

NHFIC Professional Advisory Services (Panel Member) page 1

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Business status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

Summary

We support NHFIC's initiative to create a professional services advisory panel to support Community Housing Organisations (CHO's) via Community Housing Industry Association (CHIA).

The provision of housing diversity and affordability has been a long standing challenge across Australia and in particular New South Wales, with the market outpacing many purchasers and the rental market becoming increasingly unaffordable. In rural areas with a significant population of seasonal workers and workers on lower incomes, access to housing can become highly problematic. Local Governments are making headway into recognising and responding to these needs.

To date, existing mechanisms have struggled to address the growing demand for affordable housing, with intervention increasingly called upon from all levels of government. The issue will not be resolved through the simple approach of more housing supply. Instead, the focus needs to be on increasing the diversity of housing to reflect household budgets and partnering with the private and community housing provider sectors to leverage funding and encourage innovation.

Whilst the market dictates the need for housing diversity in theory, in practice, to incentivise the private market to deliver a diversity of housing product, there must be a series of push factors (regulation) and pull factors (incentives). For this reason, our value add to the panel is to provide CHO's understand the demand for various housing products in different areas to identify opportunities and constraints that may incentivise or impede the delivery of diverse and affordable housing. The second core value add is the development advisory which brings together a cross-section of backgrounds to every project including, economics, planning, valuation and development management.

The Director and Principals of HillPDA would be involved in the panel commencement until completion. This will assist in advising the panel on experiences, drawing together their expert knowledge in affordable housing mechanisms, affordable housing developments, financial modelling, affordable housing calculators and affordable housing policy.

Martin Hill developed the first affordable housing inclusionary zoning policy for Ultimo/Pymont in the 90s and has been advising various government organisations around Australia on affordable housing mechanisms. Martin has also sat on various advisory boards including the NSW Finance Round Table for Affordable Housing and the NSW Affordable Housing Taskforce. Martin also holds extensive experience developing and peer reviewing affordable housing calculators and implementation mechanisms across NSW Councils.

Elizabeth Griffith who is a Principal at HillPDA has had an extensive planning career including affordable housing studies over several decades. At HillPDA Elizabeth has been involved in a number of Housing Studies such as Waterloo Housing Estate and Bays Market District Site.

HillPDA has, and is continuing to provide planning and economic advisory services to Land and Housing Corporation (LAHC) and Families and Community Services (FACS) on Housing Portfolio Strategies, Communities Plus and the Social and Affordable Housing Fund. We have been undertaking critical market and planning studies that provide advice to government on the most appropriate housing typologies, bedroom mix, tenure options and mechanisms for calculating and delivering affordable housing contributions.

If awarded this panel position, HillPDA would plan to build on previous work undertaken as well as provide an "add value" insight into the affordable/ social housing policy and economic modelling capability. Our team has extensive knowledge advising CHO's, financial modelling, planning proposal, inclusionary zoning, calculating affordable housing contributions, and recommending implementation mechanisms through to delivery of affordable housing products.

Sector knowledge

HillPDA holds diverse and extensive professional experience relevant to this particular panel. Examples of relevant recent projects undertaken by HillPDA include the following:

- Willoughby Affordable Housing Discussion Paper - Willoughby City Council
- Evaluate alternative funding models for the delivery of Affordable Housing for various sites in the Willoughby LGA - Willoughby City Council
- Randwick Council - Kennington to Kingsford feasibility modelling for inclusionary zoning
- Affordable Housing Discussion Paper, Policy and Program - Northern Beaches Council
- Analysis of demand and advice on the most appropriate planning and delivery mechanisms for affordable housing on selected Sydney Metro station sites that achieve the best commercial outcomes for Sydney Metro – Transport NSW
- Independent expert consultant for the Social and Affordable Housing Fund (SAHF) - Family & Community Services
- Sydney Olympic Park Affordable Housing Impact on RLV - Sydney Olympic Park Authority
- City of Ryde Affordable Housing Study - City of Ryde
- City of Canada Bay Affordable Housing Program - City of Canada Bay
- Redfern Waterloo Student Housing Analysis – Urban Growth NSW

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>HillPDA Property Advisory and Valuations team set the industry standard in feasibility testing and communication of complex issues. The team offers:</p> <ul style="list-style-type: none"> ■ A strong research-based approach and application of industry endorsed proprietary software Estate Master, analysing development viability with all of the permutations required to generate profit and save time and money. ■ The sophistication of our retail, feasibility and econometric modelling tools that are widely acknowledged and respected by the industry. ■ An understanding of the intricacies of financial problems and the ability to communicate complex problems and matters in understandable terms. ■ Property valuation services that use best practice and contemporary financial valuation techniques and theory to ensure your valuation advice is accurate and relevant. ■ Our contacts in industry and understanding of commercial trends are second to none because of our no-conflict-of interest, independent status. <p>Services include:</p> <ul style="list-style-type: none"> ■ Development Feasibility Analysis ■ Market Research & Appraisal ■ Financial Modelling & Audit ■ Property Valuation ■ Portfolio Analysis (Feasibility) ■ Due Diligence ■ Project Governance & Delivery ■ Corporate Peer Review & Strategy ■ Board / Assessment Panels ■ Land Tax ■ Stamp Duty ■ Capital Gains ■ SMSF ■ Leasehold Interests ■ Rent Review

Business planning	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>The HillPDA Strategic Planning team have a reputation for accurate and robust reports, honest and independent advice, and innovative strategies and ideas.</p> <p>We offer our clients:</p> <ul style="list-style-type: none"> ■ planning solutions that integrate realism, commerciality, creativity and deliverability. ■ value add and tailored project solutions to meet our clients needs and exceed their expectations. ■ a collaborative partnership that ensures the process is enjoyable, solutions are customised and idea sharing is valued. ■ HillPDA combines its experience of working with government and private sector stakeholders along with its practical strategic and statutory experience to provide pragmatic and outcomes focused planning advice and policy solutions. <p>Services include:</p> <ul style="list-style-type: none"> ■ Developer Contributions Plans ■ Reviews of planning instruments ■ Land use policy ■ Development Control Plans ■ Housing strategies ■ Affordable housing studies ■ Social housing asset strategies ■ Reports for SEPP ■ Demographic analysis ■ Social infrastructure audits ■ Social impact assessments ■ Place making ■ Community engagement ■ Recreation and leisure studies ■ Employment land Strategies ■ Business impact assessments ■ Growth strategies ■ Rural land use strategies ■ Due diligence ■ Market analysis & strategic advice ■ Planning proposals & submissions
Property development	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>The HillPDA Property Development Advisory team have a reputation for quality work in feasibility modelling, market research and due diligence. Our team brings together a cross-section of backgrounds to every project including, economics, planning, valuation and development management.</p> <p>We can either lead the entire process from project concept through to practical completion or assist with specific project stages where our expertise is required.</p> <p>Services include:</p> <ul style="list-style-type: none"> ■ Development Feasibility Analysis ■ Market Research and Analysis ■ Financial Modelling, Forecasting & Audit ■ Feasibility template and chart of accounts cost centres ■ Standardise a Development Chart of Accounts ■ End of Month finance reporting ■ Property Valuation

