

Panellist Profile

Approved Professional Advisory Panel – Community Housing Futures

Business Name	Hornsby & Co.		
Contact Name	Rachel Hornsby		
Contact Phone	0407 498 344	Contact Email	rachel@hornsbyco.com.au
Postal Address	7/23 Carlisle Ave, Balaclava, Victoria, 3183, Australia		
Business Status	<input type="checkbox"/> Individual consultant <input type="checkbox"/> Consultancy firm <input checked="" type="checkbox"/> Association/group of individual consultants		

Introduction Summary

Hornsby & Co. is a social and affordable housing consultancy. We have a deep understanding of how the community housing sector operates, the complexities associated with financial environment, and the challenges faced by the organisations operating in this space.

We have worked with community housing organisations across Australia and in New Zealand to help them understand and grow their existing capacity and capability.

Sector Knowledge

Rachel Hornsby, Director of Hornsby & Co. has first-hand experience of working in community housing organisations and at an executive level in local government. She brings this understanding to her consultancy to develop pragmatic solutions.

Rachel's knowledge of governance, property, and risk management is supplemented by financial and asset management specialists John Garimort and Callum Logan.

Together we work with community housing organisations to identify their strengths and the opportunities for improvement - whether that be in relation to governance, financing, property development, or asset management.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
Finance	Yes	We develop and deliver financial modelling and analysis for grant applications (State Government) and finance applications (NHFIC / Treasury). We can also review organisational finances and make recommendations to improve financial sustainability. Qualifications: Master of Science, Corporate Finance & Portfolio Management.
Business Planning	Yes	Hornsby & Co. has prepared business plans for community housing organisations. We have extensive experience in Executive management and planning. We have delivered workshops for the Board and

Panellist Profile

Approved Professional Advisory Panel – Community Housing Futures

		Executive to assess the business and set the strategic direction for the organisation.
Property Development	Yes	Hornsby & Co. works with community housing organisations to help them manage and grow their property portfolio. We have experience from the concept to the delivery of development projects. We also have detailed knowledge and experience in asset management and planning. Qualifications: Master of Property, RMIT University
Risk Management	Yes	Hornsby & Co. has first-hand and practical knowledge of risks in the sector, particularly when it comes to finance, property development, asset management, and governance. We have delivered risk workshops and focus on making sure risks are understood and appropriately mitigated across the organisation.