

Member Profile

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

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Are you registered with Supply Nation?	☐ Yes ☒ No
Are you listed on the Aboriginal Business Directory WA ?	☐ Yes ☒ No

Regions covered

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| ☒ 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.

We offer a suite of strategic and business planning services to the public, private and not for profit sector including CHP's and ACHO's. We have assisted dozens of organisations to develop both strategic plans and supporting business plans to execute their strategies. We are highly skilled at working with developing and emerging not for profits to develop fit for purpose business plans and have worked with them to undertake comprehensive business and service implementation planning processes.

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.

Elysian Consulting is a highly experienced consulting firm skilled at providing advice to the not for profit sector to create additional value in their strategy, people and operations. We have

extensive experience providing a range of strategic advisory, business planning, organisation performance and capability development services. With a strong focus on housing and related economic development, we are highly active in providing strategic advice on housing and regional development issues to Governments, not for profits, Aboriginal corporations, and private sector companies across Australia. We have advised Housing Australia, Indigenous Business Australia, Western Australian Government Agencies, Local Governments and Regional Development Commissions on options to increase social and affordable housing supply, improve housing market responsiveness and to stimulate housing investment opportunities. We have also advised publicly listed companies, private sector builders and developers on opportunities to partner with the Community Housing sector to increase affordable housing supply. With a comprehensive knowledge of the Western Australian housing, policy frameworks and drivers for residential housing development, we have a strong track record of supporting our clients to attract investment in and to deliver social and affordable housing projects. We have worked with clients to progress proposals through gateway investment processes, negotiating with partners to attract funding and have supported them through the execution and delivery phase of the projects. With an extensive network of contacts across the affordable housing, Government, not for profit and business sectors we are skilled at supporting our clients to unlock value with multiple partners. We have provided strategic support and advice to Tier 1, 2 and 3 registered Community Housing Providers, homelessness and other related housing support service providers, Aboriginal Community Housing Providers, unregistered housing providers and aged care providers and other parties interested in moving into or establishing community housing entities. We have ongoing engagements to provide strategy, business development and operational management advice to registered Community Housing Organisations and Aboriginal Community Housing Organisations across Western Australia and the Northern Territory and are supporting organisations to prepare for, seek and achieve Community Housing Registration. Our advice and support have been critical in the establishment of social and affordable housing projects and enabling our clients to operate sustainable not for profit business models. Through our extensive sector knowledge and the experience of our staff in delivering social housing services and projects, we have supported a number of providers to achieve community housing registration and to successfully implement improved governance, housing and asset management practices. Operating throughout metropolitan, regional and remote Australia, our work with these organisations provides valuable insights and current understanding of the

challenges, opportunities and capacities required to sustainably deliver and manage affordable housing services across Western Australia

Important Notice: Inclusion on the BA Approved Supplier List register does not constitute an endorsement by Shelter WA or the CHFWA 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> We have comprehensive experience working with CHP's, ACCO's and ACHO's in developing and assessing investment proposals for social and affordable housing. In partnership with Indigenous Business Australia we developed a Residential Housing Development Program that supports ACCO's and ACHO's to develop and deliver residential housing development proposals. This involved actively working with the Organisations to develop project feasibilities and to prepare and structure funding and financing proposals for private sector and government supported funders and financiers. In addition we have supported CHO's across WA and the NT to secure funding and financing for social and affordable housing projects.
Business Planning Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We offer a suite of strategic and business planning services to the public, private and not for profit sector including CHP's and ACHO's. We have assisted dozens of

		organisations to develop both strategic plans and supporting business plans to execute their strategies. We are highly skilled at working with developing and emerging not for profits to develop fit for purpose business plans and have worked with them to undertake comprehensive business and service implementation planning processes.
Asset Management Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We have a strong history of working with CHP's to develop and implement fit for purpose asset management plans and practices that optimise the long term performance of their assets. We have worked with clients to prepare strategic asset management plans to meet registration requirements and to develop comprehensive asset management policies and procedures to adapt to significant portfolio growth. We have extensive experience assessing asset portfolio performance and in supporting clients to build long term asset investment and maintenance plans to maintain high quality portfolios.
Risk Management Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We have a successful track record of working with CHP's and ACCO's to develop Operational risk management plans consistent with the international standard (ISO31000) across all of their operations and activities. We have facilitated risk management workshops to support organisations to identify, assess and develop strategies to mitigate key business and operational risks. We are highly skilled in working with CHP's and ACCOs to increase awareness and understanding of their business risks and to develop strategies to mitigate and manage risks to their organisation, clients and staff. In

		addition to broader organisational risk management, we have also worked closely with a number of clients to develop specific project or program risk management plans to identify, mitigate and manage key project or program risks.
Partnership Development	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Our team has extensive experience in developing and managing collaborative partnerships for mutual benefit. We have supported a number of not for profit and CHP clients to negotiate collaborative partnership arrangements for the delivery of social housing projects and programs. In previous roles, our team has been at the forefront of negotiating complex commercial joint venture partnerships between the State Government and major land developers and builders and we are very experienced in negotiating and managing these partnerships to deliver both social and commercial outcomes.
Internal Capability Uplift	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We have a demonstrated history of working successfully alongside our CHP and ACCO clients to build organisational capacity and to strengthen operational performance. Our approach is designed to align our efforts with the specific business requirements and capabilities of our clients. We ensure that we transfer knowledge and embed capability and capacity in the organisation to enhance sustainability and organisational systems. Key areas of focus are enhancing governance and decision making, improving leadership,

		operational management and strengthening organisational systems.
Feasibility	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We have worked with a variety of CHP's and ACCO's across Australia to conduct feasibility analysis and assess investment proposals for social and affordable housing projects. We have worked with clients to prepare funding and investment proposals to State and Federal governments funding and financing bodies and to successfully secure private sector finance through banks. Our long term understanding of the owning and managing social and affordable housing and our relationships with land developers and builders provides us with the unique ability to support our clients to prepare project feasibilities that are robust and informed by actual short and long term capital delivery and operating costs.
Registration Assistance	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We have extensive understanding of the NRSCH requirements. Our Managing Director, while a senior Executive in the Department of Housing, oversaw and led the establishment of the Community Housing Regulatory Framework in Western Australia and has a deep understanding of the foundations for the national regulatory system. We have been able to support a number of clients to successfully obtain or upgrade their registration status in Western Australia and we are often sort out by providers to support them to address recommendations identified as part of their annual regulatory reviews.
Other	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>

		Governance and leadership. We have extensive history of working with CHP's and NFP's to strengthen their organisational governance and to enhance their leadership capacity. We have delivered a range of governance training initiatives and supported organisations to build stronger governance practices and processes. In addition, we are often called upon to provide targeted leadership development and advice to CEO's and Boards across the Not for Profit sector.
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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.

We recognise the diversity of First Nations culture across the nation and have an excellent track record of working in a culturally responsive manner to meet the needs of our clients. We recognise that the unique cultural governance, authority and protocol arrangements will exist across Western Australia and having regard to these considerations will be critical to supporting the development of viable and sustainable Aboriginal Community Housing Organisations across the State. When working with First Nations clients we ensure that our organisational engagement approach is informed and guided by the preferences and cultural protocols and practices of our client. We work with the organisational leaders (CEO or Chair) to determine the most appropriate engagement and consultation approaches based on their current and historical circumstances, local cultural protocols and cultural authority, and the representative/membership structure of the organisation. Utilising high levels of flexibility and adapting our communication and engagement styles to meet the organisation where it is at, enables us to establish a solid platform for collaboration and working together. Having worked with both Traditional Owner Groups (Native Title Holders) and ACCO's we understand the need to balance recognition of cultural protocols within the organisation and within the broader community and operating context. We work with senior leaders, including elders where appropriate, to understand organisational and community priorities and to ensure our engagement, assessment and advisory activities take into account local cultural considerations. We also recognise historical contexts for consultation and engagement processes and will work with clients to design processes and engagement methodologies that

ensure cultural safety and enable active and full participation by community members. This may involve adapting the way we engage to respond to local cultural protocols or working with local community members to facilitate discussions and engagement with those less able or willing to engage. We also ensure we are attuned to local conditions ensuring that we are aware of and adapt to local community disruptions and events. We recognise the unique challenges faced by ACCO's and the broader expectations placed on them, and their leaders, to respond to urgent issues in their community – whether this be a cultural matter, family issue or local events/disasters. By staying attune to the broader environment and ensuring we offer a flexible and adaptive service, we place our client needs as a priority and ensure that our engagement (contracted service) responds to their circumstances and capacity to extract maximum benefit.

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