

Member Profile

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

Business Name	Sasky Consulting
Contact Name	Sean Kelly
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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

- | | | |
|---|---|------------------------------------|
| ☒ 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.

Sasky Consulting provides project and business financial modelling and risk analysis for community housing organisations. Principal Consultant Sean Kelly has direct experience across large registered CHO portfolios: as State Manager at Community Housing Limited (Tier 1), he held accountability for a \$300M asset portfolio and \$15M annual turnover including P&L oversight and NRSCH financial performance reporting. At Bethanie Housing Limited, he carried full P&L responsibility across \$5M operational and \$15M project budgets with direct Board reporting. Through Sasky Consulting, Sean has developed financial models underpinning eight successful HAFF applications for developments ranging from \$5M to \$200M+, including funding mix analysis, financial risk assessment, and regulatory financial ratio review. He has advised multiple providers on the financial metrics assessed under NRSCH performance monitoring. Services offered include: project and business financial modelling; financial feasibility analysis; HAFF and capital grant application financial workbooks; regulatory financial performance review; and risk-adjusted financial scenario modelling for growth strategy.

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.

Sasky Consulting's combined team brings current, comprehensive knowledge of the WA and broader Australian community housing operating environment, with particular depth across the ACCO and ACHO space that reflects the program's client base. Sean Kelly has held executive accountability within two Tier 1 registered CHOs, designed sector policy and compliance frameworks at the Housing Authority, and advised organisations at every stage of the registration and growth pathway. He understands the regulatory architecture across NRSCH and WA state registration, and has current working knowledge of HAFF, National Housing Accord, and Housing Australia investment frameworks. He has worked directly with Aboriginal housing organisations in the Pilbara, Kimberley, and metropolitan Perth. Andrew Denniss brings depth that is specifically relevant to ACHOs and remote housing environments. His work with Tangentyere Council on the Alice Springs Town Camps transition is direct, sustained engagement with an ACCO holding significant cultural and governance authority. He understands the governance, land tenure, and community authority complexities that distinguish Aboriginal community housing from mainstream CHO operations, and brings a practitioner's understanding of service delivery in remote and regional settings that complements Sean's strategic and regulatory expertise.

Important Notice: Inclusion on the BA Approved Supplier List register does not constitute an endorsement by Shelter WA or the CHFPA 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	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Sasky Consulting has extensive experience preparing strategic and project business plans for registered CHOs, Aboriginal housing organisations, and aspiring providers. Sean Kelly developed the 10-year growth strategy at Bethanie Housing that secured Board approval and underpinned Tier 1 reclassification under NRSCH. At Community Housing Limited, he developed multi-year

		operational and growth plans and structured Build-to-Rent development partnerships generating a 5,000–7,000 dwelling pipeline. Through Sasky Consulting, Sean has developed housing strategies for MercyCare (NRSCH registration strategy), Mosaic Community Care (disability housing strategy and development pathway), and Gumala Trust (organisational strategy and capacity building). Senior associate Andrew Denniss brings additional depth in program-level business planning and new service establishment, including program design and budget accountability for new initiatives across community housing and community services organisations. Services offered include: strategic business plans and growth strategies; project business cases; partnership and joint venture frameworks; performance monitoring framework development; and business plans aligned to NRSCH and state regulatory requirements.
Asset Management Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Sasky Consulting provides strategic asset management advisory across community housing portfolios of varying scale and complexity. Sean Kelly created a long-term strategic asset management system at Bethanie Housing that extended the portfolio's economic life by 15 years. At Community Housing Limited, he oversaw a \$300M asset portfolio across metropolitan, regional, and remote Western Australia. At the Housing Authority of Western Australia, he led components of a \$500M Key Worker Housing portfolio covering strategic asset planning, capital allocation, and contract performance monitoring. Senior associate Andrew Denniss brings significant operational asset management experience: at Brisbane Housing Company he managed end-to-end portfolio performance as the portfolio grew from 500 to 1,500 properties; at Community Housing Central Australia as COO he oversaw the transfer of 100 government properties and the acquisition of four development sites; and at William Sutton Housing Association in the UK he managed a 2,800-property portfolio with full repairs, maintenance, and lifecycle responsibility. Services offered include: Strategic Asset Management Plan (SAMP) development and review; lifecycle analysis and

		capital planning; portfolio performance assessment; asset strategy for growth-phase organisations; and operational readiness for asset transfers.
Risk Management Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Sasky Consulting provides risk management advisory grounded in direct executive accountability within registered CHOs. Sean Kelly held full NRSCH compliance responsibility at Community Housing Limited including audit outcomes, risk frameworks, and performance reporting. At Bethanie Housing, he implemented Business Continuity systems adopted across the broader Bethanie Group and reported directly to the Board on risk and performance. At the Housing Authority, he managed procurement and contract risk for major state housing programs. Andrew Denniss brings complementary risk management experience across complex, multi-program service environments including transitional housing, intensive housing support, and disability and youth services — including managing organisational risk through significant structural transitions such as the Alice Springs Town Camps transfer. Services offered include: risk framework development and review; governance and Board-level risk reporting design; compliance gap analysis against NRSCH and state regulatory requirements; risk management plan preparation for registration applications; and business continuity planning.

Partnership Development	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Sean Kelly has directly structured strategic housing partnerships at scale, including Build-to-Rent development partnerships at Community Housing Limited and the coordination of a multi-agency HAFF submission securing approximately 20% of national Round 1 funding for Western Australia. Through Sasky Consulting, he has advised multiple organisations on partnership structures, MOUs, and joint venture frameworks for housing development and service delivery. Andrew Denniss brings particular depth in partnership development with Aboriginal community-controlled organisations. He was centrally involved in supporting negotiations between Community Housing Central Australia and Tangentyere Council for the transition of Alice Springs Town Camps to a community housing model — a complex multi-party process requiring sustained, respectful engagement with an ACCO holding significant cultural and governance authority over the communities affected. He also co-founded the 'Under 1 Roof' homelessness collaboration in Brisbane, a coordinated intake and case management model built through multi-agency partnership. Services offered include: strategic partnership design and structuring; MOU and joint venture framework development; partnership feasibility assessment; community engagement facilitation; and inter-agency collaboration framework development.
Internal Capability Uplift	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Building the internal capability of emerging and aspiring community housing providers is a central service of Sasky Consulting. Sean Kelly has delivered capability building for Gumala Trust, guided MercyCare through NRSCH registration by building internal governance and compliance capability, and conducted governance and policy reviews for St Vincent de Paul Society Housing. He

		is currently engaged as a Growth Readiness Assessor under CHFWA, with direct engagement in diagnosing capability gaps and readiness across WA community housing organisations. Andrew Denniss brings substantial capability uplift experience through operational roles: he grew a housing team from one to ten at Brisbane Housing Company; established three new service programs at Anglicare NT; built internal capacity across Churches of Christ Housing Services for a decade; and as NT Director of the Australasian Housing Institute, actively promotes professional development and training pathways across the sector. His experience is particularly valuable for organisations seeking to build operational housing management capability from the ground up. Services offered include: organisational capability assessment; governance and policy development; staff training and operational system design; registration readiness support; and tailored capability development plans for ACHOs and emerging providers.
Feasibility	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Sean Kelly has prepared feasibility analyses and business cases for housing developments ranging from \$5M to \$200M+ through Sasky Consulting, including eight successful HAFF applications. This work spans demand and supply analysis, site and scheme feasibility, funding mix assessment, and financial viability modelling. At the Housing Authority, he assessed the capability and financial suitability of CHOs for significant public investment as part of tender processes for 6,000+ NRAS properties. Services offered include: housing development feasibility modelling; demand and supply analysis; funding gap and subsidy mix assessment; HAFF and state capital grant application

		support; and investment case preparation for Board approval and funder due diligence.
Registration Assistance	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Registration assistance is one of Sasky Consulting's most substantive areas of expertise. Sean Kelly led Bethanie Housing through Tier 2 registration and then Tier 1 reclassification under NRSCH, and has provided NRSCH registration advice to four providers in total including large interstate organisations, multi-group structures, and Aboriginal housing trusts. He is currently supporting MercyCare through the full WA NRSCH registration process and has detailed familiarity with both Commonwealth NRSCH and WA state regulatory frameworks. Andrew Denniss brings operational depth through his COO role at Community Housing Central Australia (NRSCH registered), with direct accountability for registered housing compliance. His practitioner's perspective on what registration requires operationally complements Sean's regulatory and governance expertise, and is particularly valuable for organisations that need operational system development alongside registration strategy. Services offered include: registration readiness assessments; gap analysis against NRSCH and state registration requirements; policy, procedure, risk plan, and business plan development for registration applications; Board governance uplift; and engagement support with the Registrar throughout the application process.
Other	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>

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.

Sean Kelly has completed the following cultural safety and cultural awareness training: AIATSIS Core Cultural Learning — online self-directed learning platform, approximately 20 hours in 2025. Provider: Australian Institute of Aboriginal and Torres Strait Islander Studies (AIATSIS). Covers Aboriginal and Torres Strait Islander histories, cultures, rights, and respectful engagement frameworks. Cultural awareness training — Gumala Aboriginal Corporation (2025). Half day to full day. Delivered directly by the organisation, covering Yindjibarndi and Banyjima cultural protocols, community governance, and respectful engagement in an Aboriginal community context. Cultural awareness training — Community Housing Limited / Aboriginal Community Housing Limited (completed during executive tenure as State Manager WA 2023). Half day to full day. Focused on working respectfully with Aboriginal tenants, organisations, and communities across CHL's WA operations including Kimberley and remote programs. Member, Australasian Housing Institute Cultural Framework Committee (ongoing). Active participation in developing the AHI's cultural safety and competency framework for the Australian housing sector, involving peer engagement with Aboriginal housing professionals and contributing to sector-wide standards for culturally safe practice. Senior associate Andrew Denniss has completed the following: ARDS Aboriginal Corporation — two-day immersive cultural competency program (completed through Anglicare NT). Delivered by ARDS Aboriginal Corporation, a specialist Aboriginal training provider. Program content includes: understanding of Aboriginal law, governance, and cultural protocols; kinship systems and relational obligations; guidance on culturally respectful communication and engagement; and practical strategies for working effectively in cross-cultural environments. Anglicare NT structured cultural competency program — formal organisation-wide cultural learning delivered through a combination of structured programs, region-specific learning, and commitments under Anglicare NT's Reconciliation Action Plan (RAP). Included induction-level cultural awareness, ongoing professional development, and direct learning from Aboriginal cultural educators and community leaders in the Central Australian and Barkly contexts. RAP Committee Member — Anglicare NT (during tenure) and Churches of Christ in Queensland (2013–2023). Active participation in Reconciliation Action Plan working parties, contributing to organisational commitments on cultural learning, truth-telling, and respectful engagement with Traditional Owners across both organisations.

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