

# Some Learnings.....

- Stay the course
- Focus on partnerships
- Its about the system
  - In a mature system in the NT, CHP's and Government will play complimentary roles
  - CHP's will vary due to clients, location and strategic positioning
- Big is not better – more efficient is better
- A Territory based response is required as a national model is constrained by the Federated system



Elysian Consulting  
creating unique solutions with purpose

&



MOORE ADVISORY



# Outline

- Community Housing Provider Growth
- Policy Framework
- Funding and Business Models
- Growth Horizons
- Lessons and Learnings



**Elysian Consulting**  
creating unique solutions with purpose

&



**MOORE ADVISORY**

# What Does a CHP Need for Sustainable Growth?

- Clear and deliverable strategy
  - Strategic Positioning and Strategic Objectives
- Sustainable Business Model
- Sustainable Revenue Streams
- Balance Sheet
- Efficient Program Delivery generating sustainable surpluses
- Appropriately capable Governance and Expertise

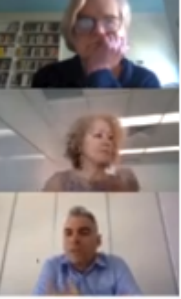


Elysian Consulting  
creating unique solutions with purpose

&



MOORE ADVISORY



# What Policy Framework Supports CHP Growth?

- Clear and deliverable strategy – medium to long term vision
  - Identifying why and the outcomes sought
- Clear regulatory policy framework
- Medium to long term investment framework
  - Flexible
  - Providing revenue, assets, capital and opportunity to grow value
- Framework for engagement with individual providers to optimize growth specific to their circumstance
- A nuanced and locally focused system and partnership approach
- Management of Expectation - internal and external



Elysian Consulting  
creating unique solutions with purpose

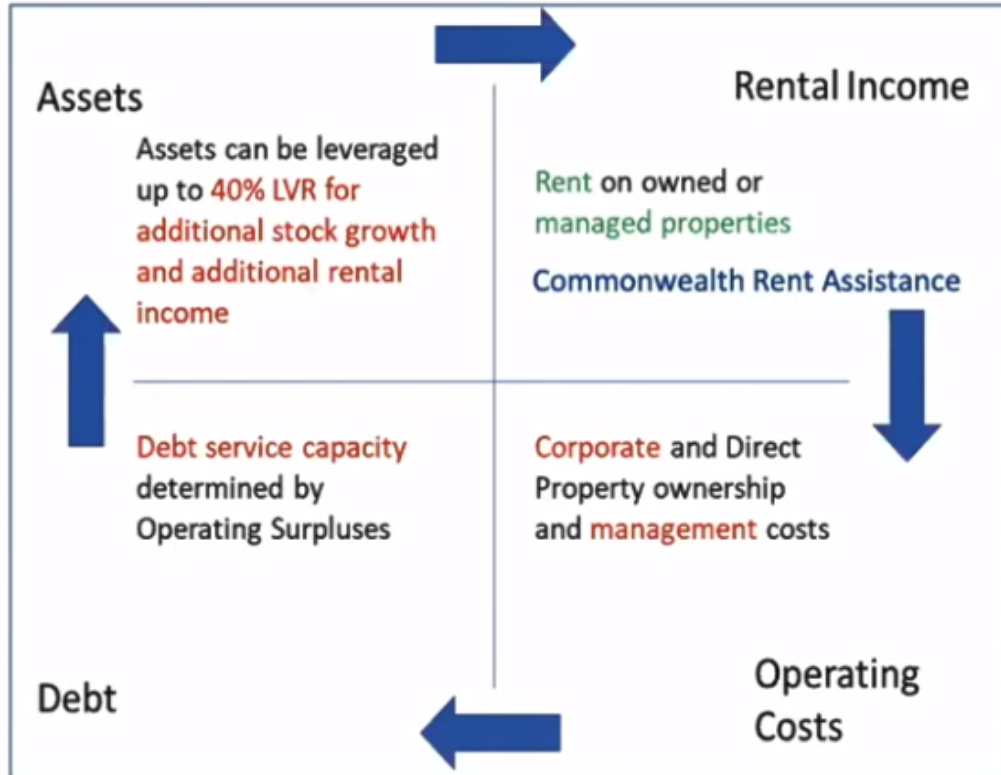
&



MOORE ADVISORY



# Funding Model



## Funding Advantages

### Income

- Commonwealth Rent Assistance
- Flexibility in rent setting

### Capital

- Raising debt off balance sheet
- NHFIC long term bond debt
- Other Federal Government Funding Sources
- External Impact Capital

### Taxation

- GST free development and service costs
- Local Government Rates

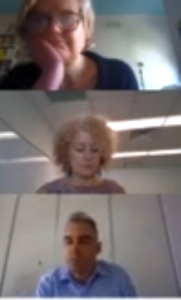


**Elysian Consulting**  
creating unique solutions with purpose

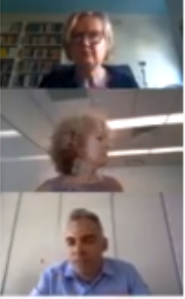
&



**MOORE ADVISORY**



# Growth Horizons



**Elysian Consulting**  
creating unique solutions with purpose

&



**MOORE ADVISORY**