

# Panellist Profile

## Approved Professional Advisory Panel – Community Housing Futures

<b>Business Name</b>	Affordable Development Outcomes		
<b>Contact Name</b>	Kate Breen		
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<b>Postal Address</b>	2 John Street, Flemington 3031		
<b>Business Status</b>	<input checked="" type="checkbox"/> Individual consultant <input type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants		

### Introduction Summary

Affordable Development Outcomes delivers high quality, strategic advice to government agencies, community housing organisations ('CHOs') and property developers to support the realisation of social and affordable housing in our communities.

Our services include:

- Supporting CHOs and their financing partners to tender for and secure government funding and land.
- Developing site-specific Affordable Housing strategies to support successful planning approval that incorporates social and/or affordable housing.
- Working with CHOs to assess opportunities to develop their own land and secure government funding.
- Supporting other NFP sector owned land including local government land for social and/or affordable housing purposes, including assessing the development opportunities and the various ways in which a local government could release land to a CHO to develop.
- Providing advice to State and Local Governments on actions they can take to support the CHO sector to deliver.

### Sector Knowledge

Affordable Development Outcomes is led by Kate Breen, an affordable housing strategy expert with over 18 years of experience in affordable housing policy development, program management and delivery.

We bring a deep understanding of the policy and funding environment that underpins social and affordable housing delivery, and the roles and requirements of different organisations, including CHOs, to co-invest, deliver and manage outcomes.

I have a comprehensive understanding of affordable housing financing, delivery, ownership and management structures. We have extensive experience working within the planning system and supporting structuring of planning-negotiated affordable housing outcomes and working with CHOs to develop applications for government funding.

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Our work crosses over all aspects of residential development and social and affordable housing policy and delivery, including developing strategies for specific sites, structuring of permits and partner agreements.

Kate's experience includes working with smaller and larger CHOs and peak sector bodies.

Prior to establishing Affordable Development Outcomes, Kate worked in State Governments in Victoria and South Australia, including for the Victorian land development authority. We subsequently bring a deep understanding of government objectives and processes and property development to our work.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
<b>Finance</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	We have a sound understanding of development feasibility and the funding and financing elements that underpin the delivery of Social and Affordable Housing. Whilst we don't directly undertake feasibility studies or applications for finance, we work closely with other consultant partners to inform development feasibility assumptions and modelling that is required for funding applications. We have worked on a number of local government site assessments that include detailed feasibility studies.
<b>Business Planning</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	We can provide strategic advice to support business consideration of strategic opportunities to develop land and partner to realise social and affordable housing. We have worked with CHOs to consider funding and financing context and opportunities with regards to the organisation's goals and capacity and opportunities.
<b>Property Development</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>We bring experience in property development that we apply to managing initial land development due diligence processes to identify and assess the development potential of a site and to support applications for funding.</p> <p>This includes preparing project plans, managing the appointment and consideration of external consultancies, advising on parameters for development and supporting organisations to understand development feasibility options. We have support CHOs in the management of bid development which begins with a property assessment and the translation of this material into funding bids.</p>
<b>Risk analysis Management</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	We can provide advice on understanding and assessing risks as they relate to specific project opportunities

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<b>Partnership development</b>	<input checked="" type="checkbox"/> <b>Yes</b> <input type="checkbox"/> No	We understand the needs and objectives of different entities that are required to support the delivery of social and affordable housing, including CHOs, property developers, government funders and private financiers. We have experience in working with large consortia on funding applications and supporting the consideration and development of Joint Venture arrangements.
<b>Growth readiness assessments</b>	<input checked="" type="checkbox"/> <b>Yes</b> <input type="checkbox"/> No	Whilst we don't have specific experience in growth readiness assessments, we do provide advice in relation to specific site development opportunities that can enable a CHO to grow its portfolio.
<b>Strategic asset management</b>	<input type="checkbox"/> Yes <input type="checkbox"/> <b>No</b>	N/A
<b>Feasibility</b>	<input checked="" type="checkbox"/> <b>Yes</b> <input type="checkbox"/> No	We have a sound understanding of development feasibility and the funding and financing elements that underpin the delivery of Social and Affordable Housing. Whilst we don't directly undertake feasibility studies or applications for finance, we work closely with other consultant partners to inform development feasibility assumptions and modelling that is required for funding applications. We have worked on a number of local government site assessments that include detailed feasibility studies.
<b>NRSCH Registration</b>	<input type="checkbox"/> Yes <input type="checkbox"/> <b>No</b>	
<b>Other</b>	<input type="checkbox"/> Yes <input type="checkbox"/> <b>No</b>	