

## Community Housing Industry Association: NHFIC Professional Advisory Services

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| <b>Panel Member:</b>   | Ernst & Young ( <b>Business Status:</b> Consultancy Firm)         |
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### Summary

EY are delighted to be a part of CHIA's Professional Advisory Services panel, supporting small to medium size CHPs in applying for NHFIC funding, utilising our uniquely placed expertise, including:

- Unrivalled breadth and depth of experience in the Social and Affordable Housing Sector
- Full service offering with deep technical expertise
- A national Housing team with experts across Australia

### Sector Knowledge

We believe that the provision of safe, secure and affordable accommodation is an essential foundation for achieving positive social and economic outcomes and that the social and affordable housing sector is under ever increasing pressure to deliver on that aspiration. These beliefs are demonstrated via our experience, including:

- Advising the Federal Government on the establishment and early phases of the **NRAS** and **representing over 35 bidders** in applying for NRAS funding in later phases of the scheme
- Advising the NSW Government on the design of the SAHF and on the first phase of procurement delivered by that fund. We then represented multiple bidders in SAHF Phase 2
- Working with a number of smaller Community Housing Organisations and new entrants, including in connection with navigating growth, and upgrading their registration status. We are currently advising a **Victorian Faith Based provider** on business planning for major planned growth
- Advising the Victorian Government for over two years on the design, development and roll out of the **Victorian Social Housing Growth Fund (VSHGF)**
- Supporting the Land and Housing Corporation in NSW with all phases of their **Communities Plus** program, from Business Case through to market engagement and transaction implementation
- Being part of the establishment of the **National Housing Finance and Investment Corporation**, by providing specialist advice, modelling and evidence to support Government decision-making regarding the implementation of the affordable housing bond aggregator
- Being appointed as liquidators of **Inanna Incorporated** – previously a registered CHP in the ACT – after it encountered governance, management and financial issues

Through this experience, we have gained a **market leading understanding of the sector** which has been formally recognised through a number of awards, including for our involvement in the SAHF (Advisory Excellence Award 2017).

### Skills

EY offers the full range of skills required for the support of CHPs, with demonstrated qualifications and a track record in consultancy for all the respective disciplines, including:

- **Finance:** cost modelling, financial modelling, financial structuring & pricing strategy, tendering including payment mechanism review and capital advisory including capital raising & fund structuring
- **Business Planning:** multi-disciplinary teams provide one-stop support for the full document, limiting value leakage and identifying all potential solutions to deliver upon the outcomes required
- **Property Development:** feasibility analysis & business case management, concept design, planning & delivery strategies, project health checks, process improvements and project monitoring
- **Risk Management:** risk and governance advisory using proven systems to manage the identification, qualification and costing of project risks as well as the monitoring and communication project risks

| <b>Geography</b> | ACT | NSW | <b>Geography</b> | ACT | NSW | <b>Geography</b> | ACT | NSW |
|------------------|-----|-----|------------------|-----|-----|------------------|-----|-----|
| Office?          | X   | X   | Office?          | X   | X   | Office?          | X   | X   |
| Worked in?       | X   | X   | Worked in?       | X   | X   | Worked in?       | X   | X   |