

NHFIC Professional Advisory Services (Panel Member) page 1

Applicant's name:	Morrison Low Pty Limited
Postal address:	Level 1, 67-69 Regent St Chippendale NSW 2008
Contact:	Greg Smith +61 407 294 765 g.smith@morrisonlow.com
Business status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

Summary

Morrison Low has been supplying consulting services to the housing industry in Australia and New Zealand for more than five years. Morrison Low has built a body of work in consulting to the Community Housing Sector over this period of time, along with Local Government consulting in all the skill areas detailed in this EOI in both New Zealand and Australia for some 19 years.

Sector knowledge

A summary of services provided by Morrison Low:

1. Direct experience with the Registrar of Community Housing in registering two companies under the NRSCH.
2. Advice and guidance to a CHO on how it should structure its property investment activities.
3. Advice and guidance to a CHO on how it should engage as SHS provider in the Management Transfer tender.
4. Advice, guidance and financial modelling for a charity wishing to extend its activities into the NDIS.
5. Performance of an in-depth assessment of a community housing organisation. The assessment covered:
 - a. Strategy including governance
 - b. Probity
 - c. Management
 - d. Financial viability
 - e. Governance.
6. Preparation of a high-level risk management plan of the Family and Community Services Management Transfer tender. The purpose of the document was to identify the potential risks and benefits of the management transfer together with mitigation strategies which the organisation could use.
7. Haumaru Housing (Housing partnership between Auckland Council (Panuku Development) and Selwyn Foundation). Morrison Low was engaged from inception to help develop a new Business Plan, risk management and financial models, through to implementation of this housing project which involved the transfer of 1,412 older persons units from Council to a partnership model.
8. Morrison Low has an extensive track record of assisting organisations with undertaking a range of strategic business and operational planning research and development projects, in particular community facilities, infrastructure and other council commercial businesses. A specific commercial project was the research, business planning, financial modelling, risks, benefits and return analysis for Marina development project.
9. The two key consultants have worked for the two largest Tier 1 CHP's in NSW and have extensive experience in the skill areas of this EOI. In particular, the driving of property development opportunities including property investment strategies, financial modelling, investment, financing options and business planning in determining the most effective delivery structure.
10. Morrison Low has undertaken numerous projects involving the creation, management and delivery of project plans, and associated project management. These have involved the setting up of a council department and the required processes (Housing Project Office), the development of the Auckland Plan (a significant policy document), procurement exercises (a series of complex multi-phased projects with a contract value of over \$100M), financial modelling and analysis (\$200m marina development and associated business options), and infrastructure projects (development of a regional landfill).

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record						
Finance	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Morrison Low consultants have deep expertise in finance and financial modelling. Consultants are professionally qualified and members of professional associations. Morrison Low created a detailed financial model, analysis, Business Plan and structure that facilitated a partnership arrangement for the transfer of 1400 older persons units.</p> <p>Completed financial modelling and analysis for a large community service provided to assess adequacy of cashflow and equity to create a sustainable business of housing people with disabilities.</p> <p>Both the key Consultants have developed and undertaken comprehensive financial modelling and analysis of property development opportunities including financing negotiations with lending providers.</p> <p>Morrison Low has developed a long-term financial forecasting tool enabling organisations to determine their current financial sustainability and scenario test a range of assumptions of a 10 year period to ensure longer term viability.</p>						
Business planning	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Morrison Low is an expert in business planning having designed and implemented many corporate structures in the Not-for-profit and local government sectors.</p> <p>Morrison Low developed a comprehensive Business Plan for the creation of a partnership model for the management of 1400 older person units. We have completed business structure options analysis for property acquisition proposal for a NSW Tier 3 operator. Morrison Low has undertaken research, analysis and reported on the approaches and model options for the provision of sustainable community housing in New Zealand.</p> <p>We have also undertaken a business strategy options analysis in assisting a NSW disability service provider to prioritise their growth options including accommodation services and property development.</p> <p>In addition, Morrison Low has developed and reviewed a business plans for the NFP sector including a Sporting Trust, Council external Business operations and service units.</p>						
Property development	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Morrison Low has consulted to Councils in developing policy and structures for property developments. Morrison Low is currently working with a Tier 3 CHP in creating a prioritised property development strategy with a range of partnering and financing options. We have also facilitated the development of a property strategy for a property transfer with the community housing sector and reviewed the operation and management of a NSW metropolitan Councils' property portfolio.</p> <p>Both the key consultants have either developed or contributed to the development of property investment strategies, reports to Boards, delivery and management of property developments. This has also involved comprehensive option analysis and negotiations with lending authorities.</p>						
Risk management	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Morrison Low consultants are experts in designing and implementing risk management frameworks and matrix's including service level agreements and internal audit assessments.</p> <p>Morrison Low has developed a number of risk matrices for the analysis of benefits, risks and returns for the formation of Council-owned companies for commercial activities such as airports, property development, marina infrastructure and business operations, shared services and Council service delivery.</p> <p>We also have Procurement Plans incorporating the key risks associated with internal and external resources, managing the procurement process, design / build EOI and RFT document.</p> <p>Both key Consultants have contributed to the development and identification of property development risk matrices and specific items for the risk register and associated mitigation strategies / actions.</p>						
Geography	ACT	NSW	NT	Qld.	SA	Tas.	Vic.	WA
Office?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Worked in?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Future work in?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>