

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

<b>Applicant's name:</b>	Elysian Consulting Pty Ltd
<b>Postal address:</b>	5 Frankland Place, Jane Brook WA 6056
<b>Contact:</b>	Greg Cash, Managing Director, 0419910779, <a href="mailto:greg@elysianconsulting.com.au">greg@elysianconsulting.com.au</a>
<b>Business status</b>	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

### Summary

*Elysian Consulting is a boutique consulting firm skilled at providing advice to the private, public and not for profit sectors to create additional value in their strategy, people and operations.*

*We have extensive experience providing a range of strategy advisory, business planning, organisation performance and capability development services. With a strong focus on housing and related economic development, we have advised Federal, State and Local Governments, not for profits, Indigenous Corporations, publicly listed and private companies on strategy and business planning; economic development and infrastructure proposals; land, urban renewal, disability, and affordable housing projects; policies, programs and other strategic initiatives.*

*Elysian Consulting has a comprehensive knowledge of housing market conditions, policy opportunities and drivers for residential housing development. We have a strong track record of supporting our clients to attract investment in and to deliver a 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.*

*Key skillsets include:*

- *Strategy development and Strategic and Business Planning*
- *Strategic and Project Opportunity analysis and planning*
- *Project design, definition and planning*
- *Social and Affordable Housing Management optimisation (including Asset Management)*
- *Concept and proposal development including business case development*
- *Policy Analysis, Policy and Procedural design and advice*
- *Integrated Service and Program design*
- *Housing and Residential Project Strategy and Structuring*

### Sector knowledge

*Our Managing Director, Greg Cash is a housing, public policy and strategy expert and has more than 30 years experience operating in the social and affordable housing sector. For more than 25 years he was at the forefront of setting and leading the implementation of the Western Australian Government's affordable housing agenda, establishing Western Australia's community housing regulatory and contractual operating framework, and managing the State's public housing service delivery.*


*Elysian Consulting has a comprehensive understanding of the Australian social and affordable housing system; the challenges and barriers to home ownership for Aboriginal people in regional and remote Australia; and the opportunities available to Aboriginal communities through development of regional economies. 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.*

*We have advised Local Governments and Regional Development Commission on options to increase housing supply, market responsiveness and 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.*

*We have ongoing engagements to provide strategy, business development and operational management advice to not-for-profit Community Housing Organisations and Indigenous Community Housing Organisations across Western Australia, the Northern Territory and Victoria. Our advice and support have been critical in the establishment of social and affordable housing projects and enabling them to operate sustainable not for profit business models. Through 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 implement improve housing management and asset management practices.*

*Operating throughout metropolitan, regional and remote Australia, our work with these organisations provides Elysian Consulting with valuable insights and current understanding of the challenges and opportunities to sustainably deliver and manage affordable housing services.*

<b>Skills</b>	<b>Offered?</b>	<b>Demonstrated qualifications, consultancy skills and consulting track record</b>						
Finance	X Yes <input type="checkbox"/> No	<i>We have solid financial analysis skills and have the capacity to develop business cases and investment proposals. We have supported multiple not for profits, Community Housing Organisations, Indigenous Corporations (including Indigenous Community Housing organisations) to undertake project and portfolio financial modelling to support investment decisions and to attract project finance.</i>						
Business planning	X Yes No	<i>We have extensive business planning and strategy development experience. We have supported more than a dozen Not for Profits, Community Housing organisations and Indigenous Community Housing Organisations in Western Australia, Queensland, Northern Territory and Victoria to develop Strategic Plan's, Operational Business Plans or Housing Strategies. We have supported several of these organisations to implement Operational business plans, to facilitated continuous improvement and to enhance asset and housing management policies and practices.</i>						
Property development	X Yes <input type="checkbox"/> No	<i>More than a decade Senior Executive experience in delivering property development and asset management as Deputy Director General of Housing in the Western Australian State Government.  We have worked with the Indigenous Business Australia to develop a Residential Housing Development model to support Indigenous corporations progress housing proposals from concept to delivery.  We have also worked with a number of Community Housing Providers and Indigenous Corporations to deliver property development projects.</i>						
Risk management	X Yes <input type="checkbox"/> No	<i>We have worked with a number of Community Housing Providers to development risk management plans and to undertake risk management workshops.</i>						
<b>Geography</b>	ACT	NSW	NT	Qld.	SA	Tas.	Vic.	WA
Office?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Yes
Worked in?	<input type="checkbox"/>	<input type="checkbox"/>	Yes	Yes	<input type="checkbox"/>	<input type="checkbox"/>	Yes	Yes
Future work in?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Key consultant(s)	Qualifications and CV summary	Relevant consulting experience	Hourly rate
Greg Cash	Bachelor of Arts, Public Policy and Management	<ul style="list-style-type: none"> <li>• Strategic Planning, Business Development and Operational Management advice to Community Housing Providers, not for profits and Aboriginal Corporations;</li> <li>• Development of Housing Strategy for Preparation of Regional Housing Market Analysis Report for a major resources industry firm contemplating a significant regional investment decision.</li> <li>• Development of a Housing Supply Action Plans for Local Governments and Regional Development Commissions;</li> <li>• Strategic Advisor to a major publicly listed homebuilder on engagement with the not for profit sector and Government;</li> <li>• Development of Property and Asset Development Strategy for Aboriginal Corporation</li> <li>• Concept development, program and implementation advice for Federal agencies and Local Governments on housing and home ownership initiatives in regional and remote Australia;</li> <li>• Design of a regional housing initiative for at risk Aboriginal women.</li> <li>• Preparation of Development Proposals for Community Housing Providers</li> <li>• Community Housing Registration Support for multiple providers</li> <li>• Asset Management Practice Framework and Strategic Asset Management plan for multiple Community Housing Providers</li> </ul>	\$280 Incl. GST
How long has the consultant, or consultancy business, been providing consultancy services?		4.5 years	
<b>Contractual</b>			
Professional indemnity insurance	\$ 5m	X Held <input type="checkbox"/> To be arranged	
Public liability insurance	\$ 20m	X Held <input type="checkbox"/> To be arranged	
Workers compensation	X Held	<input type="checkbox"/> To be arranged	
ABN	X Held	<input type="checkbox"/> To be arranged	
Does the applicant have any conflicts of interest?	<input type="checkbox"/> Yes X No	(If yes, provide details and say how will be managed)	
Does the applicant agree with the terms set-out in the EOI dated 17 May 2019?	X Yes <input type="checkbox"/> No	(If no, provide details)	
<b>Authorisation</b> On behalf of the Applicant I confirm the details in this form are correct to best of my knowledge	Signed  Name Greg Cash Date 17 July 2024444		