

Panellist Profile

Approved Professional Advisory Panel – Community Housing Futures

Business Name	McCullough Robertson Lawyers		
Contact Name	Ms Kristan Conlon		
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Business Status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants		

Introduction Summary

The McCullough Robertson Housing team is proud to partner with a diverse range of community housing organisations, as well as developers and sector leaders, acting as a trusted adviser in supporting a shared vision of helping address the housing crisis.

Bringing together and coordinating expertise across property, planning, corporate (including charities), tax, construction, finance, employment and safety, insurance, and intellectual property, our dedicated Housing team seamlessly delivers holistic and integrated services to ensure the most desirable outcomes are achieved.

Our specialist advisors are at the forefront of many significant developments designed to provide accommodation relief to the wider community, including pilot build-to-rent projects, QHIGI (including Housing Investment Fund and QuickStarts), and NDIS (including specialist disability accommodation).

Sector Knowledge

Our team of legal specialists have advised the community housing sector for over 20 years, acting for a number of CHOs since their inception across all aspects of their business, including growth strategies, policy development, restructures, regulatory challenges, employment issues, property acquisitions, tenancy management and more.

Our team are also involved in residential housing committees for relevant industry bodies including Property Council of Australia and Urban Development Institute of Australia, and work with peak bodies such as QShelter and CHIA.

We regularly publish and present on topical issues in the community housing space (including residential tenancies, Ministerial Infrastructure Designation, build-to-rent concessions and tax considerations), and regularly participate in roundtables, forums and other sector events to ensure that we remain across the quickly changing landscape and are able to assist our clients with pragmatic and commercial advice tailored to their needs.

This strong understanding of both our clients and their broader sector, developed over many years and cemented through a number of board and advisory roles, means that many of our team

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(including Kristan Conlon, Emile McPhee, Aaron Dahl and Dominic McGann) are trusted advisors to a number of CHOs.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
Finance	Yes	Our experienced finance team have significant experience across a range of financing options, including capital funding arrangements, grants, subsidies, shared equity models, corporate and working capital finance, project finance and property finance, and have assisted a number of CHOs to develop and implement financing strategies to unlock opportunities.
Business Planning	Yes	Our corporate and tax team are leaders in delivering strategic business planning advice to CHOs, assisting a number with corporate structuring advice, entity establishment, registrations and licensing (including ACNC) and restructuring. The team also provides specialised tax (including duty and GST) advice, corporate governance advice and guidance (including training) and assists in documenting strategic partnerships (including memoranda of understanding).
Property Development	Yes	Our property, planning, and construction teams are highly experienced in the community housing sector, having worked with a broad array of CHOs (including Tier 1 to Tier 3 providers), across all stages of property development from site identification and due diligence to tenancing. Having acted for CHOs on a number of signature transactions, they understand the risks and challenges involved and can ensure that these are addressed.
Risk Management	Yes	Our teams work seamlessly to effectively coordinate risk elements, ensuring comprehensive risk identification, management, and mitigation. Our unique insurance team, supported by AllegiantIRS and McR ESG, combines industry experience and legal knowledge to assess a wide range of risk factors impacting strategic plans, and can assist CHOs in understanding risks and ensuring that appropriate insurance cover is available.