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Applicant's name:	Hornsby & Co.
Postal address:	2/33-37 Genista Street, San Remo, Victoria, 3925
Contact:	Rachel Hornsby, Director, ph. 0407 498 344, rachle@hornsbyco.com.au
Business status	☐ Individual consultant ☐ Consultancy firm ☒ Association/group of individual consultants

Summary

Hornsby & Co. is a boutique consultancy established in 2016 to provide support the community housing sector, government, and developers to deliver affordable housing policy and projects. Rachel Hornsby, Director Hornsby & Co. has extensive experience working with the community housing sector and has a Master of Property from RMIT University. See www.hornsbyco.com.au

Hornsby & Co. can provide support in relation to all four skill areas by bringing in specialist finance and risk management expertise in the form of Dr. John Garimort – a property and fund management professional. John has more than 30 years' experience in a variety of Real Estate roles in fund management, research and strategy. John works with Hornsby & Co. on a project by project basis and will be able to support CHOs with financial modelling, risk analysis and auditing.

Sector knowledge

Hornsby & Co. has provided consultancy services to Evolve Housing (bid coordination and tender writing), Launch Housing (bid submissions, grant applications), and The Haven Foundation (tender submissions). Hornsby & Co. has also provided consultancy services to several councils (Cardinia, Whittlesea, Maribyrnong, Stonnington, Moreland, and Darebin). Rachel has firsthand knowledge of the operating environment of community housing organisations.

Dr John Garimort, together with Hornsby & Co. provided support and expertise to The Haven Foundation in preparing their bid for Social Housing Growth Fund which required detailed financial modelling.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	☒ Yes ☐ No	John Garimort PHD Developed a complex Excel based model that forecast daily valuations for Unlisted Assets for unit pricing in superannuation funds: RMIT 2011-18 Master of Science, Double Major: Corporate Finance & Portfolio Management; CASS London 1994 Advised The Haven Foundation in the preparation of a bid for the Social Housing Growth Fund
Business planning	☒ Yes ☐ No	Rachel Hornsby Prepared business cases, and tender submissions for Evolve Housing, Launch Housing, and The Haven Foundation. Established partnership relationships between community housing organisations and local government and developers.
Property development	☒ Yes ☐ No	Rachel Hornsby Experience in EstateMaster (development feasibility) Liaised with Stockland and other developers to prepare Evolve Housing bids for significant Social and Affordable Housing opportunities Oversaw the urban planning and place making teams at City of Kingston.
Risk management	☒ Yes ☐ No	John Garimort CASS Business School Master's Degree: Majors in Corporate Finance and Portfolio Management Research Thesis on Real Estate Risk

Geography	ACT	NSW	NT	Qld.	SA	Tas.	Vic.	WA
Office?	☐	☐	☐	☐	☐	☐	☒	☐
Worked in?	☐	☒	☐	☐	☒	☒	☒	☐
Future work in?	☒	☒	☒	☒	☒	☒	☒	☒