

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

<b>Applicant's name:</b>	BlueCHP Limited
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<b>Contact:</b>	George Giannes, Property Advisory & Development Manager, M: 0402 88 55 11 E: <a href="mailto:George.Giannes@BlueCHP.com.au">George.Giannes@BlueCHP.com.au</a>
<b>Business status</b>	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,
- Home in Place (formerly Compass Housing)

<b>Skills</b>	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"> <li>• \$70m NHFIC funding,</li> <li>• \$55m Bank Australia,</li> <li>• \$35m Bank Australia.</li> </ul>
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"> <li>• Growth Planning aligned to State Government initiatives</li> <li>• Detailed financial modelling and forecasting across operations and growth planning</li> <li>• Financial Structuring and Attraction modelling</li> </ul>
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"> <li>• Due Diligence,</li> <li>• Acquisitions,</li> <li>• Divestments,</li> <li>• Development Feasibilities (Build &amp; Sell),</li> <li>• Financial Modelling (Long Term Holding Projects),</li> <li>• Development Management,</li> <li>• Project Management,</li> <li>• Construction,</li> <li>• Planning,</li> <li>• Project Marketing,</li> <li>• Risk Management; and</li> <li>• Finance Structuring.</li> </ul> <p>BlueCHP has successfully delivered in excess of 1,700 dwellings.</p>
Risk management	Yes	BCL provides comprehensive risk assessment across Growth Planning, including finance, project and operational risk assessment

<b>Geography</b>	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 checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Future work in?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>