

## NHFIC Professional Advisory Services (Panel Member) page 1

<b>Applicant's name:</b>	Social Scaffolding Pty Ltd
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<b>Business status</b>	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

### Summary

Social Scaffolding is an agile, consulting firm that has found a unique position in the market that enables us to build trusted relationships with our clients. This positioning is based on three key differentiators that you will experience when you work with us:

**1. Specialised not-for-profit consulting firm:** We focus purely on working with clients in the not-for-profit sector (including corporate and NFP partnerships) and have gained detailed knowledge and experience of the sector's opportunities and challenges.

**2. Senior team operating in a hands-on capacity:** Our team is comprised of experienced practitioners who work directly on solving client challenges. They are involved from the kick-off meeting, in all internal discussions and workshops, in the analysis and recommendation development, and on the final report writing and delivery. We treat our client challenges with utmost respect and do not hand-off the project leadership and responsibilities to junior team members

**3. Large consulting firm experience at realistic market rates:** Our team members have either worked for the Big 4 advisory firms, or managed Big 4 project teams on the client side. They are trained and experienced in their operating practices and frameworks, however, our rates are more realistic and aligned to the not-for-profit sector

Social Scaffolding has the necessary expertise and experience to support CHO's to prepare their financial modelling and loan application proposals. We have extensive experience working with Housing providers to support the financial modelling and partnerships necessary, combined with our networks and knowledge of the Qld market, our experience of working directly with CHO's shows we have a strong track record of enabling CHO's and NFP's to apply for funding and create partnerships.

### Sector knowledge

Our understanding of the CHO's operating environment is evidenced by the events we have convened in Brisbane to encourage participation and partnering across the Housing provider sector. Our work and reputation exposes our team to pockets of success, but little sharing of these stories with peers. By delivering partnering and information sessions – we expect more collaboration, partnering and ultimately more builds occurring in Qld. Cross sector partnerships we believe are the key to a major rollout of social housing construction. In addition, we Chair the Brisbane Alliance to End Homelessness (BAEH) Advisory Group, which is strongly attended by CHP's.

We have deep understanding of the CHO operating environments, specific to Qld. Our strong knowledge of the Qld market is a result of having worked with Tier 3 CHO's in metropolitan areas (including 2 large providers that work beyond CHP's focus), encompassing partnering with NFP's and the broader housing and homelessness service providers. Our specific consultancy services to CHOs includes:

- EOI submissions to State Govt. for Housing Construction Jobs Program (HCJP),
- partnership development across the CHO sector,
- Project planning, project management and financial modelling for application with development professionals, state government, local council and investors,
- Five year strategic planning; financial modelling and cash flow analysis,
- Organisational / Commercial due diligence for exploring market opportunities on behalf of CHO's.

In addition to working Qld Department of Public Works and Housing, we have strong connections with philanthropists and social impact investors interested in funding and supporting this work.

<b>Skills</b>	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
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Finance	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> <li>• Project and business financial modelling specific to CHO's as well as social impact investment projects</li> <li>• Fund raising from social impact investors, philanthropists and government</li> <li>• Financial risk analysis and key ratios and then presenting the financial modelling to stakeholders including board and executive teams</li> <li>• Commercial and financial due diligence for financing and business growth purposes</li> </ul>
Business planning	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> <li>• Project and business planning</li> <li>• Preparation of business cases and presenting to stakeholders</li> <li>• Facilitated introductions and partnerships between CHO's, funders, government and developers.</li> <li>• Organisational strategic planning – Board alignment; senior management planning and analysis; market opportunities; legal ramifications; financial forecasting</li> <li>• Market research – competitors; social enterprise opportunities</li> </ul>
Property development	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> <li>• Govt. EOI development and outcome facilitation for Dept. Housing &amp; Public Works – new social and affordable housing supply</li> <li>• Feasibility development and analysis + Project management</li> <li>• Knowledge of Ageing in Place and Universal Design principles and importance of mixed tenure with sustainable and accessible property design</li> </ul>
Risk management	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> <li>• Governance expertise and skilled at engaging with and informing NFP boards on projects, investment and risk (business, financial, policy, governance, key-person)</li> <li>• Recommendations on managing, monitoring and mitigating risk</li> <li>• All Social Scaffolding team members are either are or have been NFP board directors</li> </ul>

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