</li> </ol>
N.	<ol style="list-style-type: none"> <li>1. As we prepare for the submission, we request for an extension of time.</li> </ol>	<ol style="list-style-type: none"> <li>1. Unfortunately, there will no extension granted for this round.</li> </ol>
O.	<ol style="list-style-type: none"> <li>1. Are we submitting the above forms hard copies or soft copies. Kindly give directions of the mode of submission.</li> </ol>	<ol style="list-style-type: none"> <li>1. Please refer to the Instructions to the Call for Applications for Strategic Partners for information on the process including submission of the Application Forms.</li> </ol>
P.	<ol style="list-style-type: none"> <li>1. Request for extension.</li> <li>2. In terms of building technology category, you need to expound exactly what you mean and does this include factories existing in Kenya which produce say ERP panels or precast panels or foam concrete blocks, or #D printers for housing etc.? Or do you mean companies that can provide and sell such manufacturing plants and technologies for housing construction, on a turnkey basis and would NHC or any other state agency invest and order such plants?</li> <li>3. Kindly clarify and advise urgently and provide any clarifications sought by other bidders and your responses thereto.</li> </ol>	<ol style="list-style-type: none"> <li>1. Unfortunately, there will no extension granted for this round.</li> <li>2. This Call for Applications is open to Strategic Partners who are owners of building technologies of all types. Please refer to the Instructions to the Call for Applications for Strategic Partners for more information on descriptions of categories of Strategic Partners.</li> <li>3. All addenda and clarifications will be posted to the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, the National Housing Corporation website at <a href="http://www.nhckenyaco.ke">www.nhckenyaco.ke</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayangu.go.ke/ahp">www.bomayangu.go.ke/ahp</a>.</li> </ol>

No.	QUESTIONS	RESPONSES
Q.	1. Kindly clarify if as an applicant within the building technology category I can bid for both the above 1000 units and below 1000 units, or I am restricted to only one category.	1. If your technology is suited for both, please indicate as such.
R.	1. Kindly but urgently clarify to us how we sign the AHP form digitally yet there is no registering segment under this category	1. The authorized signatory should sign the document at Section I as indicated. You may submit the electronic copy of this application as per Instructions to the Call for Applications for Strategic Partners under Section 1.4. Submission and Receipt of AHP Application Forms.
S.	1. Kindly clarify on the section F of the consortium application form. Can we use our line of credit for the requirements no 3 & 4, also can we bid for more than one project in one lot.	<p>1. Please provide the requested document under Requirement 3.</p> <p>Please refer to the Development Framework Guidelines (DFGs) section 2.1.1 under header Commitment Fee with respect to the form of the Commitment Fee. The DFGs are available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a>, as well as the Affordable Housing Portal at <a href="http://www.bomayangu.go.ke/ahp">www.bomayangu.go.ke/ahp</a>.</p> <p>Applicants may express their interest for the projects provided they meet the requirements as stipulated in the Instructions to the Call for Applications for Strategic Partners.</p>
T.	1. Can you pls let me know what to do regarding this online registration requirement and the issue with the website?	1. Please refer to the documents provided on the Call for Applications for Strategic Partners available from the SDHUD website at <a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a> , as well as the Affordable Housing Portal at <a href="http://www.bomayangu.go.ke/ahp">www.bomayangu.go.ke/ahp</a> .

No.	QUESTIONS	RESPONSES
U.	<p>1. I wish to register but when I go to website it brings this message Error establishing a database connection. Kindly advise the way forward</p>	<p>1. Please refer to the documents provided on the Call for Applications for Strategic Partners available from the SDHUD website at <b><a href="http://www.housingandurban.go.ke/affordable-housing">www.housingandurban.go.ke/affordable-housing</a></b>, as well as the Affordable Housing Portal at <b><a href="http://www.bomayangu.go.ke/ahp">www.bomayangu.go.ke/ahp</a></b>.</p>
V.	<p>1. We are applying for the call to instructions as a strategic investor but under the building technology segment. Kindly but urgently clarify how to register and upload the documents into the bomayangu portal.</p>	<p>1. You may submit the electronic copy of this application as per Instructions to the Call for Applications for Strategic Partners under Section 1.4. Submission and Receipt of AHP Application Forms.</p>
W.	<p>1. We are uploading to procurement@bomayangu.go.ke?</p>	<p>1. You may submit the electronic copy of this application as per Instructions to the Call for Applications for Strategic Partners under Section 1.4. Submission and Receipt of AHP Application Forms.</p>
X.	<p>1. With reference to tomorrow's deadline for the 1st round of pre-qualifications, could you please confirm that it is acceptable for you to receive the documents via a link from which you can download the application? This is because the prequalification package we prepared is very large in terms of megabytes, and it is impossible to submit it as a single attachment to one e-mail.</p>	<p>1. You may submit the link via email procurement@bomayangu.go.ke as per the Instructions to the Call for Applications for Strategic Partners. Please ensure that only the procurement account has access to the link.</p>