

Member Profile

Business Advisory (BA) Approved Supplier List – Community Housing Futures WA

Business Name	Affordable Development Outcomes
Contact Name	Kate Breen
Contact Phone	0452 260 955
Contact Email	Kate@adoutcomes.com.au
Postal Address	2 John Street FLEMINGTON, VIC 3011 Australia
Are you registered with Supply Nation?	☐ Yes ☒ No
Are you listed on the Aboriginal Business Directory WA ?	☐ Yes ☒ No

Regions covered

- | | | |
|---|---|------------------------------------|
| ☒ Statewide | ☐ Great Southern | ☐ Gascoyne |
| ☐ Perth Metropolitan | ☐ Wheatbelt | ☐ Pilbara |
| ☐ Peel | ☐ Goldfields-Esperance | ☐ Kimberley |
| ☐ South West | ☐ Mid West | |

Introduction Summary

Provide a brief overview of your organisation or practice, your approach to advisory services, and your experience relevant to the community housing sector.

Affordable Development Outcomes, led by Kate Breen, has nearly 20 years delivering high quality, strategic advice to government, community housing organisations and property developers to support the realisation of new social and affordable housing.

We are experts in developing organisational and site strategies, assessing land opportunities, applying planning system tools, securing funding, and supporting development of partnerships and delivery agreements.

Our services include:

- Supporting CHOs with strategic reviews of opportunities to grow.
- Working with CHOs to assess opportunities to develop their own land and work to secure government owned land or opportunities within developer projects.
- Supporting CHOs to tender for and secure government funding.
- Supporting partnering arrangements between landowners, developers and CHOs.

- Developing site-specific Affordable Housing strategies to support successful planning approval that incorporates social and affordable housing.
- Supporting assessment and application of NFP-sector owned land, including local government land for social and affordable housing purposes.
- Providing advice to State and Local Governments on actions they can take to support the CHO sector to deliver.
- Training for CHOs to support understanding of planning systems and partnering.

Kate is an experienced affordable housing expert, with a deep understanding of the policy, planning system and funding environment and the ingredients necessary to grow social housing.

Our experience includes working with smaller and larger CHOs and peak sector bodies. We bring a strong understanding of government objectives and processes and property development to our work.

Prior to establishing Affordable Development Outcomes, Kate worked in State Governments in Victoria and South Australia, including for the Victorian land development authority.

Sector Knowledge

Describe your knowledge of and experience working with the community housing sector, including any work with CHOs, ACHOs, ACCOs or related organisations in Western Australia.

Affordable Development Outcomes provides strategic advice to a range of organisations, including supporting community housing organisations to consider their unique circumstances and objectives, and to identify and pursue opportunities that are best suited and available to them to increase the supply of social and affordable housing.

We bring a sound understanding of the important role CHOs, ACHOs, ACCOs and others in the industry play, and the range of challenges in responding to social and affordable housing need.

We help community housing organisations to plan projects, partner and respond to opportunities for growth. This includes supporting Joint Venture arrangements with developers and securing government land and funding.

We have supported a number of community housing organisations to successfully secure funding, enter partnerships and secure and land development opportunities.

Important Notice: Inclusion on the BA Approved Supplier List register does not constitute an endorsement by Shelter WA or the CHFVA Program of any listed supplier, their services, or their performance. The Panel is a due diligence register only. All Panel members are assessed against the same criteria and are considered equally eligible.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
Finance Core Focus Area	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>
Business Planning Core Focus Area	☒ Yes ☐ No	Describe your relevant qualifications, experience and specific services you provide in this area. Affordable Development Outcomes provides strategic advice to a range of organisations, including community housing organisations, supporting them to consider their unique circumstances and objectives, and to identify and pursue opportunities that are best suited and available to increase the supply of social and affordable housing. Our business planning focus is particularly related to property development, partnering and tender submissions. We help community housing organisations to develop clear project plans that provide a pathway for organisations to follow from site identification and analysis through to funding applications and delivery. We have developed guidance and training for community housing organisations relating to planning system and local government land development opportunities, helping to build sector capacity to partner and deliver.
Asset Management Core Focus Area	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>
Risk Management Core Focus Area	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>

Partnership Development	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Partnering is a critical component for community housing organisations wanting to deliver new social and affordable housing – whether it with a Council for land, the State or Commonwealth for funding, or financiers and developers. We work across government, private sector and NFP industries which means we bring a deep understanding of each entities drivers, role and requirements to partner. We have supported development of partnering arrangements, including Special Purpose Vehicles as joint venture partnership models involving community housing organisations.
Internal Capability Uplift	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>
Feasibility	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We have a sound understanding of development feasibility and the funding and financing elements that underpin the delivery of social and affordable housing. Whilst we don't directly undertake feasibility studies or applications for finance, our insights inform development feasibility assumptions and modelling that is required for funding applications. We have worked on several site assessments that include detailed feasibility studies and that led to successful funding and financing applications.
Registration Assistance	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We understand that registering as a community housing provider requires organisations to have a solid set of governance, policies and procedures in place.

		We bring strong project management capabilities that ensure all steps of the registration process are identified early and processes and timelines put in place to ensure timely progress towards registration. We can assist organisations to develop best-practice operating policies that demonstrate regulatory compliance, or to identify and manage other suitable consultants for specialised policy areas. Critical is ensuring policies and regulatory compliance is practical and able to be readily translated into practice.
Other	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Property due diligence and development options We bring property development experience, particularly early site due diligence processes, to support community housing organisations and other entities to identify and assess the development potential of a site, and to support subsequent applications for funding. This includes preparing project plans, managing the appointment and consideration of external consultancies, advising on parameters for development and supporting organisations to understand development feasibility options. We can support CHOs in the management of bid development which begins with a property assessment and the translation of this material into funding bids.

Cultural Safety

Describe your experience and capability in culturally safe engagement, particularly when working with Aboriginal and Torres Strait Islander organisations and communities. Note any relevant training completed.

Whilst I have not worked directly with Aboriginal community organisations, I have a deep respect for First Nations right to self-determination and understand from my experience growing up in the Northern Territory, that there are deep cultural practices and authorities that require respect and consideration when engaging. I commit to enhancing my knowledge and practice of culturally safe engagement and to walk with communities and organisations, supporting their self determination and growth with respect.



Questions? Contact the BA Program Team: team@chfwa.org.au | 0475 409 667 | chfwa.org.au