

Panellist Profile

Approved Professional Advisory Panel – Community Housing Futures

Business Name	Sphere Company Ltd Pty		
Contact Name	Emilio Ferrer		
Contact Phone	0412 251 701	Contact Email	eferrer@sphere.com.au
Postal Address	16 Eveleigh Street, Redfern, New South Wales, 2016, Australia		
Business Status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants		

Introduction Summary

Sphere has extensive experience in developing financial models to assist community housing organisations meet the requirements of tenders and to approach banks to obtain finance. Sphere's models have been used successfully by many providers to win tenders, to obtain loans and to project the finances of organisations to estimate future leveraging potential. Sphere can assist providers to access finance from the NHFIC through the development of financial models which incorporate long-term cash flows, P&L, balance sheet, the calculation of financial ratios, sensitivity analysis, and planned future projects. Sphere is not only highly experienced in developing these financial models but also in dealing with financiers and understanding the requirements of housing providers.

Sector Knowledge

Sphere has extensive experience working in the housing sector. Sphere's clients have included: NSW: Bridge, BlueCHP, Compass, Hume, Argyle, St George, The Illawarra Housing Trust, Mission Australia Housing, Evolve, Link, HomesNorth, HousingPlus, UnitingCare, Marrickville Council, NSW Health (HASI Program), Department of Family and Community Services, Landcom, NSW Shelter, NSW Federation of Community Housing Associations. Victoria: HousingFirst. Queensland: Brisbane Housing Company, BlueCHP. South Australia: Junction Australia, Cornerstone, Community Housing Council, Department of Premier and Cabinet, Renewal SA. Western Australia: Foundation Housing. National: FaCSIA, National Shelter, National Regulatory System for Community Housing, Regional Development Australia, AHURI.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
Finance	Yes	Emilio Ferrer has over two decades experience in the public and private sectors in social policy, finance and economics. He has worked for 18 years in the public sector and between 2004 and 2008 he worked as a Senior Manager in the property division of the Macquarie Bank in Australia and the USA. His qualifications include: Master of Scientific Studies (Mathematics), University of New England, Thesis: Galois Theory. Master of Public Policy, University of Sydney, Thesis: Democratic Administration – Towards a

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		<p>More Legitimate Public Sector. Bachelor of Arts, Majors in Sociology and Computer Science, Macquarie University.</p> <p>Emilio is an experience modeller and data analyst in the policy areas of housing, health, aged care. His specific areas of expertise include:</p> <ul style="list-style-type: none"> - Financial modelling. - Social and Affordable Housing. - Property Development feasibilities. - Data analysis. - Building models to perform scenario planning
Business Planning	No	
Property Development	No	
Risk Management	No	