

NHFIC Professional Advisory Services (Panel Member) page 1

Applicant's name:	BlueCHP Limited
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Business status	Consultancy firm

Summary

BlueCHP's specialist teams in New South Wales and Queensland work with partners and clients across Australia to design and deliver large transformational housing projects. BlueCHP offers a full range of services from project inception to handover.

BlueCHP's dedicated team of property professionals provide financial modelling, finance structuring and development management services to bring transactions to life, providing a bridge between the commercial world, not-for-profit sector and government. BlueCHP focuses on excellence and embraces change, partnering with others to leverage our expertise to create more homes.

As a leading Tier 1 NRSCH registered Community Housing Provider in its own right, BlueCHP also deliver and retain affordable housing as part of their ongoing business operations, engaging local Community Housing Providers to manage the dwellings and engage with tenants. Since inception in 2008, BlueCHP has:

- utilised \$5 million in seed funding to deliver more than 1,700 homes,
- increased the supply of our partner organisations by 1,000 dwellings; and
- retained 750 homes worth over \$300 million.

Sector knowledge

BlueCHP was founded in 2008 to provide consulting services to our original five founding members, each a Community Housing Provider, enabling access to finance and development expertise to expand their portfolio of social and affordable housing. Since this time, BlueCHP's consulting activity has expanded these five members housing supply by 1,000 dwellings.

BlueCHP founding members included:

- Argyle Community Housing Ltd,
- Hume Community Housing Association Co Ltd,
- Southern Cross Community Housing,
- Wentworth Community Housing Ltd,
- Women's Housing Company.

BlueCHP became an independent Tier 1 CHP in 2016 and continues to provide consultancy services across Australia to the CHP and broader NFP sector including:

- Land and Housing Corporation (LAHC),
- Disability Services Australia (DSA),
- Burnie Brae Limited,
- Suncare Community Services,
- Compass Housing.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
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Finance	Yes	<p>Cash flow forecasting capabilities including the use of specific property financial modelling software 'EstateMaster' and familiar with the Microsoft Excel NHFIC financial model.</p> <p>Successfully financed:</p> <ul style="list-style-type: none"> • \$70m NHFIC funding, • \$55m Bank Australia, • \$35m Bank Australia.
Business planning	Yes	<p>BlueCHP provides business planning services to non-profit community housing providers specialising in property development.</p> <p>Consultancy services have included:</p> <ul style="list-style-type: none"> • Establishment of a Retirement Village and Seniors Housing Business Plan for a NFP Seniors Services organisation, • Strategy and Business Planning of Joint Venture Partnership for the delivery of a \$160 m disability housing development program inclusive of arranging the required \$160m debt facility.
Property development	Yes	<p>BlueCHP provides property development consultancy services utilising skilled staff with formal qualifications and extensive industry experience across:</p> <ul style="list-style-type: none"> • Due Diligence, • Acquisitions, • Divestments, • Development Feasibilities (Build & Sell), • Financial Modelling (Long Term Holding Projects), • Development Management, • Project Management, • Construction, • Planning, • Project Marketing, • Risk Management; and • Finance Structuring. <p>BlueCHP has successfully delivered in excess of 1,700 dwellings.</p>
Risk management	No	

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