

NHFIC Professional Advisory Services (Panel Member) page 1

Applicant's name:	Affordable Management Corporation ATF Affordable Housing Management Fund
Postal address:	GPO Box 888 Brisbane QLD 4001
Contact:	Steven Koman, Director, 0419 776 774, steve@amcnras.com.au
Business status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

Summary

(Application executive summary: why the applicant should be a Panel member, and be selected to assist CHOs apply for NHFIC a product)

Affordable Management Corporation ATF Affordable Housing Management Fund ("AMC") and its key Consultants have proven experience assisting and advising, a range of business enterprises and not profit enterprise including CHOs, with financial forecasting analysis, structuring advice, business and strategic planning, government funding and tender programs, not for profit and private Joint ventures deliver successful housing and other development projects.

These have resulting in long term benefits to key stakeholders including tenants, CHO, developers, investors, financiers and government.

The advice and services has resulted in large scale delivery of residential housing not only within AMC's role as a NRAS Approved Participant with approximately 2800 residential dwellings delivered in the Scheme worth an estimate \$1Billion plus.

The NRAS portfolio included some CHOs as development partners/stakeholders with different funding and ownership models.

AMC also provides consulting services to other NRAS approved participants including not for profits with over 840 NRAS.

In addition Key consultants over the last 30 years have also had various consulting roles in assisting clients with planning , structuring finance raising and delivery of a range of residential developments , including stand-alone housing, medium and high density residential, large scale mixed use developments, retirement living, disability housing and student accommodation

The key Consultants hold various other directorships and position across CHO, other not for profit organisations and for profit entities.

Sector knowledge

(Demonstrate understanding of CHOs' operating environment. Evidence will include, but not be limited to, providing consultancy services to CHOs)

The key consultants have an understanding of the CHO various objectives, operating models and challenges as well federal and state government funding programs including disability accommodation and the current housing market, economic and legislative challenges. Through the various roles they have undertaken as well as the consulting projects delivered.

Key deliverables to CHOs include

- *assistance with preparation of development and post development feasibilities*
- *advice on rationalisation of property portfolios*
- *assistance with presentations and applications for grants and funding to government*
- *review of funding/financing arrangements*

- *negotiation of joint venture opportunities*
- *Structuring advice*
- *Business plans and Strategic planning facilitation*

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> - <i>Preparation of financial forecasts including 3 way Balance sheet, Profit and Loss, and cash flow forecasts including development stage and post development</i> - <i>Return on investment analysis</i> - <i>Preparation of funding proposal on behalf of clients for a multitude of developments including, residential, commercial, affordable housing including NRAS and low cost housing, Disability housing, retirement living.</i> - <i>Advice on debit/equity and Joint venture models</i> - <i>Refinancing</i> - <i>Government funding and grant application</i> - <i>Structure advice</i>
Business planning	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> - <i>Preparation of Business plans and supporting documentation</i> - <i>Strategic Planning</i>
Property development	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> - <i>Debt & equity raisings for large development projects.</i> - <i>Direct investment in property development projects.</i> - <i>Taxation issues</i> - <i>Structures</i>

		- <i>feasibilities</i>
Risk management	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	- <i>N/A not specific</i>

Geography	ACT	NSW	NT	Qld.	SA	Tas.	Vic.	WA
Office?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Worked in?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Future work in?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>