

Member Profile

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

Business Name	Turnkey Partnerships Pty Ltd
Contact Name	Daniel Milentijevic
Contact Phone	0448817129
Contact Email	daniel@turnkeypartnerships.com.au
Postal Address	1605/433 Collins Street Melbourne, Vic 3000 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.

Turnkey Partnerships is a specialist property advisory firm focused on working with Community Housing Providers. We are a team of purpose driven professionals that have deep experience in social and affordable housing, development and finance, providing certainty of outcomes to CHP's.

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.

We provide specialist advice to the Community Housing sector and Not for Profit sector in all aspects relating to property development and finance

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> One of our directors Chris Cowan has a long career property development, investment and finance. Chris's prior roles include CEO of Essendon Fields Airport and CFO of prominent Melbourne developers. Chris is a Chartered Accountant and holds an AICD
Business Planning Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Daniel Milentijevic and Chris Cowan both have executive experience with top tier property companies including with public companies and are highly experienced in business strategic and operational planning
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> We believe that successful property development and financing is inherently a risk management process. Our approach adopts both formal techniques suitable for board governance and scrutiny and informal risk management processes across the project lifecycle
Partnership Development	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> We have deep experience in establishing capital partnerships across private, institutional and philanthropic partners as well as deliver partners across the project lifecycle.

Internal Capability Uplift	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Our executive experience in top tier organisations allows us to benchmark a broad range of capabilities across many roles within an organization and offer mentoring, coaching and advice on capability requirements
Feasibility	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Our feasibility capabilities include experience with HAFF applications and its the equivalent in Victoria being the Social Housing Growth Fund. Our team has expert capability in preparation of cash flows and feasibility modelling to goal seek project outcomes with efficient capital solutions and enhanced prospects of successful funding applications
Registration Assistance	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>
Other	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i>

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.

Our understanding is that effective Aboriginal community governance must be customised for the program/purpose, must be culturally legitimate which is informed by cultural traditions, have two-way accountability including to the broader community and be constantly evolving where change is required