

## Panellist Profile

### Approved Professional Advisory Panel – Community Housing Futures

<b>Business Name</b>	Goodhouse Partners Pty Ltd		
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<b>Business Status</b>	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants		

#### Introduction Summary

Goodhouse Partners work with community housing providers, developers, governments, and private funders to realise social and affordable housing. We are proud to be part of the QShelter Community Housing Futures panel and being able to deliver on our vision: sustainable and affordable housing for every Australian.

The unique Goodhouse Model guides partners through the process of understanding housing and funding requirements, planning, and negotiating appropriate developments, and managing project delivery through to completion. Through market intelligence and enduring cross-sector partnerships. We connect people, places, and projects.

Our multi-disciplinary experts apply a depth of development experience, sector knowledge and commercial acumen to mitigate project risks, keep relationships on track, and achieve intended outcomes. We are different and get into the detail of every project together with our clients, working through possible challenges together and ensuring successful delivery of our client's objectives.

#### Sector Knowledge

We build winning teams by combining decades of experience and our desire to serve Community Housing Providers to help solve one of Australia's biggest challenges. Our team has an average of over 25 years of experience.

Members of the Goodhouse Partners team have led several projects across Australia and were part of the Team that designed the Defence Housing Australia's highly successful Sale & Leaseback Program. One of our team member was the Director in the Victorian Office of Housing, leading the asset management and project delivery activities including major redevelopment projects. As part of a consortium working with CHPs on the Victorian Big Housing Build Program, the team were highly successful in bringing projects to CHPs, with hundreds of homes having been approved. Locally, the team has worked with one of the leading community housing provider to submit numerous applications to the QLD Government's Housing Investment Fund.

Goodhouse Partners offers a unique setup of having a dedicated Advisory Board, providing expert guidance to ensure project success, as well as a wide network of experts to access specialist

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knowledge if and when needed. Our Leadership & Delivery team is with our clients the whole way, providing single points of contacts and building long lasting relationships.

Members of the Goodhouse Partners team serving on the boards of community service organisation, Banksia Gardens Community Services and a commercial architectural firm, Baumgart Clark Architects who are focused on serving the needs of governments and the community housing sector across multiple states.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
<b>Finance</b>	Yes	<p>SERVICES: developing finance structures, property &amp; development modeling to generate alternative commercial outcomes, financial modeling and analysis, project options analysis, innovative funding models incl. private sector funding and funding negotiations.</p> <p>EXPERIENCE: we worked with leading community housing provider to develop financing options for a large portfolio of new dwellings. This included investigating innovative funding models and developing strategies to reduce reliance on Government funding.</p>
<b>Business Planning</b>	Yes	<p>SERVICES: understanding government policy objectives; evaluating alignment with CHP's strategy; delivery approach development; stakeholder &amp; partnership management; board &amp; leadership advice &amp; direction setting; economic, social and environmental impact assessments and reporting; enterprise modelling; market intelligence and positioning; compliance advice and audits.</p> <p>EXPERIENCE: we worked with leading community housing provider to develop and plan the delivery of multiple project portfolio taking into consideration strategic delivery, and operational issues.</p>
<b>Property Development</b>	Yes	<p>SERVICES: project assessment, demand and supply evaluation, suburb profile creation &amp; analysis, project yield &amp; feasibility analysis, access to suitable sites &amp; developments, tender response preparation and business case creation, asset management plan creation, tenancy strategy development, creation &amp; execution of RFP process to secure finances.</p> <p>EXPERIENCE: Members of the team led several major property developments projects at both DHA and the Victorian housing department At DHA these included joint ventures in NSW, NT, and QLD. At the Victorian housing department, the projects included the Kensington (which also included a Place Management organisation structure), Carlton, and Westmeadows redevelopments as well as several development and major refurbishment projects.</p>

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<p><b>Risk Management</b></p>	<p>Yes</p>	<p><b>SERVICES:</b> compliance advice and audits, project risk and issues management, delivery risk assessment &amp; vendor due diligence, navigating CHP-internal governance and approval processes, community consultations, local council engagement &amp; service and experience design.</p> <p><b>EXPERIENCE:</b> In their roles at DHA and the Victorian housing department, members of the team were responsible for compliance and risk management for the portfolios and all aspects of program formulation and delivery. They were also part of a consulting team that reviewed processes at the Hong Kong Housing Department following the structural issues at a 30-story tower.</p>
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