
18 OCTOBER 2017

Social and Affordable Housing Fund (SAHF)

Phase 2 Market Briefing

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Phase 2 Market Briefing Agenda

DATE: Wednesday 18 October 2017

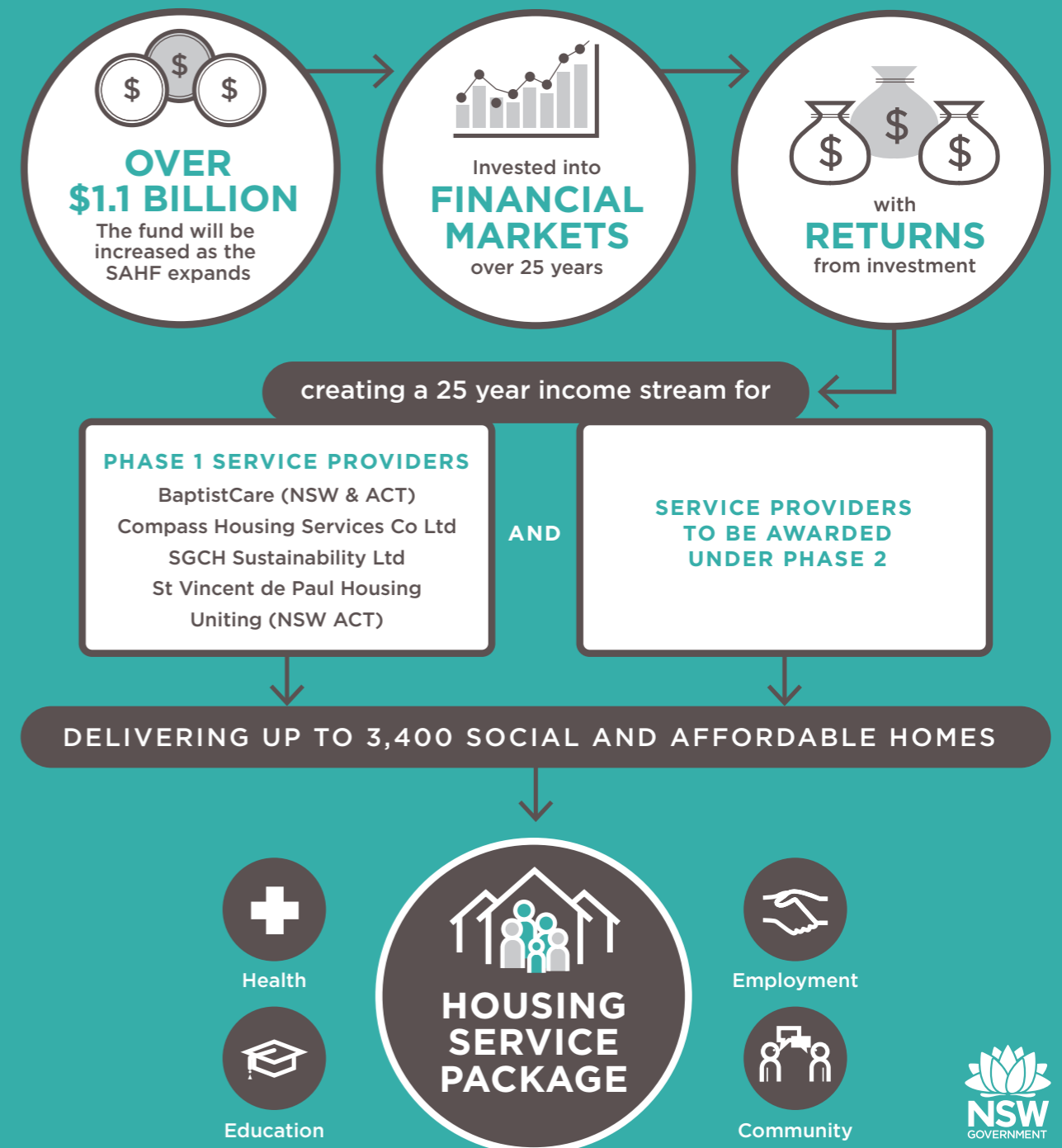
TIME: 8:30am - 10am

LOCATION: The Theatre, Parliament House, 6 Macquarie Street, Sydney.

TIME	ACTIVITY	WHO
8:30am	Welcome and Introduce Minister	Eleri Morgan-Thomas Executive Director Partnerships (Department of Family and Community Services)
8:35am	Minister's Address	Hon. Pru Goward MP Minister for Social Housing
8:45am	<ul style="list-style-type: none"> Overview of SAHF SAHF Phase 2 Overview of procurement SAHF Phase 2 market engagement strategy 	Michael Coutts-Trotter Secretary (Department of Family and Community Services)
9:05am	Overview of SAHF NSW Fund	Philip Gardner Deputy Secretary, Commercial (NSW Treasury)
9:15am	Questions and Answers	Eleri Morgan-Thomas Executive Director, Partnerships (Department of Family and Community Services) and Philip Gardner Deputy Secretary Commercial (NSW Treasury)
9:45am	Close and further information	Eleri Morgan-Thomas Executive Director Partnerships (Department of Family and Community Services)

THE SOCIAL AND AFFORDABLE HOUSING FUND (SAHF)

The SAHF is an innovative approach to the way we are delivering social and affordable housing in NSW. Together with providing homes to those who need them most, it offers residents coordinated access to support tailored to their individual needs – giving them the tools they need to improve their lives.



SAHF Phase 2 – Objectives

INCREASE SUPPLY OF SOCIAL AND AFFORDABLE HOUSING:

SAHF Phase 2 will target an additional 1,200 social and affordable dwellings in locations that balance supply and demand across NSW. These locations will provide good access for social and affordable households to the services and supports that they need.

DELIVERY AND VALUE FOR MONEY:

SAHF Phase 2 will deliver high quality services that represent value for money with an appropriate risk profile and within the timeframe set by the NSW Government.

UNLOCK LAND CONTRIBUTIONS:

SAHF Phase 2 will seek to unlock concessional land contributions, where available, to drive value for money and maximise the impact of SAHF funding. (For example, through partnerships with organisations such as local government authorities and faith based organisations that have access to suitable underutilised land).

INNOVATION THROUGH PARTNERSHIPS:

SAHF Phase 2 is seeking to facilitate cooperation and partnerships between private and non-government sectors to deliver innovative services.

QUALITY SERVICES THAT DRIVE SOCIAL OUTCOMES:

SAHF Phase 2 will deliver high quality accommodation services, asset management services and tenancy management services, coupled with tailored support coordination services that engage and empower people in social and affordable housing to build more independence.

INCREASE SOCIAL AND AFFORDABLE HOUSING OPTIONS FOR VULNERABLE HOUSEHOLDS:

SAHF Phase 2 will seek to increase social and affordable housing options for eligible tenants, including women aged 55 years and over.

EVIDENCE BUILDING AND CONTINUED REFORM:

SAHF Phase 2 will promote evidence building and data collection to help drive continued reform and an investment approach to service delivery in the sector.

STRATEGIC ALIGNMENT:

SAHF Phase 2 will align with and contribute to the NSW Government's ten year strategy for social housing, Future Directions for Social Housing in NSW.

PROMOTE REGIONAL AREAS:

SAHF Phase 2 will target 30% of dwellings in regional areas.

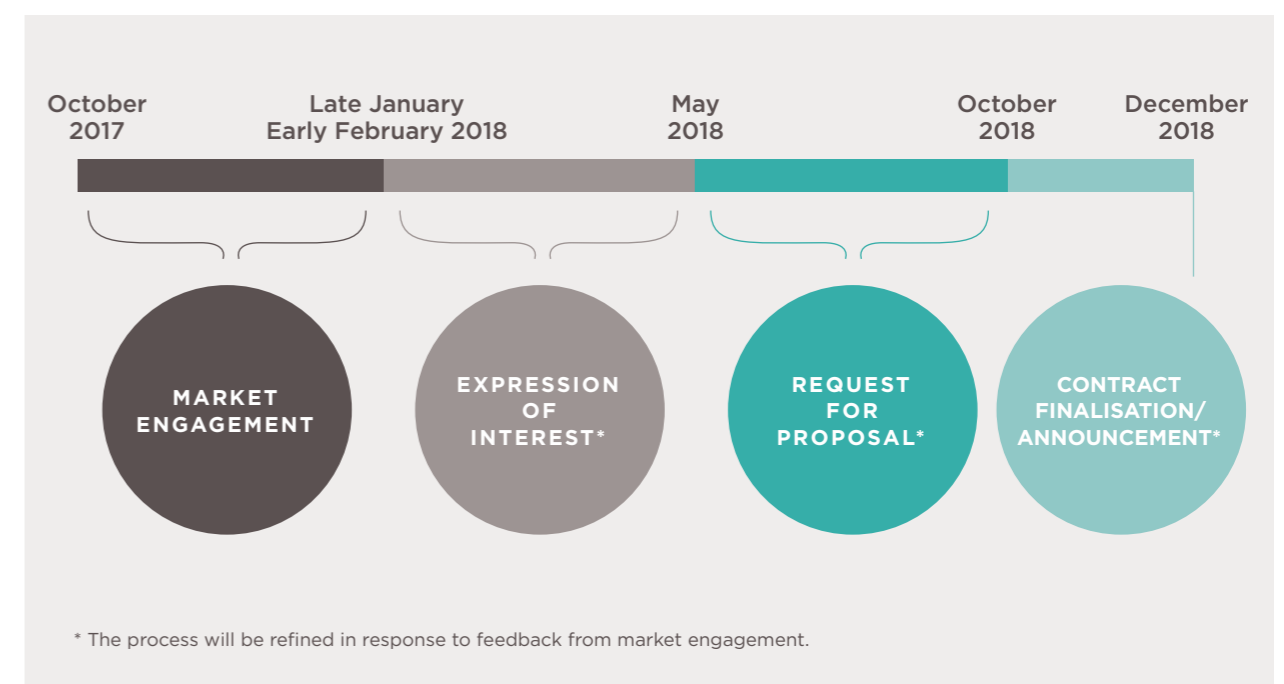
SAHF Phase 2 – Key attributes, tender process and how to get involved

SAHF Phase 2 will utilise a two stage procurement process with an Expression of Interest (EOI) followed by a Request for Proposal (RfP) from applicants short-listed from the EOI process.

SAHF Phase 2 is targeting 1,200 social and affordable dwellings that are new to the sector, with:

- At least 70% to be social housing and the balance to be affordable housing
- Access to dwellings to be integrated with asset and tenancy management, tailored support coordination and performance and data reporting
- A target of 30% of dwellings to be delivered in regional NSW
- Proposals targeting the general social housing cohort with a priority for proposals with older women as the a target cohort
- A priority for proposals that include concessional land and new supply
- Services agreements to be up to a 25 year term, or as reviewed in response to market feedback
- Bids being sought from partnerships, including institutional investors working with community housing providers in consortia
- Service packages which improve social outcomes for tenants in line with the NSW Government Human Services Outcomes Framework

Indicative Process and Timeline*



Market engagement strategy

SAHF Phase 1 was the first transaction of its kind in Australia and we have listened to feedback from participants about the need to improve SAHF Phase 2. We are committed to working with participants in SAHF Phase 2 to refine the tender process and reduce the complexity and costs involved in putting forward innovative ideas that will continue to improve social and affordable housing, particularly for regional NSW.

Our commitment is reflected in an up-front market engagement strategy that will:

- **INFORM:** Provide clear information on the SAHF through the website and face to face meetings with the SAHF team
- **FACILITATE:** Support for finding partners and getting ready for the tender through peak and industry organisations
- **RESPOND:** seek detailed ideas on improving SAHF Phase 2 tender and tender process

How to get involved

WHERE CAN I FIND MORE INFORMATION?

Regular website updates including key contacts and important information about the SAHF Phase 2 and social and affordable housing will be made available for potential participants and stakeholders at www.facs.nsw.gov.au/reforms/social-housing/SAHF/Phase2

Information on this website will include links to information to assist you with identifying partners for the SAHF Phase 2 when information is finalised.

HOW CAN I PARTICIPATE IN MARKET ENGAGEMENT MEETINGS?

Meetings both formal and informal will commence in October and run through to December. The SAHF team will publish more details on information sessions and meetings on the FACS website at www.facs.nsw.gov.au/reforms/social-housing/SAHF/Phase2

Attendance at market engagement sessions will generally be by invitation; you can register your interest in attending by visiting www.facs.nsw.gov.au/reforms/social-housing/SAHF/Phase2.

Please note that this site is not for registering for an Invitation for Expression of Interest.

WHAT IF I CANNOT ATTEND MEETINGS?

Topics discussed at the information sessions will generally be made available on the SAHF website, along with key questions and answers. You can also forward additional questions through to the SAHF team at SAHF@facs.nsw.gov.au

WHERE CAN I GET MORE INFORMATION ABOUT SOCIAL HOUSING?

Information on community housing providers and registration under the national regulation is available at <http://www.nrsch.gov.au/>. Further information on social housing in NSW is available at <http://www.housing.nsw.gov.au/social-housing> and <http://www.housingpathways.nsw.gov.au/home>.

WHEN WILL REGISTRATION FOR EXPRESSIONS OF INTEREST OPEN?

You will be able to register for an invitation to submit an Expression of Interest in late November/early December 2017. Keep checking the SAHF website for updates which will include where to register your interest. *Please note that the SAHF Phase 2 website site is not for registering for an Invitation for Expression of Interest.*

HOW CAN I GET IN TOUCH WITH THE SAHF TEAM?

Please email any queries to the SAHF team at FACS at: SAHF@facs.nsw.gov.au

Key facts about social housing

THERE ARE AROUND 144,400 SOCIAL DWELLING HOMES IN NSW

There are around 144,400 social housing homes in NSW. The FACS Social Housing Delivery Quarterly Report says there were 141,892 occupied social housing homes in NSW at the end of the second quarter for 2016/2017 with an occupancy rate of 98.2%¹. Currently, around 19%² of social housing properties are managed by registered community housing providers. The Management Transfer program being implemented under Future directions for social housing in NSW reforms will increase the proportion of properties managed by community housing providers to 32%³.

SUPPLY IS NOT MEETING DEMAND

Demand for social and affordable rental housing is increasing for people on low incomes. An increasingly unaffordable private rental market for people on low incomes, responses to homelessness and fewer social housing vacancies have driven the growth in the social housing waiting list, which has now reached over 60,000 households⁴.

SOCIAL HOUSING SUPPLY IS AGEING AND CONCENTRATED

Social housing supply is ageing with the FACS Land and Housing Corporation reporting in its 2016/2017 Statement of Business Intent⁵ that the average age of public housing in 2015/2016 was 36 years. Due to the approach to developing social housing in earlier times and the age of the housing stock, much of the existing stock is still concentrated in estates.

SOCIAL HOUSING SUPPLY NEEDS TO MATCH THE NEEDS OF OLDER PEOPLE AND PEOPLE WITH DISABILITY

Around 27% of applicants on the social housing waiting list are aged 55 years and over. Furthermore, ageing stock needs to be replaced with accessible housing in locations close to supports and services to facilitate greater independence for older tenants and people with disability. Households with disability make up an average of 3 in 10 new allocations to social housing every quarter⁶.

SOCIAL HOUSING CONFIGURATION DOESN'T MATCH THE KINDS OF HOUSEHOLDS APPLYING FOR SOCIAL HOUSING

Single bedroom units and studios comprised around 26%⁷ of the total social housing stock in 2015/2016 (excl. Aboriginal Housing) compared with single person households comprising 49%⁸ of households on the social housing waiting list. At the end of 2015/2106, the FACS website reports that 14.5%⁹ of social housing was under-occupied (defined as having two or more excess bedrooms).

WOMEN IN SOCIAL HOUSING

Women comprise the largest group of social housing users, comprising 57%¹⁰ of applicants on the social housing waiting list and around 61%¹¹ of existing tenancies. Women aged 55 years and over represent 9%¹² of the social housing waiting list.

¹ FACS Social housing delivery quarterly report — <https://www.facs.nsw.gov.au/facs-statistics/social-housing-quarterly-report>

² FACS Statistics, Social Housing — <https://www.facs.nsw.gov.au/facs-statistics/objective-3>

³ FACS Management transfer program — <https://www.facs.nsw.gov.au/reforms/social-housing/management-transfer-program>

⁴ FACS operational data — not yet published.

⁵ https://www.facs.nsw.gov.au/_data/assets/pdf_file/0003/425559/FACS-Land-and-Housing-Corporation-Statement-of-Business-2016-17.pdf

⁶ FACS Social housing delivery quarterly report — <https://www.facs.nsw.gov.au/facs-statistics/social-housing-quarterly-report>

⁷ FACS Statistics, Social Housing — <https://www.facs.nsw.gov.au/facs-statistics/objective-3>

⁸ FACS operational data — not yet published.

⁹ FACS Statistics, Social Housing — <https://www.facs.nsw.gov.au/facs-statistics/objective-3>

¹⁰ FACS operational data — not yet published.

¹¹ FACS operational data — not published — based on public housing data 2015/2106.

¹² FACS operational data — not yet published.

More Information

For more information on social housing in NSW you can visit the following sites:

- FACS Social housing delivery quarterly report:
<https://www.facs.nsw.gov.au/facs-statistics/social-housing-quarterly-report>
 - FACS Statistics, Social Housing – Breaking disadvantage with social housing assistance:
<https://www.facs.nsw.gov.au/facs-statistics/objective-3>
 - Information on waiting lists:
<http://www.housingpathways.nsw.gov.au/how-to-apply/expected-waiting-times>
 - Future directions for social housing in NSW:
<https://www.facs.nsw.gov.au/reforms/social-housing/future-directions>
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