Panellist Profile

Approved Professional Advisory Panel – Community Housing Futures

Business Name	WHITE BOX ENTERPRISES LTD		
Contact Name	Mr Neil Gonsalvez		
Contact Phone	0491 647 191	Contact Email	neil@whiteboxenterprises.com.au
Postal Address	Level 1, 826 Ann Street, Fortitude Valley, QLD 4006		
Business Status	☐ Individual consultant ☒ Consultancy firm ☐ Association/group of individual consultants		

Introduction Summary

White Box Enterprises creates social enterprises and supports the social enterprise sector to reach Australians who experience entrenched disadvantage. To support the social enterprise sector, we provide Advisory, Property and Finance services.

Our Advisory team supports social enterprises and not for profits from ideation through to growth and expansion. Our team brings experience from social enterprise and top-tier strategy and operations consultancy to support clients in Business Planning, Financial Advisory, and Partnership Development.

We share our clients' commitment and passion for fuelling positive social change, working to find solutions to challenges, and helping organisations scale for impact.

Sector Knowledge

White Box is experienced in developing and operating property for social enterprise and community organisations across Queensland and Victoria.

Mark Daniels, White Box COO, has over 12 years' experience leading community housing organisations. Mark served for 9 years on the Board and as Deputy Chair of Unison Housing. He was directly involved in the organisation achieving Registered Community Housing Organisation status and oversaw the organisation's growth from 300 units to 2000 units owned. Mark also previously served as Inner North Housing Manager for Department of Human Services.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
Finance	☒Yes ☐No	Our Advisory team bring strong expertise in project and business finance, working with clients on business performance management, financial and cashflow modelling, business case development, risk assessment and due diligence.
Business Planning	☒Yes ☐ No	White Box Enterprises has a deep experience building and supporting social enterprises and not for profits. Since inception in 2019 White Box has successfully launched 4 large scale jobs focused social enterprises, enabling over 900 jobs for people shut out of mainstream employment. Our Advisory team supports organisations from ideation through to expansion, on strategy development, market research and analysis,

		business and service model design as well as business and project planning.
Property Development	☐ Yes ☒No	
Risk analysis Management	☐ Yes ☒No	
Partnership development	☒Yes ☐ No	White Box is experienced in developing and operating property for social enterprise and community organisations. To date we have enabled more than 10 social enterprises to access new properties through the creation of jobs hubs and facilitation of acquisitions by impactor investors. Our team supports organisations with property and site identification, partner identification and assessment and negotiating lease agreements. Our team have a proven track record in raising capital and supporting loan funding. Since its inception in 2019 White Box has raised over $50mil to support job creation projects.
Growth readiness assessments	☐ Yes ☒No	
Strategic asset management	☐ Yes ☒No	
Feasibility	☐ Yes ☒No	
NRSCH Registration	☐ Yes ☒No	

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Other	☐ Yes ☒ No	