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CEO



Affordable Community Housing

Who are we?

- Merged entity of Western Suburbs Community Housing Co – Operative and Cumberland Community Housing Co-Operative.
- Historically distinct geographical areas – south/west and western suburbs focus.
- Offices in Bankstown and Wentworthville.
- Strategic plans that had a common growth objective.
- Sound financial balance sheets, returning above average surpluses.
- Highly skill based board of directors.
- Management team – growth and success orientated.



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Post merger

- “A” rated organization
- First to be granted “Growth Provider” status
- 1,600 properties under management, housing over 4,200 people
- \$20m turnover
- Metropolitan wide provider, central office location
- 28 staff
- 96% tenant satisfaction rate
- Skill based board, professional executive management team and experienced staff
- Partnership with 35 support service providers
- Operating in 15 Local Government Areas



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Where to from here?



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Business Objectives

- Utilise federal, state and local government initiatives to grow housing stock.
- Achieve growth through scale and synergy.
- Continue to build a strong financial foundation in order to hold title or a share of equity in property for leveraging into more housing stock.
- Invest in business models outside of traditional sector activities.
- Establish “Tenant Zones”, providing greater reach and service provision.



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Growth Provider

- **Leveraged Property Procurement**
Increase affordable housing supply by enabling ACH to borrow against rental income.
- **New Build**
Manage the design and construction of new building activity on land owned by the Land and Housing Corporation. Take possession of these properties and use in a manner similar to leveraged property procurement.



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National Rental Affordability Scheme (NRAS)

- Limited opportunities for the community housing sector apart from management of the properties and compliance. These functions can equally be managed internally by large developers, banks etc.
- No requirement to use community housing providers as partners, except possibly to add weight to submissions.
- With a minimum 20 properties as acceptable criteria to achieve funding, community housing providers are unable to invest themselves due to financial constraints.
- Best opportunity lies within management/fee for service



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Capacity Building

- Office of Community Housing initiative to support selected community housing providers to achieve growth by way of linking growth providers with industry experts who can advise and mentor.



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Debt/Equity

- Spot purchase of 20 properties (3 blocks of units).
- 60% funded by Housing NSW, 20% debt assigned to ACH and 20% ACH cash.
- Tenants are a mix of qualified affordable housing and social housing applicants.
- Advantages include creating a solid foundation with financier, ultimately title, rental stream to service existing commitment and other purchases.