

## THE KENYA PROPERTY DEVELOPERS ASSOCIATION

### E - INFORMATION GUIDE

#### WHO WE ARE

KPDA was established in Nairobi in 2006 as the representative body of the residential, commercial and industrial property development sector in Kenya. An emerging Business Member Organisation works in proactive partnership with policy-makers, financiers and citizens to ensure that the property development industry grows rapidly but in an organized, efficient, economical and ethical manner.

#### OUR MISSION:

To promote the involvement of the private sector in development through advocacy, education, research and ethical standards.

#### OUR VISION

Creating a value driven, sustainable and socially responsible real estate industry.

KPDA aims to achieve its vision through the following activities:

1. **Promotion of Private Sector:** Forge partnerships with industry players to develop innovative development and financing mechanisms to accelerate the growth of the industry;
2. **Advocacy:** Engage government and other stakeholders in policy dialogue to stimulate the property sector. Harmonize development activities with Kenya's growth agenda, global standards and citizen concerns, by engaging relevant stakeholders;
3. **Education:** Provide networking forums to launch industry related advocacy initiatives, share expertise, information and experiences and build business networks;
4. **Research:** Conduct research that will inform the decisions we make and adequately equip members with valuable and up-to-date information about the industry;
5. **Ethical Standards:** Promoting our core values and ensuring that the association is defined by promotion and protection of set laws and regulations.

#### OUR CORE VALUES

1. **Integrity and Honesty:** Integrity and honesty form the core of our daily decisions. We expect our members to uphold high standards of behavior and take personal responsibility for the decisions they make
2. **Transparency:** We believe that transparency builds trust. We are upfront and visible about decisions and actions we take
3. **Professionalism and Diligence:** We challenge and support our members to work to the highest industry standards. We honor our commitments and stakeholders' needs to the best of our ability
4. **Sustainable Practices:** We are committed to ensuring development serves human needs today while protecting the future of generations to come
5. **High Ethical Standards:** We conduct our daily operations in accordance with the highest ethical standards with full commitment to observance of applicable laws

KPDA supports the property development industry in the following ways:

- ❖ Improving the industry capacity and image by making it a pre-requisite for all members to sign the KPDA Code of Conduct;
- ❖ Promoting public policies that make it easier to do business;
- ❖ Hosting educational seminars on (amongst other themes) upcoming building technologies, legislation governing the industry and the provision of affordable housing;
- ❖ Working with government and private sector players to identify issues of mutual concern and jointly address them;
- ❖ Forging relationships between industry partners for positive collaboration;
- ❖ Providing forums where developers network not only with each other but also, potential business partners as well as local and international investors;
- ❖ Linking our members to new financing, marketing and project management opportunities;

## KPDA MANAGEMENT

The management of the Association lies in the KPDA Board of Directors who are elected into office every three years during the Association's Annual General Meetings.

The Association has a permanent secretariat managed by a Chief Executive Officer and is located at:  
Fatima Flats, Suite 4B  
Marcus Garvey Road off Argwings Kodhek Road, Kilimani Area  
**NAIROBI.**

KPDA also ensures it carries out its mandate through four (4) main committees:

1. **The KPDA Affordable Housing Task Force:** Clearly demonstrate what the government can do to encourage private sector investment in the affordable housing space in Kenya.
2. **The Institutional Strengthening Committee:** works to support the Board of Directors in the overall financial running of the Association.
3. **The Membership and Outreach Committee:** works to support the secretariat maintain active members as well as increase membership numbers.
4. **The Public Policy and Advocacy Committee:** provides strategic advocacy advice, counsel, and options to the Board of Directors.

## WHAT ARE SOME OF OUR MAJOR ACHIEVEMENTS?

### ❖ Public Appointments:

- i. **National Risk Assessment Nomination** - of KPDA CEO as a Liaison to the Proposed Money Laundering and Terrorist Financing National Risk Assessment Exercise under the National Treasury (April 2019)
- ii. **NACRA Special Subcommittee Nomination** - of KPDA Finance and Administrative Officer as a Member of the Special Subcommittee to Review the National Construction Research Agenda (NACRA) under the National Construction Authority (March 2019)
- iii. **NCA Board Member Appointment** - of current KPDA Chairman, Kenneth Luusa, to the Board of the National Construction Authority (NCA) under the Ministry for Transport, Infrastructure, Housing and Urban Development (gazetted on Friday 24<sup>th</sup> August 2018)
- iv. **Task Force Appointment** - of KPDA members David Gatimu of the KPDA Affordable Housing Task Force, Caroline Kihara of KCB and Esther Omulele of MMC Africa Law to the Task Force on Electronic Land Transactions, Registration, Conveyancing and other related activities under Land Registration Act, 2012; Land Act, 2012 and Community Land Act, 2016 (gazetted on 3<sup>rd</sup> August 2018)
- v. **Task Force Appointment** - of KPDA members of KPDA Board Director, Gikonyo Gitonga to the Special Committee on the Formulation and Development of the Construction Industry Policy
- vi. **Task Force Appointment** - of immediate Past Chair, Palkesh Shah and KPDA Board Director, Mucai Kunyiha to the Task Force for Investigations On Processing of Extension and Renewal of Leases Since 2010 under the Ministry of Lands and Physical Planning (gazetted 27<sup>th</sup> February 2017)
- vii. **Multi-Stakeholder Member** - of KPDA CEO Elizabeth Mwangi - Oluoch to the Housing Contact Group under the (former) Ministry of Land, Housing and Urban Development (4<sup>th</sup> November 2015)

### ❖ Engagement on Policy Reforms and Advocacy (through Collaborations) with:

- i. The Kenya Private Sector Alliance (KEPSA) - KPDA heads the Lands and Physical Planning Sector Board.
- ii. The Kenya Green Building Society (KGBS)
- iii. The Architectural Association of Kenya (AAK)
- iv. Kenya Federation of Master Builders (KFMB)
- v. Association of Construction Project Managers of Kenya (ACMK)
- vi. The Upperhill District Association (UHDA)
- vii. The National Construction Authority (NCA)
- viii. The Kenya Revenue Authority (KRA)
- ix. The Water Resources Authority (WRA)
- x. The National Buildings Inspectorate (NBI) and the
- xi. National Environment Management Authority (NEMA)

- ❖ **Information and Knowledge Sharing through:**
  - i. Focused research and analysis to inform sound policy analysis and public education (The KPDA Affordable Housing Report, June 2018);
  - ii. Consistent and informed release of data to our mailing list (of 1, 500 contacts) through our weekly published **KPDA Media Weekly Review Reports** and our quarterly e-newsletter, *The Developer's Digest*;
  - iii. Regular analysis of the Nairobi City County Government Building Permitting Approvals.
- ❖ **Events and Networking Opportunities:**
  - i. Successful organizing of at least 2 professional networking and educating events every quarter with an attendance average of between 80pax to 120pax;
  - ii. Participate as an expert speaker in networking events and professional development courses;
  - iii. Opportunity for KPDA Members to sponsor networking events and have access to the database of guests;
  - iv. Leverage on KPDA collaboration with other BMOs (and international event organizing companies) to access discounted rates of 15 - 20% to international and local partner events.
- ❖ KPDA continues to have a very close working relationship with the Ministry for Housing through the State Department for Housing, Urban Development and Public Works. Both players are working closely together in the achievement of the Big 4 Housing Agenda to build 500, 000 affordable homes by 2020.
- ❖ Contributes to the excellence within the industry through the promotion of world-class practice standards and sector-specific educational programs;
- ❖ Demonstrated our commitment towards Kenya having a sustainable, green environment by our continued collaboration with the UN Habitat and the Kenya Green Building Society; and
- ❖ Our collaboration with significant market players in the establishment of the National REITs Association which will ensure the smooth implementation of REITs in Kenya as well market REITs to encourage foreign investment in the Kenyan property market.

**KPDA IS A MEMBER OF;**



*The Kenya Private Sector Alliance (KEPSA)*



*The REITs Association of Kenya*



*The Joint Building and Construction Council*

## WHY JOIN THE KPDA FAMILY?

KPDA's current membership is a diverse make up of all industry players including property development firms, real estate agents and managers, professional firms, industry suppliers, government agencies, institutional investors and managers and financial institutions who are based both in Kenya and globally. Principally, KPDA champions the interests of the industry to ensure a better business environment.

### CATEGORIES OF MEMBERSHIP:

#### 1. PLATINUM MEMBERSHIP (OPEN TO DEVELOPERS AND NON-DEVELOPERS)

These members are property development firms, real estate agents and managers, professional firms, industry suppliers, government agencies, institutional investors and managers and financial institutions.

##### Specific Benefits of Platinum Membership:

- ♣ 15% discount on sponsorship opportunities for all KPDA events and 10% discount on select advertising platforms
- ♣ Appearance of member logo in the quarterly published e-newsletter (4 issues in the year).
- ♣ Preferential event ticket rates
- ♣ Appearance of logo in all issues of the KPDA Media Weekly Review Report
- ♣ Opportunity to put up one roll up banner at one event in the year at no cost (Terms & Conditions Apply)
- ♣ 20% preferential discount for sponsoring the Conference (Terms and Conditions Apply)
- ♣ Exposure to the local and international client base through listing in the KPDA website
- ♣ One on one introductions from KPDA to key decision makers of different companies in the membership
- ♣ Complimentary and interactive banner on the KPDA website
- ♣ Access to advocacy strength in numbers by serving on KPDA committees committed to working in the interests of the industry as a whole
- ♣ Free access to information on the latest issues affecting the industry, via regular publications, newsletters, media reports and research;
- ♣ Participate (both as a delegate or an expert speaker) in networking events and professional development courses at discounted rates
- ♣ Get access to a free ticket to one of the KPDA events
- ♣ Access discounted rates of 15 - 20% to KPDA international and local partner events
- ♣ Leverage on KPDA collaboration with other BMOs such as Architectural Association of Kenya (AAK), Kenya Green Building Society (KGBS), Kenya Federation of Master Builders (KFMB), Association of Construction Project Managers of Kenya (ACMK), National Construction Authority (NCA) on information and discounted rates to their events
- ♣ For property developer firms, your organization is eligible for election into the KPDA Board of Directors and may vote at any of the Association's general meetings
- ♣ Invitation to exclusive events

##### Registration Charges:

Registration Fees: Kshs. 29, 000

Annual Subscription: Kshs. 116, 000

**TOTAL: Kshs. 145, 000 (Inclusive of VAT)**

#### 2. CORPORATE MEMBERSHIP (OPEN TO DEVELOPERS ONLY)

This category of membership is open specifically to property development companies that are actively engaged in property development of either a residential, commercial or industrial nature.

##### Specific Benefits of Corporate Membership:

- ♣ Access to advocacy strength in numbers by serving on KPDA committees committed to working in the interests of the industry as a whole
- ♣ Eligibility for election into the KPDA Board of Directors and may vote at any of the Association's general meetings
- ♣ Exposure to the local and international client base through listing in the KPDA website
- ♣ One on one introductions from KPDA to key decision makers of different companies in the membership

- ♣ Free access to information on the latest issues affecting the industry, via regular publications, newsletters, media reports and research;
- ♣ Participate (both as a delegate or an expert speaker) in networking events and professional development courses at discounted rates
- ♣ Access discounted rates of 15 - 20% to KPDA international and local partner events
- ♣ Leverage on KPDA collaboration with other BMOs such as Architectural Association of Kenya (AAK), Kenya Green Building Society (KGBS), Kenya Federation of Master Builders (KFMB), Association of Construction Project Managers of Kenya (ACMK), National Construction Authority (NCA) on information and discounted rates to their events

**Registration Charges:**

Registration Fees: Kshs. 13, 920

Annual Subscription: Kshs. 32, 480

**TOTAL: KSHS. 46, 400 (Inclusive of VAT)**

**3. ASSOCIATE GOLD MEMBERSHIP (OPEN TO DEVELOPERS AND NON-DEVELOPERS)**

These members are made up of real estate agents and managers, professional firms, industry suppliers, government agencies, institutional investors and managers and financial institutions.

**Specific Benefits of Associate Membership**

- ♣ Exposure to the local and international client base through listing in the KPDA website
- ♣ Preferential event rates
- ♣ Appearance of logo in 5 issues of the KPDA Media Weekly Review Report
- ♣ Access to advocacy strength in numbers by serving on KPDA committees committed to working in the interests of the industry as a whole
- ♣ One on one introductions from KPDA to key decision makers of different companies in the membership
- ♣ Free access to information on the latest issues affecting the industry, via regular publications, newsletters, media reports and research;
- ♣ Participate (both as a delegate or an expert speaker) in networking events and professional development courses at discounted rates
- ♣ Access discounted rates of 15 - 20% to KPDA international and local partner events
- ♣ Leverage on KPDA collaboration with other BMOs such as Architectural Association of Kenya (AAK), Kenya Green Building Society (KGBS), Kenya Federation of Master Builders (KFMB), Association of Construction Project Managers of Kenya (ACMK), National Construction Authority (NCA) on information and discounted rates to their events
- ♣ In select cases, eligibility for nomination as a Special Director to the KPDA Board of Directors.

**Registration Charges;**

Registration Fees: Kshs. 29, 000

Annual Subscription: Kshs. 52, 200

**TOTAL: KSHS.81, 200 (Inclusive of VAT)**

**4. ASSOCIATE SILVER MEMBERSHIP (OPEN TO DEVELOPERS AND NON-DEVELOPERS)**

These members are made up of real estate agents and managers, professional firms, industry suppliers, government agencies, institutional investors and managers and financial institutions.

**Specific Benefits of Associate Silver Membership**

- ♣ Access to advocacy strength in numbers by serving on KPDA committees committed to working in the interests of the industry as a whole
- ♣ Exposure to the local and international client base through listing in the KPDA website
- ♣ Free access to information on the latest issues affecting the industry, via regular publications, newsletters, media reports and research;
- ♣ Participate (both as a delegate or an expert speaker) in networking events and professional development courses at discounted rates
- ♣ Access discounted rates of 15 - 20% to KPDA international and local partner events
- ♣ Leverage on KPDA collaboration with other BMOs such as Architectural Association of Kenya (AAK), Kenya Green Building Society (KGBS), Kenya Federation of Master Builders (KFMB), Association of Construction Project Managers of Kenya (ACMK), National Construction Authority (NCA) on information and discounted rates to their events
- ♣ In select cases, eligibility for nomination as a Special Director to the KPDA Board of Directors.

**Registration Charges:**

Registration Fees: Kshs.20, 300

Annual Subscription: Kshs. 37, 700

**TOTAL: KSHS. 58, 000 (Inclusive of VAT)****5. ASSOCIATE BRONZE (OPEN TO DEVELOPERS AND NON-DEVELOPERS)**

These are individuals in the real estate industry. This category does not include individuals with registered companies.

**Specific Benefits of Associate Bronze Membership**

- ♣ Access to advocacy strength in numbers by serving on KPDA committees committed to working in the interests of the industry as a whole
- ♣ Exposure to the local and international client base through listing in the KPDA website
- ♣ Free access to information on the latest issues affecting the industry, via regular publications, newsletters, media reports and research;
- ♣ Participate in networking events and professional development courses at discounted rates
- ♣ Leverage on KPDA collaboration with other BMOs such as Architectural Association of Kenya (AAK), Kenya Green Building Society (KGBS), Kenya Federation of Master Builders (KFMB), Association of Construction Project Managers of Kenya (ACMK), National Construction Authority (NCA) on information and discounted rates to their events

**Registration Charges:**

Registration Fees: Kshs. 5, 800

Annual Subscription: Kshs. 11, 600

**TOTAL: KSHS. 17, 400 (Inclusive of VAT)****MEMBERSHIP ADMISSION REQUIREMENTS**

In order to join KPDA, the following should be submitted to the KPDA Secretariat:

- 1) Fill the KPDA Membership Application Form and sign the KPDA Code of Conduct;
- 2) Attach a copy of your company's Certificate of Registration or Incorporation;
- 3) Attach a copy of your company's KRA PIN Certificate and;
- 4) Make the relevant payment

- ♣ **NO CASH PAYMENTS ALLOWED.**

- ♣ Cheques are payable to **Kenya Property Developers Association** or **KPDA**.

- ♣ You may also pay using **MPESA** through the **KPDA Pay Bill Number 172569**. (Account Number - First word of your company name e.g. 'Kenya' for Kenya Property Developers Association)

- ♣ **Bank deposits/transfers may be made to:**

Account: **Kenya Property Developers Association** or **KPDA**

NCBA Bank Kenya - Junction Branch

Branch Code: 07000

Account number: 1500340153

Swift Code: CBAFKENX

*Submission of membership registration documents may be made either physically or electronically.*

Kindly contact the secretariat through the telephone numbers **0725 286 689** or **0737 530 290** or via the email address [membership@kpda.or.ke](mailto:membership@kpda.or.ke).

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*Welcome to the KPDA Family!*