

People with a disability deserve housing and living options that create a lifestyle based on dignity and choice. Northern Australia Assisted Housing offers a new approach across this region in the development of housing solutions that will align with the current drive by the National Disability Insurance Service in creating equity for all Australians.

Northern Australia Assisted Housing seeks to extend the already successful approach of the Gallery Group to areas in northern Australia. We seek to build a business relationship with your organisation to ensure that people with a disability in regional and rural areas are afforded the same choices and options for housing and living. A successful business model will see the growth of both organisations in the provision of an important community service.

This proposal will:

- Establish the structure and framework through which both organisations can successfully deliver housing solutions
- Outline the resources, capability and background to Northern Australia Assisted Housing
- Create a singular vision for ensuring affordable high quality **and sustainable** housing **practices** for people with a disability
- Provide an indication on the potential business model and workflow
- Outline important personnel and resources

Vision

Northern Australia Assisted Housing's vision is to provide an affordable, practical, **sustainable** and high quality housing solution to people with a disability in the community. Drawing from our extensive local knowledge of this region we are positioned to identify land parcels of various sizes and deliver on a construction and business model that reflects market value, suitability for potential tenants and long-term financial viability. Our vision incorporates the opportunity to develop one-off dwellings or groups of housing that may incorporate additional support services in a hub based health and wellbeing model. The diversity of these options ensures the capacity to support and cater for the **different variance of needs, people with a disability require in the community.**

Business Model

Northern Australia Assisted Housing seeks to be an extension of the Gallery Group operations in northern Australia. The current operational model for the identification of sites and construction of housing solutions for use by various community controlled organisations will be duplicated across northern Australia. To implement this proposal and forge an ongoing and long-term business relationship the following structure is suggested:

Construction Element	Gallery Group	Northern Australia Assisted Housing
Equity management	✓	
Land identification and purchase		✓
Development approvals		✓
Civil and site development		✓
Housing or accommodation designs	✓	
Construction		✓
Placement of clients	✓	✓
Facility maintenance		✓

Northern Australia Assisted Housing will work in partnership with the Gallery Group and use existing structures, procedures and processes to ensure that affordable and financially viable **and sustainable** housing solutions are delivered for people with a disability across Northern Australia.

Background

Northern Australia Assisted Housing is an initiative of Damien Roy, CEO of CES Civil. Damien saw the need and the benefit of the establishment of housing solutions throughout Northern Australia. The existing model for the provision of stable accommodation to people with a disability has a heavy reliance on over utilised Government owned housing and a highly restrictive and competitive rental market. Damien quickly identified the solution put forward by the Gallery Group as a sustainable model that will deliver housing solutions to people with disability, reflecting their right to secure stable accommodation.

Established in 2009, CES Civil is a highly reputable company within an operational footprint across Northern Australia. This relationship between Northern Australia Assisted Housing and the Gallery Group will benefit from the extensive resource capability, experience, financial stability and governance practices of CES Civil. Shared resources will result in an immediate start to construction and service delivery **giving immediate benefits to people in need.**

Governance

With the shared resources between CES Civil and the existing structure of the Gallery Group, Northern Australia Assisted Housing will maintain full compliance. A combined record of compliance from these entities reflects a significant experiential and practical knowledge of third party, accredited systems in safety, quality and environment, Australian Standards for various building codes and other regulations and codes of practice. This will deliver the necessary governance structure to ensure that all works are conducted inside expected regulatory frameworks and environments. Local relationships also benefit from this process through existing channels for accessing local Government authorities for development applications and other processes.

Team

The success of any enterprise is built around a competent, qualified and experienced team. Northern Australia Assisted Housing put forward a team that bring an extensive knowledge in the construction industry along with a proven, local record in achieving results. This team is drawn from an existing network throughout the region combined with a shared resource from CES Civil. All team members are highly competent and capable in the selected field. A snapshot of this team includes:

Name	Role	Profile
Damien Roy	CEO	<ul style="list-style-type: none">- Extensive and successful leader in the management of business operations with a focus on compliance, growth and sustainability- Advanced capability across all contractual requirements for major works- Capacity to work across government, mining and maritime industries to deliver client solutions

		<ul style="list-style-type: none"> - Competent in the successful management of business operations to an advanced level - Diploma of Building and Construction
Declan Carnes	General Manger	<ul style="list-style-type: none"> - Residential & Commercial Banker for 23 years - Finance & Sales Leader with specialities in Super Fund Lending & Progress Payment Building Lending Facilities - Diploma in Business – Securities Institute - Cert II in Financial Services - Cert III in Financial Services - Cert IV in Finance & Mortgage Broking - Cert IV in Assessment & Workplace Training - Commissioner for Declarations C/Dec 70694 - Former Government Advisor to Senator Brian Burston
Brad Thus	Civil and Geotechnical Design Management	<ul style="list-style-type: none"> - Successful and extensive experience of more than 20 years in the construction sector - Exposure across major projects from minor works through to significant construction activities - Highly competent in the development of strategies for design and construction projects - Extensive capability in the coordination and management of staff, subcontractors, suppliers and consultants - Advanced working knowledge of safety legislation and regulations as applied to construction activities - Capacity to manage geotechnical requirements especially in relation to soil erosion and sediment control, stormwater and other construction activities - Technical competence in the preparation of estimates for tendering projects and compiling submissions - Bachelor of Civil Engineering
Adam Jones	Design Management and Drafting	<ul style="list-style-type: none"> - 11 years' experience in all areas of domestic, civil and commercial construction - Extensive experience in the development of design, documentation and construction methodologies for range of projects - Highly competent in the use of all design software and commercial packages - Proven project experience working closely with engineers, builders and architectural designers - Diploma of Building Design and Technology
Daniel Spargo	CEO – Building Company	<ul style="list-style-type: none"> - Extensive management and leadership experience from minor works through to multi-million dollar projects - Highly competent in construction and civil supervision - Proven and successful project manager with a focus on quality control and compliance

		<ul style="list-style-type: none"> - Diversity of project experience across major works for high profile and complex construction environments - Advanced knowledge and application of safety and quality management for construction programs - Capacity to draw on trade qualifications and experience - Associate Degree of Engineering
Patrick Donlan	Senior Project Manager – Construction	<ul style="list-style-type: none"> - Successful and proven project manager relevant to a broad range of construction programs - Complete leadership capability from initial tendering through to project scope and final commissioning - Competent in the management of subcontractor and consultant programming and application - Advanced problem-solving capability with limited resources often in remote areas - Proven extensive experience in senior project management roles for major construction companies - Capacity to project manage all aspects of construction from civil through to building and facility development - Diploma in Business Management
Dan Mattocks	CFO	<ul style="list-style-type: none"> - Extensive experience in financial management for domestic and commercial construction programs - Highly competent in financing and managing budgets for residential building estates - Capacity to provide business advice and develop appropriate structures as a senior financial manager - Proven leadership and establishment of internal financial procedures in accordance with operational needs and requirements - Capacity to draw from engagement across multiple industries in driving financial performance at all levels - Certified Practising Accountant
Paul Doherty	Senior Project Manager – Civil	<ul style="list-style-type: none"> - Diverse and extensive industry experience across major construction projects and civil works - Extensive experience in project and senior project management - Capacity to manage complex civil construction programs within contracts and regulatory requirements - Experience at all levels of civil works from small one-off projects through to significant civil infrastructure - Highly competent in the coordination, and management of all staff, subcontractors and consultants

		<ul style="list-style-type: none"> - Capacity to manage the delivery of projects with budgets - Bachelor of Engineering
Teagan Walsh	Contract Administrator	<ul style="list-style-type: none"> - Highly accomplished professional with proven capability in administration, accounting, payroll and purchasing - Extensive experience in the establishment and maintenance of administration and financial procedures to meet operational requirements - Diverse range of financial experience from private to Government sectors - Highly competent in all aspects of contract administration - Proven leadership and supervisory capabilities - Certificate IV in Building and Construction – Contract Administration / Estimating

Resources

Northern Australia Assisted Housing will initially benefit from extensive resource base of CES Civil. This includes current office facilities, technology, plant and equipment and all other requirements necessary to begin immediate construction. All equipment is owned internally and operated on a regular basis with a high level of consistency and reliability. Upon the establishment of an effective business relationship Northern Australia Assisted Housing will investigate the transfer or purchase of resources necessary to maintain construction programs.

Summary

Northern Australia Assisted Housing and the Gallery Group are positioned to deliver a successful approach towards the provision of suitable and affordable housing to people with a disability and the community. This is a vital resource that will improve the lives of people in the community based on dignity, choice and respect. We appreciate the opportunity to put forward this proposal and can work in a successful structure to deliver outcomes.