



Te Tuku Tono

Te Kawe Oraka Pathway 2

Funding Guidelines

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1. Te Kawe Oraka Pathway 2

1.1. Overview

These guidelines explain the requirements, process, and supporting information for applicants seeking funding through Te Kawe Oraka Pathway 2. They should be read in conjunction with the overview document, which explains the purpose of the funding streams, how the pathways relate to each other, and how applicants can determine which pathway is most appropriate for their circumstances.

Pathway 2 is intended to enable lasting impact for whānau and communities through initiatives seeking funding of \$250,000 or more.

This pathway is for initiatives that align with Te Kawe Oraka priorities, demonstrate delivery capability, systems, and scale, and address access, service reach, mobility, or responsiveness in structured or system-level ways. This is a two-stage application process.

Applicants will ideally have demonstrated experience in delivering services, particularly those aligned with our funding priorities. Applications need to include a plan that shows how the initiative will make a difference, and how whānau voice and experiences will be captured and reported.

1.2. Priority Areas

There are two sets of priorities for this funding opportunity: one for initiatives taking place within the takiwā of Kāi Tahu and Wharekauri/Rēkohu, and one for initiatives taking place within the takiwā of Te Taihū. Initiatives that span both takiwā are expected to align with the shared priorities (Priority 1 and Priority 2).

Priority areas within takiwā of Kāi Tahu and Wharekauri/Rēkohu

Priority 1: Te Oriori – Best start for pēpi, māmā, and whānau

- Supporting and nurturing pēpi, māmā, and wider whānau from pre-natal inception through to early childhood
- Whānau-centred and culturally grounded approaches
- Using the strengths of intergenerational knowledge

Priority 2: Ara Whānui – Improving whānau and community wellbeing by overcoming barriers to Hauora

- Embracing connection to culture including Te Ao Māori
- Using the strengths of intergenerational knowledge
- Going to where whānau are living, increasing access through mobility and connection

Priority 3: Mauri Tau – Accessible mental wellbeing support for all ages:

- Supporting whānau on their journey to improve mental wellbeing
- Strengthening identity, belonging, and wellbeing
- Using the strengths of culturally grounded approaches, including Te Ao Māori and intergenerational knowledge
- Rakatahi, pakeke, kaumātua and kuia

Priority areas in takiwā of Te Taihū

Priority 1: Te Oriori – Best start for pēpi, māmā and whānau

- Supporting and nurturing, pēpi, māmā, and wider whānau from pre-natal inception through to early childhood
- Whānau-centred and culturally grounded approaches
- Using the strengths of intergenerational knowledge

Priority 2: Ara Whānui – Improving whānau and community wellbeing by overcoming barriers to hauora services

- Embracing connection to culture including Te Ao Māori
- Using the strengths of intergenerational knowledge
- Going to where whānau are living, increasing access through mobility and connection

1.3. Scope of services

Te Kawe Oraka Pathway 2 funding supports time-bound initiatives that deliver meaningful outcomes for whānau across Te Waipounamu and Wharekauri/Rēkohu.

For clarity, this funding is not for short-term temporary expansion of business-as-usual delivery. It is for initiatives that build, test, or enable new approaches, capability, or pathways for whānau, and that do not create ongoing funding dependency.

We recognise that strong initiatives are often supported through a mix of funding, in-kind contribution, and wider investment. Applications may therefore include co-funding, in-kind support, or aligned investment, where these strengthen delivery and sustainability of the initiative.

In scope

- New or time-bound initiatives responding to identified whānau or community need
- Initiatives that strengthen whānau wellbeing over time and support the Whānau Ora Outcomes Framework.
- Capability-building that changes or strengthens how delivery occurs (for example workforce development, new service models, systems or processes). Priority is given where there is a clear link from the capability building to additional offerings, tangible outputs, or deliverables.
- Capital assets
- Initiatives supported through co-funding, in-kind contribution, or aligned investment

Out of scope

- Funding of Kaitūwhana (Navigator) Services
- Ongoing delivery, continuation, or expansion of existing services or business-as-usual activity
- Activities funded, or more appropriately funded, through other contracts or funding streams
- Initiatives primarily delivered outside Te Waipounamu and Wharekauri/Rēkohu.
- International travel
- Retrospective funding
- Household-level financial support, including debt repayment
- General organisational overheads not directly attributable to the initiative

1.4. Eligibility

To be eligible for Pathway 2 Funding, applicants must meet the pre-conditions set out below in Section 1.12. This includes:

- being an established entity with relevant experience and capability
- being able to demonstrate financial solvency
- providing two referees who can confirm the organisation's reputation, leadership, and ability to deliver the proposed initiative.
- ability to meet the required delivery, health and safety, and data management pre-conditions.

Please refer to the pre-conditions below for the full eligibility requirements and supporting evidence required.

1.5. Funding period

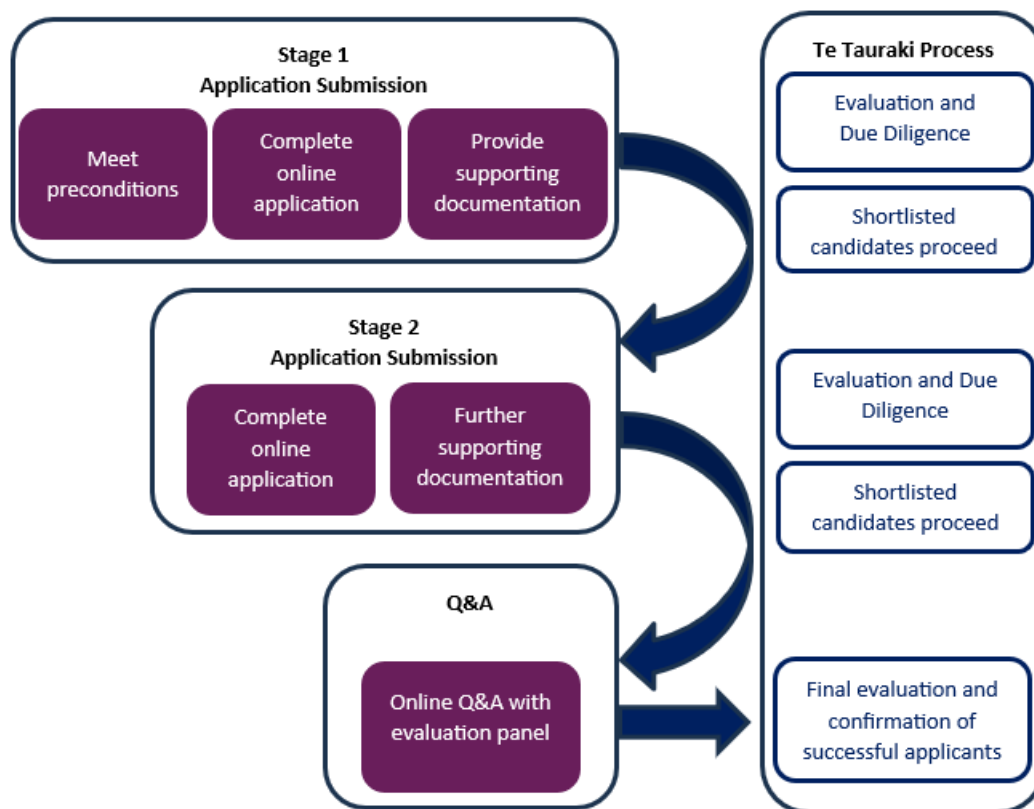
Applicants must provide a budget showing how the proposed initiative would be delivered through to 30 June 2027, and how it could continue into FY2027/28 if extension funding is confirmed.

Applicants will show how the total requested funding would be phased across the initial delivery period and any potential extension period. The general expectation is that the proposed funding would be split evenly across the two financial years, unless there is a strong delivery, milestone, or cashflow reason for a different approach.

Any funding beyond 30 June 2027 will be conditional on Te Tauraki receiving confirmed funding from Te Puni Kōkiri and, where relevant, the provider meeting agreed contract milestones. This will be reflected in the final contract arrangements.

1.6. Application process

Pathway 2 uses a staged application process to support proportionate assessment of larger-scale initiatives. Stage 1 is used to understand the proposed initiative at a high level and identify shortlisted applicants, while Stage 2 allows Te Tauraki to seek more detailed information from those applicants before due diligence is completed and final recommendations are made.



Stage 1

Stage 1 will be completed through an online application form. Applicants will be asked to provide high-level information about their proposed initiative, including alignment with Te Kawe Oraka priorities, whānau it will reach, regional delivery, evidence of need, expected outcomes, funding requested, delivery capability, and relevant experience.

[Click here to complete the Stage 1 application form.](#)

Supporting documents will need to be submitted by email including your initiative budget and supporting financial information and letters of support. Please note: the application form accepts text responses only and does not allow images or tables other than those provided within the form itself. While service providers may choose to include references to additional external documents, websites, or links for context, these materials will not necessarily be reviewed or considered as part of the evaluation.

Based on responses to the first stage, Te Tauraki reserves the right to:

- Invite the shortlisted suppliers to present a proposal at Stage 2
- Directly negotiate with shortlisted service providers
- Modify the application approach
- Discontinue the application process

Stage 2

Shortlisted service providers will be invited to participate in a closed second stage. Stage 2 will involve a second online submission seeking more detailed information about the proposed initiative, including delivery model, key relationships, milestones, cultural relevance and accessibility, risks and mitigations, reporting, evaluation, and data protection arrangements.

Q&A

During Stage 2, Te Tauraki will take a deep dive on capacity, need, methodology. This may include visits/hui with applicants, and a Q&A session with the evaluation panel. Applications successful through the Stage 2 submission process may be invited to attend an interview with the evaluation panel.

1.7. Health and safety

To ensure the health and safety of both kaimahi and whānau, applicants must have robust policies, procedures, and an understanding of their responsibilities under the Health and Safety at Work Act 2015.

1.8. Data requirements

Effective data management is central to measuring the impact of Te Kawe Oraka. To uphold these expectations, applicants need robust processes in place for the collection, secure storage, and regular reporting of data in alignment with the obligations outlined in the contract. Please note that paper-based data systems are not accepted. All data must be collected and stored digitally in secure, access-controlled data management systems.

1.9. Stage 1 schedules

The following documents form part of this funding opportunity:

Title	Name
Schedule 1	Te Kawe Oraka Funding Guidelines 2026/27
Schedule 2	Whānau Ora Outcomes Framework (Appendix 1)
Schedule 3	Copy of Stage 1 Application Form (for information only)
Schedule 4	Stage 1 Electronic Application Form: Te Kawe Oraka

1.10. Our timeline

The timeline is as follows:

Pathway 2 - Activity	Date
Stage 1 application form released	15 June
Online briefing	22 June
Deadline for questions	26 June
Deadline for Stage 1 applications	10 July
Applicants notified of evaluation outcome, and successful candidates invited to participate in Stage 2	21 July
Evaluation / Due Diligence	21 July - 16 October
Stage 2 Submission due	12 August
Stage 2 Panel interview	17-21 August
Applicants notified of decision	By 16 October
Expected contract start date for successful applicants (latest)	From 1 December 2026
Initial term of delivery	1 December to 30 June 2027
Potential extension period	1 July 2027 to 30 June 2028

1.11. Contact

Te Tauraki is being supported by Height Project Management for this funding opportunity. All formal and informal enquiries and communication regarding this funding opportunity must be directed to esther.c@heightpm.com.

Any clarifications or questions relating to this funding opportunity must be submitted by 26 June. If we consider that our response to a clarification question is relevant to other applicants, we will distribute the clarification question and response to all those who have requested to be on the mailing list. We will remove any identifying information before distributing it. If you ask a clarification question about this funding opportunity, application form and/or process, and in our opinion the clarification is solely because of your particular methodology or is commercially sensitive to you, then the response will only be provided to you.

If you have not already notified us and would like to be on our mailing list, please email whanau.ora@tetauraki.co.nz.

1.12. Te ara arotake – Evaluation approach

This section sets out the evaluation approach that will be used to assess applications.

Each application must first meet the compliance requirements. To be considered compliant, service providers must:

- Meet all preconditions set out below
- Agree to all declarations included in the application form
- Submit a completed application form by the stated deadline in Section 1.10

Applications that do not meet these requirements will not be considered further.

For applications that meet the compliance requirements, the evaluation panel will:

- Individually score applications against each weighted evaluation criterion below
- Meet to discuss assessments and reach a consensus score for the top-rated applications.

Scores are indicative and may be revised as a result of clarifications or further evaluation processes. Rankings assist decision-making but do not determine the final recommendation. The evaluation panel will consider the distribution of funding across focus areas, funding priorities, and geographic regions. The panel may exclude an application from further consideration, at its sole discretion, at any stage of the evaluation process based on any criterion, response, or due diligence finding.

Evaluation criteria

a) Preconditions

Applicants must answer YES to ALL of the following questions to be eligible. If you answer NO to any, please do not apply. Your application will not be evaluated.

#	Item	Y/N
1	The initiative will be delivered within Te Tauraki Whānau Ora commissioning region – Te Waipounamu and/or Wharekauri/Rēkohu.	<input type="checkbox"/> Yes / <input type="checkbox"/> No
2	The service provider is a registered charity with Charities Services (or can demonstrate equivalent governance and financial accountability).	<input type="checkbox"/> Yes / <input type="checkbox"/> No
3	The Applicant has audited financial statements for the most recent financial year or a verified letter issued by a Chartered Accountant (or can provide a compelling explanation if not).	<input type="checkbox"/> Yes / <input type="checkbox"/> No
4	The Applicant has a feasible plan to deliver the initiative within the required timeframe (from contract commencement up to 30 June 2028).	<input type="checkbox"/> Yes / <input type="checkbox"/> No
5	The Applicant has, or will have in place by contract execution, a Health and Safety Policy that complies with the Health and Safety at Work Act 2015.	<input type="checkbox"/> Yes / <input type="checkbox"/> No
6	The Applicant can report on client-level information against the Whānau Ora outcomes framework .	<input type="checkbox"/> Yes / <input type="checkbox"/> No
7	The Applicant acknowledges that funding beyond 30 June 2027 is conditional on TPK confirmation of budgets, and this will be reflected in the contract.	<input type="checkbox"/> Yes / <input type="checkbox"/> No
8	The Applicant can provide letters of support and contact details for two referees who can speak to the following aspects of the organisation: <ul style="list-style-type: none"> • Reputation, including the strength of its leadership • Quality service delivery • Ability to deliver the proposed initiative 	<input type="checkbox"/> Yes / <input type="checkbox"/> No

b) Weighted evaluation criteria

The criteria and the weighting of each criterion will be as follows:

Criteria	Weighting
Strategic alignment & contribution to outcomes	30%
Delivery capability & relevant experience	25%
Capacity, readiness & assurance	25%
Programme evaluation, learning & impact evidence	20%
Total weighting	100%

c) Scoring

Rating	Definition	Score
Excellent	Applicant demonstrates exceptional ability, understanding, experience and skills. The application identifies factors that will offer potential added value, with supporting evidence.	9-10
Good	Applicant demonstrates above acceptable ability, understanding, experience and skills. The application identifies minor additional benefits, with supporting evidence.	7-8
Acceptable	Applicant demonstrates the ability to meet the criteria, with supporting evidence.	5-6
Minor Reservations	Applicant satisfies only a minimum of the criteria but not all. Minor reservations about the service provider's ability to adequately meet the criteria. Little supporting evidence.	3-4
Serious Reservations	Applicant has provided extremely limited or no supporting evidence to meet the criteria. Minimum effort made to meet the criteria.	1-2
Unacceptable	Applicant does not comply or meet the criteria at all. Insufficient information to demonstrate the criteria.	0

1.13. Terms

The following standard terms apply to this funding opportunity.

- You must cover all your own costs in preparing and submitting an application form
- You represent and warrant that all information provided to us is complete and accurate
- We rely upon all statements made in your application form. Any misrepresentation may result in the application being rejected
- We may amend, suspend, and/or re-issue this funding opportunity at any time
- We may change this funding opportunity, but if we do, we will give you a reasonable amount of time to respond to the change
- Both parties agree to take reasonable steps to protect the confidential information of each other and to not disclose it to any third party without prior written consent
- This application form and its contents remain the property of Te Tauraki. All Intellectual Property rights in this application remain the property of Te Tauraki or its licensors. All documents forming part of the funding opportunity will, once they are delivered to us, become our property. The application form will not be returned to you
- Intellectual Property rights in the application form remain the property of you or your licensors
- You grant us a licence to retain, use, copy and disclose information contained in your application form for any purpose related to this funding opportunity, including keeping appropriate records
- There is no binding legal relationship between Te Tauraki and any applicant, and your application is only accepted if we both sign a Contract or if we issue a purchase order to you
- The laws of New Zealand shall govern this funding opportunity and process

In submitting your application form, you are deemed to have read, understood and agreed to be bound by these terms

Appendix 1 Whānau Ora Outcomes Framework

Whānau are self-managing and empowered leaders ^		
<p>Short-term (1-4 years)</p> <ul style="list-style-type: none"> • More whānau develop pathways to independence, including from government assistance and intervention in their whānau life. • Whānau are knowledgeable about the capability that exists in their whānau network, and begin to tap into it. • Whānau decision-making and planning is informed by timely access to personal information and data which is held about them by government or other agencies. • Whānau are aware of their interests in assets held in common and knowledgeable about their rights and responsibilities in regards to those assets. • Whānau are planning for emergencies, and taking appropriate action such as having insurance and plans for asset replacement. 	<p>Medium-term (5-10 years)</p> <ul style="list-style-type: none"> • Whānau are supported and enabled to take responsibility for their own lives and wellbeing. • Whānau are making informed choices about the support they require and who they access support from. • Whānau are able to draw on the skills of their own members to advance their collective interests. • Whānau are actively participating in the management and growth of assets held in common. • Whānau with disabilities participate equally in society. • Whānau use, and understand the point of using, data both quantitative and qualitative to inform their decisions making. 	<p>Long-term (11-25 years)</p> <ul style="list-style-type: none"> • Whānau exercise rangatiratanga on a daily basis by being self-managing, independent, and making informed decisions. • Whānau recognise they are repositories of knowledge about themselves and their communities, and they contribute to their communities' understanding of them. • Whānau determine the nature of their own leadership according to their own traditions. They value and grow their leadership that represents their notions of a leader. • Whānau are self-determining in the management, control and aims they determine for their collective assets and resources.

Whānau are leading healthy lifestyles ^		
<p>Short-term (1-4 years)</p> <ul style="list-style-type: none"> • Increased number of whānau are setting and achieving personal health goals for their physical, emotional, spiritual and mental wellbeing. • Increased number of whānau are improving their knowledge and practice in healthy eating and physical activity. • Whānau are managing chronic health conditions, including eczema, asthma and diabetes. And know when and how to access support to manage their conditions. 	<p>Medium-term (5-10 years)</p> <p>Whānau can model to other whānau members their ability to take personal responsibility for their own health and wellbeing by making choices about:</p> <ul style="list-style-type: none"> • Living drug free and smoke free. • Maintaining a healthy weight for their age and height. • Achieving exercise and fitness regimes for heart health. • Monitoring regularly the efficacy of their prescribed medicines or medical devices in conjunction with health professionals. • Engaging in health screening programmes. • The quality of the interpersonal relationships they have. 	<p>Long-term (11-25 years)</p> <ul style="list-style-type: none"> • Whānau have a quality of life that meets their health needs and goals across their lifespan. • Whānau members enjoy positive and functional relationships with others to meet their health needs and goals across their lifespan. • Whānau are health literate and they have access to evidence-based information to make decisions about their health needs and goals. • Whānau have timely access to exemplary and culturally adept health and disability services to meet their health needs and goals.

Whānau are participating fully in society



Short-term (1-4 years)

- Rangatahi Māori are achieving NCEA level 2 as a minimum qualification, and increasing numbers are achieving level 3.
- Increased number of tamariki and mokopuna enrolled and attending early childhood education.
- Increased number of whānau entering tertiary education or other advanced areas of learning and leaving with qualifications.
- Increased number of whānau exercising their right to vote in national and local council elections.
- Increased number of whānau engaged in sport and/or clubs or other community groups including kapa haka and waka ama.
- Whānau are choosing the services they wish to access, on the basis of good information.
- Whānau are confident to access services and advocate in their own right.
- Successfully rehabilitate and reintegrate whānau who have had contact with the corrections system back into communities.

Medium-term (5-10 years)

- Whānau identify the added value they bring to a school community.
- Whānau can articulate the importance of early childhood education to the preparation of their children's future.
- Whānau choose and access culturally adept schools for their children's learning.
- Whānau can articulate and implement healthy living habits in the home that will support their children's educational success.
- Rangatahi are achieving the knowledge, skills sets and qualifications to pursue training and employment that provides them with financial security and career options.
- More whānau members are trained and serving as public, community & cultural leaders.
- Whānau have access to quality and timely services that are fully responsive to whānau priorities and whānau values.

Long-term (11-25 years)

- Whānau can demonstrate educational success by an increase in the number of Māori entering higher learning and professional careers.
- Whānau have opportunities for formal learning that equips them with the skills and knowledge to follow their chosen path to employment, advanced learning or selffulfilment.
- Whānau are enjoying educational success across all ages.
- Whānau recognise, value and nurture leadership that supports and enables them.
- Whānau leaders actively engage with community leaders and institutions for collective good.

Whānau and families are participating confidently in Te Ao Māori - the Māori world



Short-term (1-4 years)

- Increased numbers of whānau take up Te Reo Māori programmes.
- Increased number of whānau participating in iwi or cultural events or activities.
- Increased number of whānau registered with their iwi are exercising their democratic right in tribal elections.

Medium-term (5-10 years)

- Whānau participate in their community using their language of choice.
- Whānau access cultural knowledge, engage in knowledge creation, and transfer that knowledge amongst themselves.

Long-term (11-25 years)

- Whānau are secure in their cultural identity as Māori and actively participate in activities and events that celebrate their cultural make-up.
- Whānau are confident and proud that they are at least bi-lingual in Te Reo Māori and English/Te Reo Māori and NZ Sign, and able to transfer that knowledge to their members.
- Whānau access opportunities to be immersed in their culture and language in their communities.
- Whānau are major contributors to the cultural vibrancy and development of their own communities.

Whānau and families are economically secure and successfully involved in wealth creation ^

Short-term (1-4 years)

- Increased uptake by whānau in business training, skills acquisition, education and professional development.
- Increased numbers of whānau are self-employed, and whānau businesses are growing.
- Increased number of whānau improving their financial literacy.
- Whānau are engaged in savings and investment.

Medium-term (5-10 years)

- Increasing numbers of whānau are engaged in business, entrepreneurship, and innovation.
- Increasing numbers of whānau own their own businesses or benefit from the improved productivity and prosperity of their businesses.
- Whānau see improvements in the value of business they own.
- Whānau have increased financial literacy, improved access to capital and a practice of saving for key 'life' milestones.
- Whānau achieve at least a living wage.

Long-term (11-25 years)

- Whānau business leaders are innovative, entrepreneurial and successful.
- Whānau are active participants in research and development that advances their prosperity.
- Whānau are employed in occupations and positions that provide them with the income to achieve the standard of living they aspire to.
- Whānau have the knowledge and skills to manage their assets that enable them to achieve their life long aspirations.

Whānau are cohesive, resilient and nurturing ^

Short-term (1-4 years)

- Parents build skills and strategies to nurture and care and provide for their children.
- Where necessary, whānau address violence, addiction, substance abuse, and risk of selfharm through increased uptake of affordable and culturally appropriate support services.
- Increase the number of tamariki from vulnerable whānau who are attending school on a regular basis.
- Relationships between partners are strong and supportive.
- Whānau are developing nurturing environments that provide for their physical, emotional, spiritual and mental wellbeing.

Medium-term (5-10 years)

- Whānau live in homes that are free from abuse and violence.
- Whānau transform their lives through support from rehabilitation services (when needed).
- Whānau are confident to address crises and challenges.
- Whānau are stable, organised, and provide their tamariki with the best possible start in life.
- Whānau understand the importance of school attendance and support and encourage their tamariki and mokopuna to attend school.
- Rangatahi are supported and nurtured in their transition to adulthood.

Long-term (11-25 years)

- Whānau relationships are positive, functional and uplifting of all members.
- Interpersonal skills between whānau members have improved and whānau conduct positive relationships and demonstrate good parenting.
- Whānau experience and contribute to the development and maintenance of safe and nurturing environments for themselves and their communities.
- Whānau access communication technology to sustain engagement with each other.
- All members of a whānau are valued.

Whānau and families are responsible stewards of their living and natural environments



Short-term (1-4 years)

- Increased opportunity for whānau to participate in environmental management practices.
- Increased number of whānau accessing services to improve the health of their homes.

Medium-term (5-10 years)

- Whānau are active participants and contributors to responsible and sustainable environmental management.
- Whānau access a range of housing options and the support required to pursue those options.
- Whānau are increasingly satisfied with their housing situation.
- Whānau increase the use of their land to provide housing, sustenance and food for themselves.

Long-term (11-25 years)

- Whānau exercise mana whakahaere (authority and control) and mana-kaitiaki over their natural environment.
- Whānau lead sustainable management of their natural environment.
- Whānau cultural, physical and spiritual wellness is nurtured by their access to, and engagement with, their natural environment.
- Whānau have choices about their living arrangements and in all cases, their living environment is safe, secure, warm, dry.