



HAWAIIAN HOME LANDS

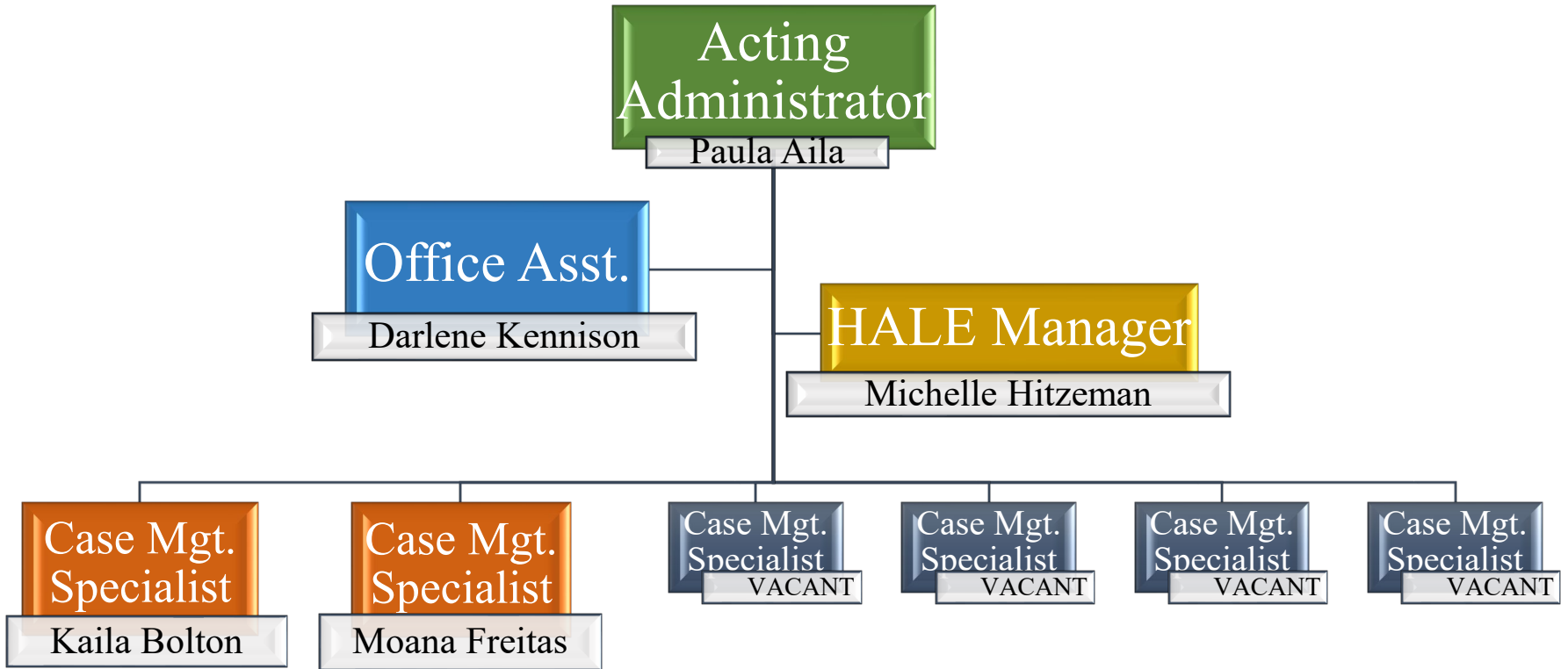
HAWAIIAN HOMES COMMISSION · DEPARTMENT OF HAWAIIAN HOME LANDS

**C-4**

# **Awards Pipeline & Process**

August 16, 2021

# AWARDS STAFF - 2016





# AWARDS FUNCTION

## Focus:

- Manage offering of lots (residential, agricultural, pastoral)

and

- Awarding of leases to beneficiaries Statewide



# OFFERING VS. AWARD

Offering is an offering of lot(s)

Award is when an offered lot converts to a lease award



# Awards Lot Inventory Pipeline

## HSD

Pre-Owned Lots due to:

- 1) Lease Cancellation
- 2) Surrender
- 3) Relocation

## LDD

- 1) New Lots
- 2) Lots unselected from previous offerings

Awards Lot  
Inventory



# OFFER READY LOTS - DEFINITION

## HSD

### Pre-Owned Vacant Lot:

- ✓ Type of lot (Res, AG)
- ✓ TMK
- ✓ Address
- ✓ Utility connections & IWS requirements
- ✓ Etc.

### Pre-Owned With Improvements:

- ✓ Type of lot (Res, AG)
- ✓ TMK
- ✓ Address
- ✓ Utility connections & IWS requirements
- ✓ Reports
  - Appraisal
  - Termite Inspection
  - Home Inspection
  - Real Property Tax Information
  - Survey
- Etc.

## LDD

### Subdivision OR Scattered Lots:

- ✓ Type of lots (Turnkey, Vacant, Rental)
- ✓ Qty of lots
- ✓ Subdivision map
- ✓ EA/ERR (with Planning Office)
- ✓ Lot numbers
- ✓ Lot size: Metes & bounds
- ✓ TMK
- ✓ Plot plan
- ✓ Utility connections and IWS requirements
- ✓ DCCR's (if applicable)
- ✓ Etc.

## AWARDS

Can the buyer obtain financing?



# OFFERING SCHEDULE - SAMPLE

## Awards Offer Schedule 2021 As of 8/4/21 (SUBJECT TO CHANGE)

Island	# of Lots	Proceed to Offer	Month	Year	Project teams	Priority	Offer Time frame	Project/ Location	List	Form of communication	Contact by	Offer Type	Category Type	Address	Lot #	TMK	Former Lessee	Notes	Turned over from HSD or LDD	Lot size
		4			LARGE PROJECTS															
Hawaii Island	60	Yes	Nov	2020	Paula/Moana	1	Jan-April	Lai Opua	Lai Opua Area	Letter	Offer Letter	Res	TK	Multiple	Multiple	TBD	NA		NA	Varied
Hawaii Island	38	Yes	Mar	2021	Paula/Ka'ila	1	Mar-May	Discovery Harbor	IW Res	Letter	Offer Letter	Res	VL	Scattered	Multiple	TBD	NA	22 of 38 lots selected on June 5, 2021	NA	Varied
Oahu	37	Yes	Nov	2020	Michelle/Moana	1	Jan-April	Ka'uluokaha'I B	UI, Relo, IW Res	Letter	Offer Letter	Res	TK	Scattered	Multiple	TBD	NA		NA	Varied

# RELOCATION PROCESS & OFFERING

HSD

Relo request submitted to HSD

Consideration based on

- 1) Health & Safety
- 2) Other requests
  - \*Pahe`ehe`e
  - \*Nanakuli
  - \*Waiohuli
  - \*Maku`u
  - \*Neighbor dispute

HHC

HHC Review & Decision

Upon approval  
Hand-off Relo from  
HSD to Awards

AWARDS

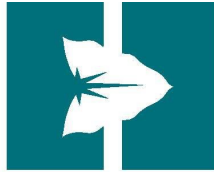
Relocation Offered based on:

1) HHC approval date & circumstance

Order in Offering process

- 1) Undivided Interest Lessees
- 2) Relocation
- 3) Applicant Waitlists





DEPARTMENT OF HAWAIIAN HOME LANDS

**DHHL Home Product Line**

<b>HOME PRODUCT</b>	<b>HOME PURCHASE OR RENTAL COSTS</b>	<b>HOME SIZE</b>	<b>INCOME QUALIFICATION</b>	<b>TIME TO MARKET (estimate)</b>
<b><i>Rent with Option to Purchase</i></b> <i>(Based on HUD County Area Median Income)</i>	<b><u>Monthly rental:</u></b> \$340 to \$1936 per month <i>(Based on La'i Opuia RWOP-2021)</i>	2bd/2 bath to 4bd/2 bath	Must meet 30%, 40%, 60% Area Median Income	9 to 12 months
<b><i>Vacant Lot - Factory-Built Homes</i></b> <b><i>Modular Construction</i></b>	Low <i>(Based on construction loan amount)</i>	Studio/bath to 2bd/1 bath	\$100,000 & higher	3 to 6 months
<b><i>Vacant Lot – Package Home Kit</i></b>	Low, mid, high <i>(Based on construction loan amount)</i>	Tiny home to large home	\$100,000 & higher	2 year minimum
<b><i>Vacant Lot – Owner Builder</i></b>	Low, mid, high <i>(Based on construction loan amount)</i>	Tiny home to large home	\$100,000 & higher	2 year minimum
<b><i>Turnkey</i></b>	High	2bd/1 bath to 5bd/3 bath	\$300,000 & higher	6-8 months



# OFFERING PROCESSSS

## Based on Product Type

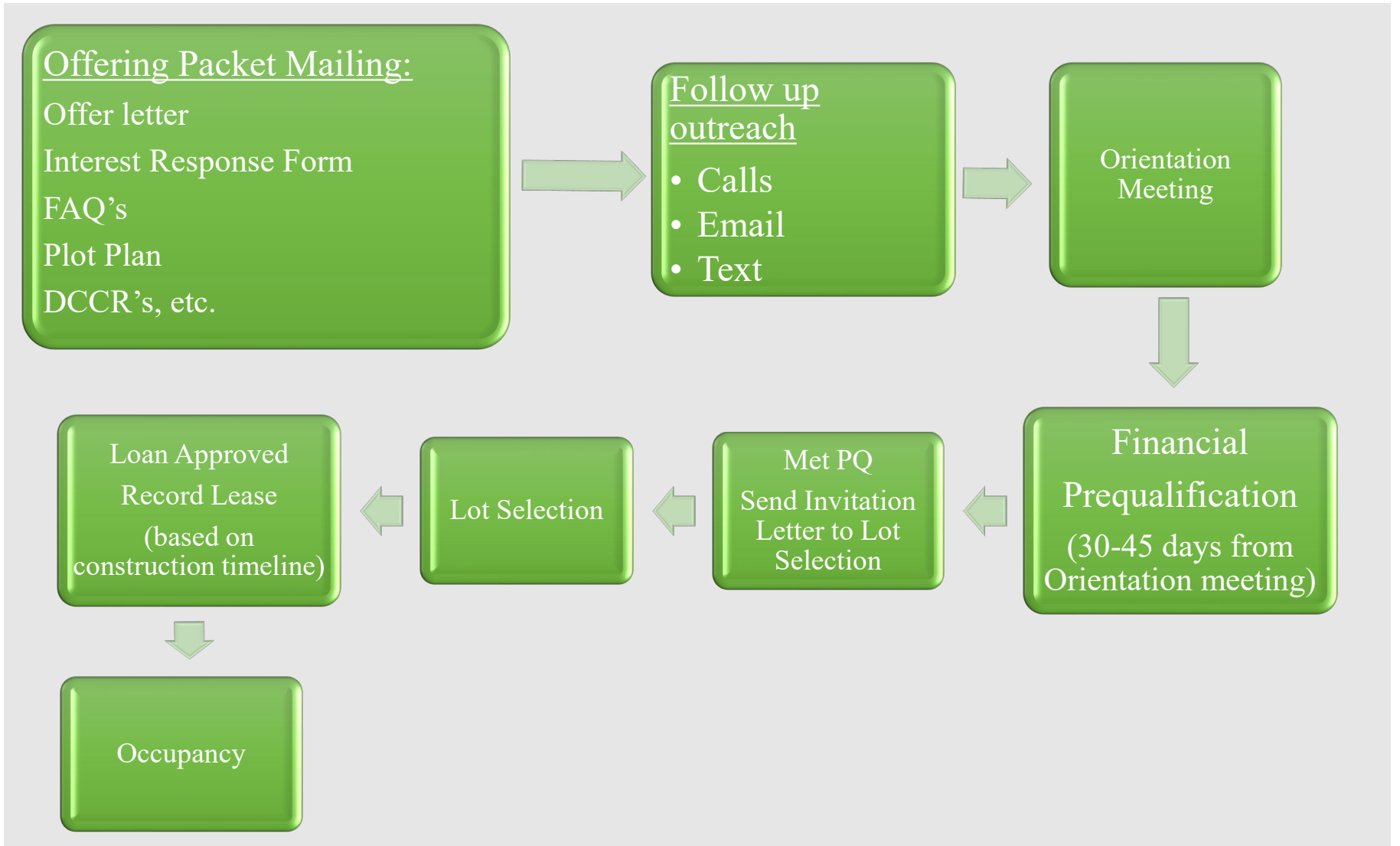
### Three Lot Product types:

1. Turnkey Homes
2. Vacant Lots
3. AG Lot



# TURNKEY OFFERING PROCESS – 70 STEPS

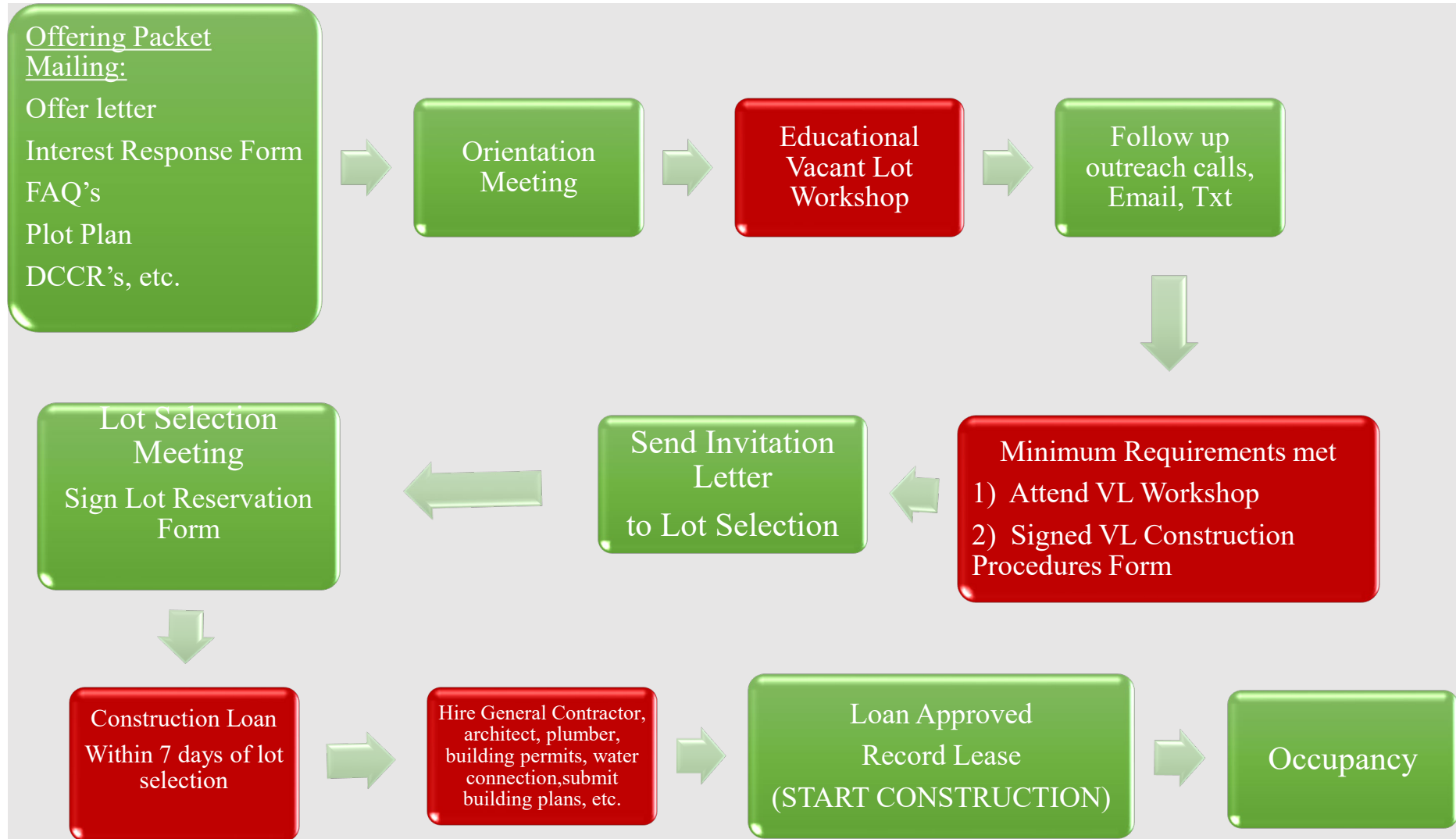
## 12-MONTH TIMELINE FROM MAILING TO OCCUPANCY





# VACANT LOT OFFERING PROCESS– 70 STEPS

MINIMUM 2-YEAR TIMELINE FROM MAILING TO OCCUPANCY

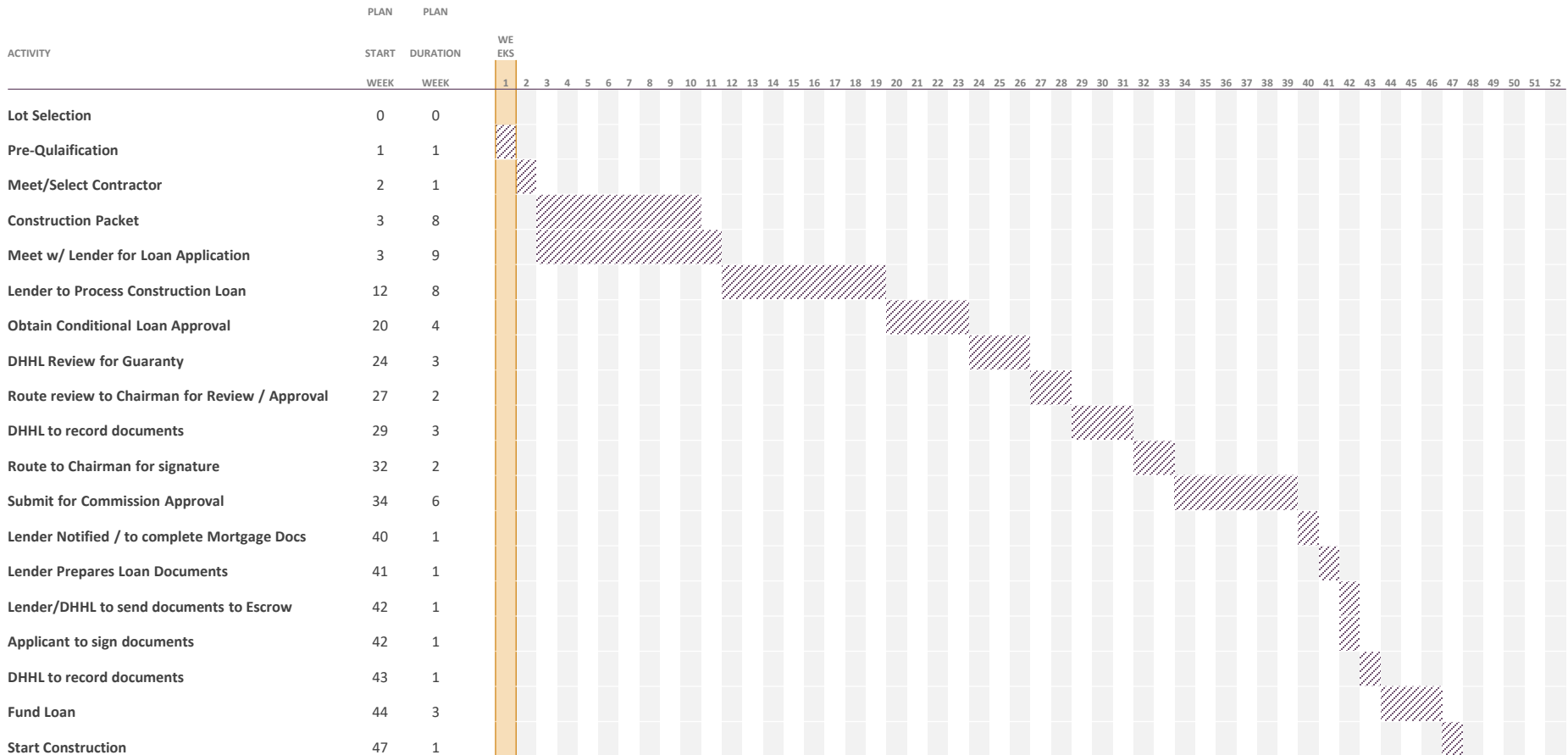
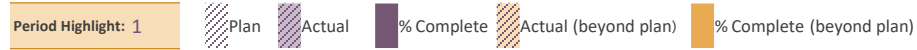


# VACANT LOT PROCESS – 38 STEPS



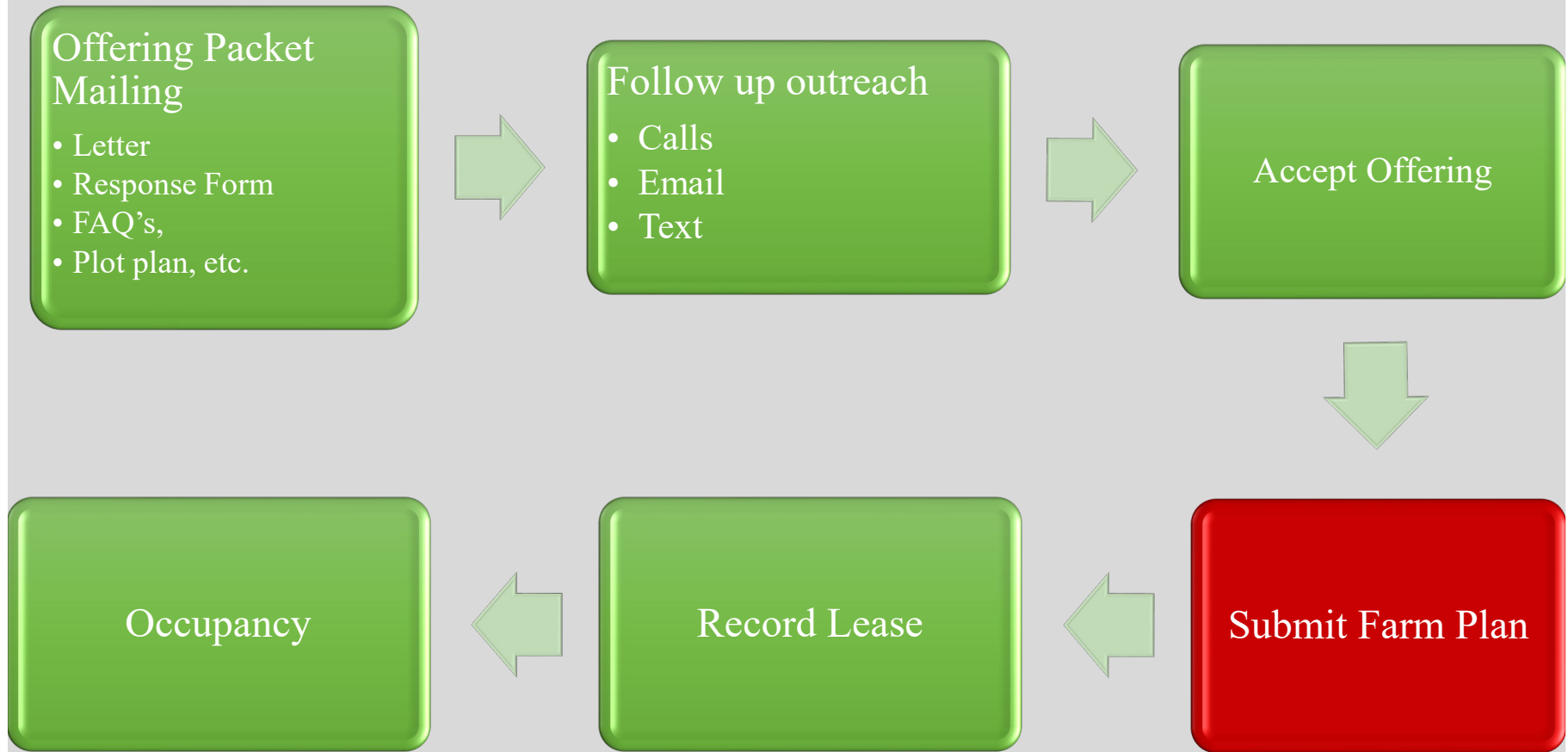
HAWAIIAN HOME LANDS  
HAWAIIAN HOMES COMMISSION · DEPARTMENT OF HAWAIIAN HOME LANDS

## Vacant Lot Process



# AG LOT OFFERING PROCESS – 30 STEPS


TIMELINE: NOT INCLUDING MAILING



# Mailing Packet - 37 Steps

DAVID Y. KIM  
DIRECTOR

JOHN GREEN  
DEPUTY DIRECTOR



STATE OF HAWAII  
DEPARTMENT OF HAWAIIAN HOME LANDS

710 KEE ST  
HONOLULU, HAWAII 96813  
May 20, 2021

WILLIAM J. ADA, JR.  
COMMISSIONER

TYLER L. GOMER  
DEPUTY COMMISSIONER

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, ZC \_\_\_\_\_

Dear Applicant:

Subject: Discovery Harbour Residential Vacant Lot Offering  
Lot Selection Meeting Invitation

The Department of Hawaiian Home Lands congratulates you on your dedication and hard work towards homeownership. We are very excited to host the upcoming lot selection meeting for thirty-eight (38) vacant lots in the Discovery Harbour Subdivision, located in Keolu, Hawaii. This letter serves as confirmation that you have met the minimum requirements to proceed to the lot selection meeting.


**Discovery Harbour Subdivision Lot Selection meeting information:**  
Date: Saturday, June 5, 2021  
Registration: 9:00 am  
Meeting: 10:00 am – 2:00 pm  
Location: Nu Aulani Community Centre  
95-5635 Hawaii Bell Road, Naalehu, HI 96772

**Registration Process:**  
A DHHL staff member will register you at your car upon arrival. Please complete the enclosed Contact Information Form before arrival as that information will be used to contact you if an opportunity arises for you to select a lot.

**Lot Selection Process:**  
The Department will call the eligible attendees by name in order of their rank number, which is based on the original date of application. If your name is called to select a lot, you may select any DHHL designated available vacant lot in the Discovery Harbour Subdivision. Please remain in your vehicle until you are contacted to select a lot. If you are not present when your name is called, you may be deferred from this offering. If you are not contacted, that means all lots have been selected.

**Proxy:**  
*As the official applicant, your attendance is required, however, if you are not able to attend the meeting, you may authorize someone to act as your proxy by way of a notarized "Lot Selection Authorization" form. This form serves as verification of your selected proxy and the form must be presented at the time of lot selection. If this form is not submitted, or your proxy fails to provide the original notarized form, your designated proxy will not be allowed to select a lot.*

**DO NOT MAIL THE LOT SELECTION AUTHORIZATION FORM TO THE DEPARTMENT OR A DHHL DISTRICT OFFICE.**



DEPARTMENT OF HAWAIIAN HOME LANDS

DISCOVERY HARBOUR  
RESIDENTIAL VACANT LOTS OFFERING  
FREQUENTLY ASKED QUESTIONS

- Do I need to respond to this offering?**  
If you are interested in this offering, you will need to fill out the Response Form and return it to the DHHL postmarked by May 3, 2021.  
  
If you are not interested, you can complete the same form and indicate the reasons you are not interested. You will be deferred from this offering and remain on the wait list based on your original application date. You will not go to the bottom of the list.
- What is a vacant lot offering?**  
A vacant lot option provides the applicant with an opportunity to build the type and size home that meets their needs and is in the price range that is conducive to their financial capability.
- Is the VIRTUAL Orientation meeting on May 8, 2021 mandatory?**  
No, participation in the orientation meeting is not mandatory. However, this is your opportunity to learn more about this offering and to ask questions. A list of information will be shared at the orientation meeting. If you are not able to attend the meeting, all of the information will be available on the DHHL's website at <http://dhhl.hawaii.gov/awards/>, including a recording of the meeting.
- Do I need a financial prequalification prior to lot selection?**  
No, it is not a requirement for selecting a vacant lot, however, within 7 days after selecting a lot, you will be required to contact an approved lender to start a construction loan application.
- Do I need to do anything prior to selecting a lot?**  
Yes, you will need to attend a Vacant Lot Process meeting that will provide information about the process, timelines, kuleana, etc. If after this meeting you decide you want to proceed to the lot selection meeting, you will be required to sign a Lot Reservation Agreement. If you decide not to proceed to the lot selection meeting, you will be deferred from this offering and will remain on the waitlist based on your application date.
- Do I need to be present at the Lot Selection Meeting to select a lot?**  
Yes, you do need to be present, however, if you are unable to attend you can have someone select a lot on your behalf with a notarized proxy. Your representative will need a hard copy of the notarized proxy and a Government or State ID, in order to select a lot. If your representative does not have both, they will not be able to select a lot. A picture of the notarized proxy and/or ID will not be accepted.
- Who is responsible for building the home on a vacant lot?**  
The Secretary is responsible to manage the building process on a vacant lot. More information will be shared at the orientation and Vacant Lot Process meeting.

Department of Hawaiian Home Lands  
Atia Avenue Branch  
P.O. Box 1879  
Honolulu, Hawaii 96815

**RESPONSE FORM  
DISCOVERY HARBOUR RESIDENTIAL  
VACANT LOTS OFFERING  
MAY 2021**

THIS RESPONSE FORM MUST BE RETURNED TO THE DEPARTMENT BY MAY 3, 2021.

If your response form is not received by this date, it will be viewed that you are not interested, and your application will be deferred from this offering.

PLEASE CHECK YOUR PREFERENCES BELOW SIGN, DATE AND RETURN THE COMPLETED FORM TO THE DEPARTMENT POSTMARKED BY MAY 3, 2021.

I am INTERESTED in this offering.

I am aware of all the requirements and qualifications of this offering and I am ready to qualify for a construction loan to build a house and relocate to the homestead property.

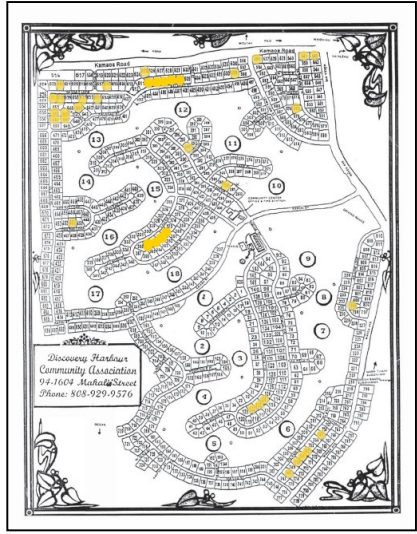
I am NOT INTERESTED in this offering.  
Please DEFER my application. **FROM THIS OFFERING I UNDERSTAND THAT MY APPLICATION WILL NOT GO TO THE BOTTOM OF THE LIST.** I choose to defer from this offering for the following reason(s):

I cannot qualify for a construction loan at this time  
 I prefer a turnkey home  
 Current Homeowner  
 Location  
 Other: Please Explain: \_\_\_\_\_

FIRST NAME-LAST NAME-SUFFIX \_\_\_\_\_  
Applicant's Name  
Signature of Applicant \_\_\_\_\_ Date \_\_\_\_\_  
XXX-XX-\_\_\_\_\_  
Social Security Number (last 4 digits)

Mailing Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Res. Phone No. \_\_\_\_\_  
Bus. Phone No. \_\_\_\_\_  
Email address \_\_\_\_\_ Cell Phone No. \_\_\_\_\_

FOR OFFICIAL USE ONLY		SEALING BRANCH
COPIES/APPLICATIONS	DATE	STAFF INITIALS
NAME _____ ADDRESS _____ PHONE _____	DATE _____	STAFF INITIALS _____
OTHER _____	COMPUTER PRINT DATE _____	STAFF INITIALS _____
STAFF INITIALS _____		





# PARTNERS

## **Lenders:**

Bank of Hawaii

Home Street

USDA

Other lenders are available to beneficiaries

DHHL – Lender of last resort – Lessee’s ONLY

Guild Mortgage

NAHASDA (Applicants & UI’s)

VA (Veterans Administration)

## **Developers – Turn Key**

Gentry Homes

Armstrong Builders

## **Rent-with-option to Purchase**

Mark Development - Ho`olimalima

Ikaika Development - La`i Opu

## **Realtor: Engel & Volkers**

## **Non-Profits:**

Habitat for Humanity

Hawaii HomeOwnership Center

Hawaii Community Assets

Nanakuli Housing Corporation

Helen Wai, LLC.

## **Package Home Kits**

Honsador

HPM

Hardware Hawaii





# Cases – Status update

## AWARDS CASES - STATUS UPDATE August 2021

Island	Location	Offered	Active	Recorded/Rented	Future Lot Offering
<b>Oahu</b>	Kapolei	199	43	156	TBD
	Nanakuli/Waianae	9	6	3	8
	Papakolea	1	0	1	0
	Waimanalo	45	19	26	0
	Waiahole	1	1	TBD	0
	<b>TOTAL</b>	<b>255</b>	<b>69</b>	<b>186</b>	<b>8</b>
<b>HAWAII</b>	La`i Opuā - Rent-with-option-to-Purchase	60	47	13	24
	La`i PO/TK	1	0	1	0
	Discovery Harbour	38	38	0	0
	Keaukaha	3	0	3	5
	Maku`u	0	0	0	2
	Pu`ukapu	0	0	0	3
	Waiakea	0	0	0	1
	Panaewa	0	0	0	16
	Kawaihae	2	0	2	20
	<b>TOTAL</b>	<b>104</b>	<b>85</b>	<b>19</b>	<b>71</b>
<b>Maui</b>	Waiohuli (34 Awards cases; 11 NAHASDA cases)	45	30	15	0
	<b>TOTAL</b>	<b>45</b>	<b>30</b>	<b>15</b>	<b>2</b>
<b>Kauai</b>	Pi`ilani Mai Ke Kai	23	13	10	51
	<b>TOTAL</b>	<b>23</b>	<b>13</b>	<b>10</b>	<b>51</b>
<b>Molokai</b>	Ho`olehua	3	2	1	2
	Kalama`ula	1	1	0	4
	<b>TOTAL</b>	<b>4</b>	<b>3</b>	<b>1</b>	<b>6</b>
<b>Lanai</b>	Lanai City	16	0	16	1
	<b>TOTAL</b>	<b>16</b>	<b>0</b>	<b>16</b>	<b>1</b>
<b>STATEWIDE</b>	<b>TOTAL</b>	<b>447</b>	<b>200</b>	<b>247</b>	<b>139</b>



DEPARTMENT OF HAWAIIAN HOME LANDS

[www.dhhl.hawaii.gov](http://www.dhhl.hawaii.gov)