

PROPERTY DEVELOPMENT PATHWAY FOR IMMIGRATION CLIENTS



A – Z OF BUSINESS REQUIREMENTS FOR PROPERTY DEVELOPMENT PATHWAY FOR IMMIGRATION CLIENTS.

Metcalf Group (SA) will assist you with the steps required to engage in property development in South Australia.

Over the past three to four years Metcalf Group (SA) has been working closely with Chinese, Malaysian and Vietnamese Migration Companies, assisting their clients to obtain their 132 Visa through the Business Migration Property Development Pathway. South Australia state nomination is available to successful business owners who intend to engage in property development in South Australia.

Who are we:

Metcalf Group (SA) is endorsed by the South Australian Government and specialises in property development for International, Interstate and Local investors. We source properties that are not listed for sale on the open market, which suit the client's unique needs. Our in-house team looks after the entire process, from sourcing the right property, designing the new dwellings to be built, council approvals, demolition of the existing dwelling, sub-division and of course the construction of the new dwellings, right through to handover. Each development project has an in-house Project Manager overseeing every step of the development in conjunction with the appointed site supervisor.

Metcalf Group (SA)'s full services provided will incorporate:

- Project assessment, which can be used in your Business Plan which is to be provided to the State Government
- Sample business plan to be adapted to suit the required development (see example in this document)
- Assistance with setting up a legal and or accounting structure and or legal entity if required
- Land Acquisition and settlement
- Sub-division approvals
- Design and development approvals
- Turn-key construction
- Assistance with the sale and marketing of the completed development

State Nomination: (Assistance is usually given by the Migration Agent)

Once you; the client has state nomination, and the required documentation is submitted, you can commence with your property development investment within a short period of time. In order for the property development project to proceed you; the client must present all documentation which includes the components that a business plan would incorporate such as land purchase, financial projections, development approval and other such issues. The South Australian government also require you; the client to provide written documentation as to how you will be involved in the project. An example of this can be that you will attend regular project meetings in the builder's office and on site, have input into the internal and external schedule of finishes along with the decision to determine the sale process and which agent to appoint. Once you; the client has state approval, and the necessary documentation is submitted, you will be granted approval to start your property development project in a relatively short space of time.

For more information about this process in South Australia here are the links about the property development pathways: https://www.migration.sa.gov.au/upload/publications/Business-Migrants/Business_Migration_Property_Development_Pathways.pdf

The next steps:

Following your visit to SA Immigration below are the next steps:

Visit to Metcalf Group (SA) for a Project Assessment to use in your Business Plan which is to be submitted to SA Immigration

A sample business plan to be submitted (by the client) to suit the relevant chosen project. (see example)

Assistance with setting up a legal and or Accounting structure if the client doesn't have one in place. Engage Metcalf Group (SA) for property development

Land aquisition and settlement of chosen project

If there is no planning in place, Metcalf Group (SA) will assist to engage an Architect to provide design plans to be submitted to council for approval

All council approvals: demolition (if required), sub-division, planning approval, BRC & Development Approval

Commencement of the construction process

Assistance with the sale and marketing of the completed development

EXAMPLES OF PAST AND CURRENT DEVELOPMENTS:

- **Austar Group** - Largest Migration Company in China.
 - New residential house builds for migrating Chinese investors obtaining their 132 Residential Visa



Concrete slabs poured



Framework underway.



Completed dwellings below – two identical attached two storey townhouses.



- **Kitson Migration** – New Residential Development for a migrating Malaysian Investor obtaining their 132 Residential Visa.



Framework under construction for the three two story Torrens Titled dwellings

All brick work and rendering completed



Artist impression of the completed development project

- **Private International Investor** – Construction of two, two story Torrens Titled dwellings at Glen Osmond.



Foundations laid and extensive retaining walls being installed.

All framing, Brickwork and rendering completed



Artist Impression of the completed Development project

Metcalf Group (SA) recently had an article published in the 'Building Connection' magazine showcasing us Metcalf Group (SA) as the first construction company in South Australia to be ISO (Industry Standard Organisation) certified for all three standards; Safety, Quality and Environmental and the first SA Construction company to achieve the newest Safety Certification. (see article below and over)

CERTIFICATION - DAN HADLEY

CERTIFY TO THRIVE

An Adelaide building company is the first in South Australia to achieve the new Standard in safety as well as quality and environmental management. Can you do the same? JLB Adelaide senior management consultant Dan Hadley reports.

Safety is important when it comes to the construction industry. Safety begins with diligence and care but more is required to truly ensure the safety of all stakeholders. Good safety management means setting the bar high and with the introduction of the new international Standard for safety, ISO 45001:2018, earlier this year, the bar has been set even higher.

The new international Standard for safety was released globally in 2017 and came into effect in March of 2018. It means a greater emphasis on risk-based thinking, greater oversight and a more integrative and wholesome approach to protecting all stakeholders. An Adelaide building company has become the first SA-based construction company to achieve this certification while simultaneously achieving certification for quality (ISO 9001) as well as environmental management (ISO 14001).

Metcalf Group (SA) has a long and successful history of building high quality homes, commercial buildings and retirement villages in South Australia. The company is also a leader in shop fit-outs and renovations to properties of any scale. A 30-year-old family owned and operated company, it has always been focused on quality, safety and care for the environment. In January 2018, the company's founder and managing director Gary Metcalf decided that the company was ready to take things to the next level.

"We have always prided ourselves on going above and beyond, exceeding client's expectations and achieving certification would be the next step to formalise that," Gary says.

Metcalf Group (SA) is well-known in South Australia for a range of

projects that include residential builds, retirement homes and refurbishments including such sites as:

- Grange View Estate, a 60-unit retirement village built from ground up at Grange. Metcalf Group (SA) acted as the project management contractor on this project and saw the project from breaking ground through to handover.
- Various retirement villages. Metcalf Group (SA) has been selected as the preferred builder for some of the largest retirement entities in SA such as Retire Australia, Life Care, ECH and ACH.



- O'Halloran Hill and St Marys fire station refurbishments. Well-known and important to the community, these sites service a wide area providing key fire protection services and Metcalf Group (SA) was entrusted to refurbish and update both sites.
- Blakeview Primary School, Salisbury Kindergarten, Kiparrin Special School, Golden Grove High School and Golden Grove Lutheran Primary School refurbishments.

Third party certification is an outward demonstration of quality, care for the environment and a commitment to safety. It lets the public, tender

panels and other companies know that an organisation is serious about these elements in their business. Metcalf Group (SA) partnered with local professional services firm JLB management consultancy in Adelaide to work towards implementing a robust and effective integrated management system that would be compliant to the ISO standards. Far more than just achieving a certificate on the wall, both firms were serious about achieving a genuine outcome of best practice.

JLB's managing director, Sean Bates, and senior management consultant, Dan Hadley, worked with Metcalf's team to build further efficiencies and practices alongside a specialised quality management software system that would mean Metcalf Group (SA) could attain its goals.

Sean was pleased with the outcome of certification and the company's real commitment to the safety of its staff and other stakeholders, saying: "It's good to see a company so committed to achieving best practice and caring for their people as well as the environment."

ISO 45001 is an ISO Standard for management systems covering occupational health and safety (OHS) that was officially published in March 2018. The ultimate goal and focus of ISO 45001 is the reduction of occupational injuries, accidents and incidents. Although there are some new requirements, the Standard is largely based on the elements of OHSAS 18001 and AS 4801, which ISO 45001 will be replacing completely over the next three-year migration period from 2018 to 2021. ISO 45001 also follows the high level structure of other ISO standards such as ISO 9001:2015 and ISO

14001:2015 which makes integration of these standards and systems much easier for firms.

Knowing that the new Standard had been announced and was due for release in early 2018, Metcalf Group (SA) and JLB chose to pursue the latest Standard and raise its internal practices to the highest level. Although AS 4801 is a highly stringent and practical standard for safety, ISO 45001:2018 is a contemporary and efficient application of good practices in maintaining safety. Superseding AS 4801, the new Standard will fully replace it by 2021. Thus, when the Standard was released and finalised, Metcalf Group (SA) was already compliant in principal and eagerly awaiting its audit.

WHY BECOME CERTIFIED?

There are a number of reasons to become certified to the three most common ISO standards of quality, safety and environmental management.

These include:

- Building greater efficiencies into the business that ultimately increase productivity. Quality is not just concerned with the end product or service but how the company gets there. Efficient, quality-based practices can lead to streamlined operations that produce more of what an organisation seeks to provide.
- Cost savings that come from efficiencies and better practices. By seeking efficiencies in quality, organisations can save money, achieving their outcomes for less.
- Controlling and minimising costly risks. By managing risks in quality, safety and the environment, organisations may prevent outcomes of costly loss that other, less mindful firms, may have to suffer as a result of not holding the same high standards.
- Greater public and client perceptions. Customers and clients more and more continue to seek products and services that are not only competitive but are reliable, friendly to the environment and don't create harm. Many clients and customers are even willing to pay more to achieve this.
- A more unified workforce. A workforce

that pulls together to produce outcomes that are quality driven will likely be more loyal, productive and committed.

- More business through winning contracts, tenders and new opportunities. Businesses that want to differentiate themselves from their competitors can do so through certification. Clients will know that an organisation has held itself accountable to high standards.

So, can small businesses or even sole traders attain certification to these standards?

The short answer is yes. Depending on what standards a business seeks to be certified to, any business can make the same achievement. There are a number of steps towards meeting the standard[s] that may include:

- Developing a practical management manual for the business.
- Conducting a Work Health Safety (WHS) review.
- Developing proper job descriptions, work instructions and SOPs (safe operating procedures).
- Assessing risks and developing Safe Work Method Statements (SWMS).
- Conducting an initial environmental report.
- Setting measurable goals for continuous improvement.
- Having an emergency plan in place.
- And, many more including ongoing maintenance and genuine use of the management system.

This can be a lot of work, especially for a small business. Interpreting the Standard and trying to reach that level of practice can be difficult but worth the effort. There are industry professionals in the market who assist businesses to

achieve this certification such as JLB. A good quality consultant will help a business not only achieve certification but help the business improve and find greater efficiencies.

METCALF GROUP (SA) AFTER ATTAINING CERTIFICATION...

Metcalf Group (SA) now proudly displays its certification on its walls in reception alongside its policies, licenses, awards and Club Quality membership (JLB). It's an impressive sight for anyone walking in and the staff can be proud to show them off. The company continues to maintain these standards as audits will continue every year through their chosen certification body TQCSI.

Maintaining these standards means a commitment to continuous improvement and best practice.

But certification isn't the end of the story. Within three weeks of certification, Metcalf won several tenders with consistent feedback that the certification attached to their tender proposals was impressive. Other organisations can now see [through third party independent evaluation] that Metcalf Group (SA) is on the same level of quality as the Tier 1 firms in the industry.

"Attaching our certificates to our tenders, showing our certifications on the footers of our emails and displaying our policies and commitments at our office has given our clients even greater confidence that Metcalf is the best choice," Gary says. ■

Don Hadley (MBA, BComm, IMC) is a senior management consultant and economist for JLB based in Adelaide, South Australia. His services include specialties in quality systems, risk, strategic advisory services and economic consultation.

"We have always prided ourselves on going above and beyond, exceeding client's expectations and achieving certification would be the next step to formalise that," Gary says.





Potential South Australian partner

Metcalf Group (SA) is a South Australian company that has operated in the retirement village sector for 20 years. The group provides design, construction, management and marketing services to retirement villages. The design and construction service includes sourcing land for clients.

The group's company, Adelaide Retirement Services was formed in March 1996 and provides a full range of services to the retirement industry (design, project management, village management and marketing and planning). This company has exclusive contracts with national

retirement providers including local retirement operators in South Australia for marketing, management and sales of over 2,000 units in South Australia.

Chergar Developments Pty Ltd (also owned by Metcalf Group (SA)) undertakes building ventures independently. The company also has experience in consultation in the concept, design and construction of new retirement village estates. Chergar Developments Pty Ltd also provides refurbishment services to existing retirement villages. The refurbishment service upgrades interiors and exteriors of units to prepare them

for resale. Chergar Developments Pty Ltd has exclusive contracts with national retirement operators, including local operators, for project management and renovation services and this includes over 3,000 units in South Australia.

Metcalf Group (SA) have numerous project examples. This section features two examples of projects.

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Design and construction

Metcalf Group (SA) were the consultants for the design and construction of Thorndon Park Estate retirement village in the north-eastern Adelaide suburb of Paradise. They also provide management, marketing and sales services for Thorndon Park Estate. Some pictures of the village are included below.

Entrance



Design and construction con't...

Metcalf Group (SA) also provided project management services for the development of Grange View Estate retirement village. Grange View Estate is now completed and Metcalf Group (SA) is the sales, marketing and management company for the village. Below are some examples of the village.



CONTACT DETAILS

Managing Director – Gary Metcalf	0419 809 987	gary@metcalfgroupsa.com.au
Construction Project Manager – Geoff Munn	0448 043 919	geoff@metcalfgroupsa.com.au
Business Manager – Julie Cowell	0417 804 478	julie@metcalfgroupsa.com.au

Office is located at: 28 Greenhill Road, Wayville SA 5034

COMMUNICATE : CO-ORDINATE : MANAGE : DELIVER

EXAMPLE Property Development Business Plan Proposal

(each development is different as are the feasibilities)

BUSINESS PLAN – PROPERTY DEVELOPMENT PROPOSAL

(client to insert company name, ABN etc)

Proposed Property Development – 21 Gardiner Avenue, Warradale, South Australia 5046

We will be enlisting the services of **Metcalfe Group (SA)** to build this development on our behalf.

Current Dwelling



*Proposed development (see attached plans
Currently in at council for approval)*



Proposed costing for this project:

- Land Cost \$??
- Stamp Duty \$??
- Build Costs and all fees \$??
- Sales and marketing fees \$??
- Total outlay for development \$???

These figures would be entered by the client and project specific

A standard MBA Housing contract will be executed with Metcalf Group (SA) Pty Ltd:

Standard Progress Claim payments will be sought by the Builder as per the Contracts: Eg:

- Preliminary Costs (council fees, working drawings, engineering drawings, timber drawings, BRC & certification – all to get to site)
- Stage 1 of Build 20% (of each dwelling)
- Stage 2 of build 10% (of each dwelling)
- Stage 3 of Build 10% (of each dwelling)
- Stage 4 of Build 20% (of each dwelling)
- Stage 5 of Build 10% (of each dwelling)
- Stage 6 of Build 15% (of each dwelling)
- Stage 7 of Build 15% (of each dwelling)

This development is currently in with the Council for Planning Approval - *The Planning drawings have been re-worked to council's satisfaction and the project is waiting to go to the Council panel for final assessment, which is expected within approximately 2 weeks.*

Once the land has been purchased and is in the settlement process, the final approvals for development will be sought by the builder.

Upon approval, the builder – Metcalf Group (SA), will provide construction schedule to commence on site in XXXX with a completion date of XXXXXX at the latest.

During the project build, Metcalf Group (SA) will enlist an agent to market the sale of these dwellings off market and prepare a program for the sale upon completion.

We, (name) believe that Metcalf Group (SA) is a reputable builder and have seen project developments they have built and are building at the moment, for other Visa (132) clients from Kitson Migration, Austar Group, and international and interstate clients.

THE CLIENT WILL LIKELY BE REQUIRED TO PROVIDE RESPONSES TO QUESTIONS:

A signed written undertaking by the client is required that the properties being developed pursuant to the project will be made available for sale no later than two months upon completion of the build. – **See example attached**

The client must also provide evidence of the source of the property development funding, to set out what percentage and amount is personal capital, debt finance, or any other source of funding.

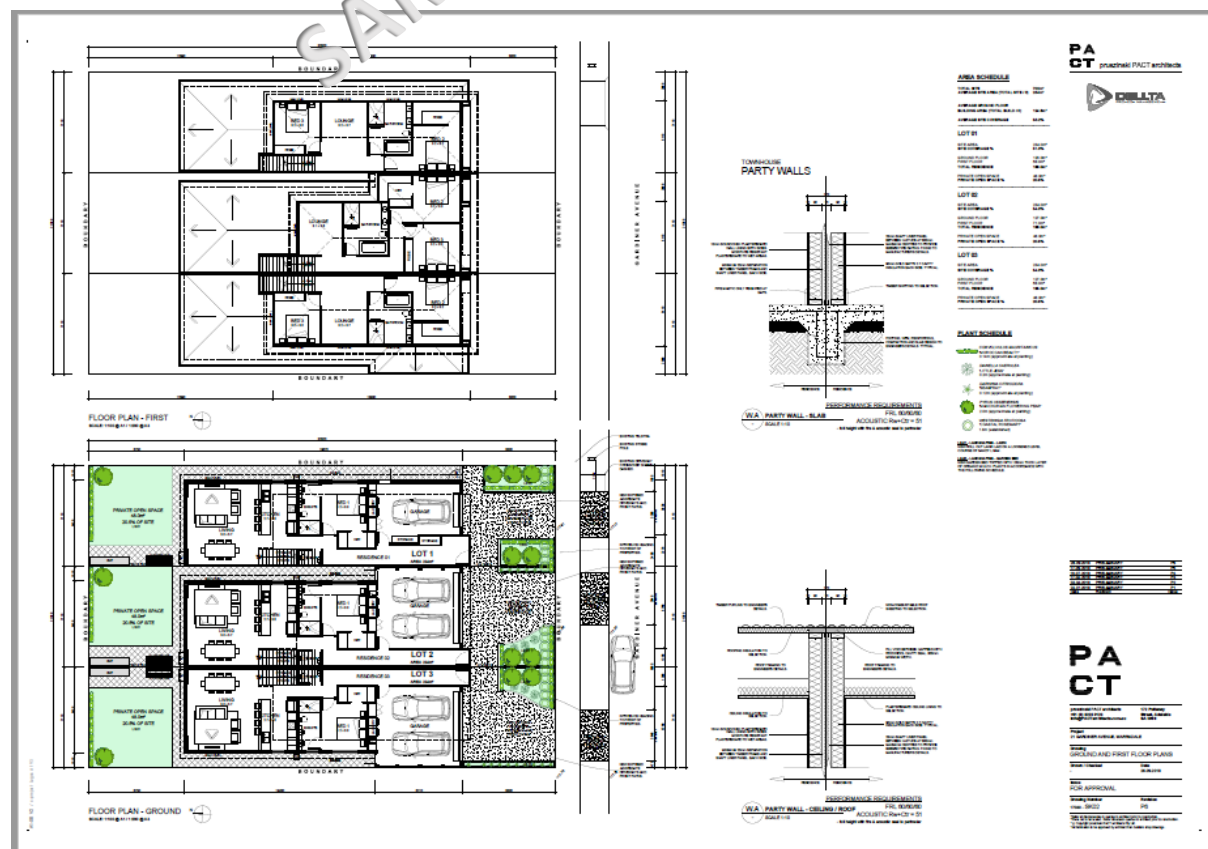
This may be a proposed breakdown and details of own/debt/other financing

Explanation of the client's managerial role within the project, and submissions as to why the client has suitable experience to fulfil such role

This could be answered along the lines of: They will attend regular project meetings, in the builder's office and on site. Have input into the schedule of finishes and the decision to determine the sale process. They would also attend site to confirm the progress payment schedule is being adhered to.

During the client's regular six-monthly meetings with the Immigration SA Business Migration team, they will be required to provide evidence of investment into the property development. This may include investment items such as cost of site acquisition, consultation services (for example. legal, planning, design, building, marketing and promotion), employees, building and construction costs, and other expenditure identified by the client. This may include the provision of relevant contractual documentation

This could be answered: Metcalf Group (SA) will provide a MBSA (Master Builders of South Australia) building contract for each of the dwellings to be built, along with fortnightly updates (including pictures) to the client for their reference. (this will support the above clause)

[illegible]



Government of South Australia
Department of Planning,
Transport and Infrastructure

Product	Register Search (CT 5365/980)
Date/Time	11/10/2018 01:44PM
Customer Reference	
Order ID	20181011006138
Cost	\$40.15

REAL PROPERTY ACT, 1986



South Australia

The Registrar-General certifies that this Title Register Search displays the records maintained in the Register Book and other notations at the time of searching.



Certificate of Title - Volume 5365 Folio 980

Parent Title(s)	CT 2192/86				
Creating Dealing(s)	CONVERTED TITLE				
Title Issued	02/10/1996	Edition	6	Edition Issued	10/05/2018

Estate Type

FEE SIMPLE

Registered Proprietor

GIUSTOZZI INVESTMENTS PTY. LTD. (ACN: 623 148 121)
OF CARE 226 PULTENEY STREET ADELAIDE SA 5000

Description of Land

ALLOTMENT 439 DEPOSITED PLAN 4624
IN THE AREA NAMED WARRADALE
HUNDRED OF NOARLUNGA

Easements

NIL

Schedule of Dealings

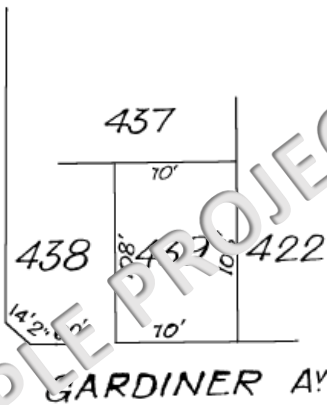
NIL

Notations

Dealings Affecting Title	NIL
Priority Notices	NIL
Notations on Plan	NIL
Registrar-General's Notes	NIL
Administrative Interests	NIL



ELGIN AV



GARDINER AV

100 50 0 100 FEET

DISTANCES ARE IN FEET AND INCHES
FOR METRIC CONVERSION
1 FOOT = 0.3048 METRES
1 INCH = 0.0254 METRES

Example of the Undertaking declaration form to be signed.



Government of South Australia
Department of State Development

Immigration SA
GPO Box 320
Adelaide SA 5001

Property Development Undertaking
房地产开发承诺书

I, 我 _____ (the applicant 申请人)
(Print name) (名字拼音全拼)

hereby undertake to make the property(ies) identified in my property development business plan for my South Australian business migration nomination application available for sale no later than two months upon completion or handover of the build.

特此承诺，本人向南澳州移民事务处提交的商业计划书中涉及的房地产开发项目，在该房地产项目完成或移交后的两个月内公开对外销售。

Signature of applicant: _____ Date: ____/____/20____
签名 (Applicant only to sign) (仅申请人签名) 日期 (DD/MM/YY) (日/月/年)



METCALF GROUP (SA)
28 GREENHILL ROAD
WAYVILLE SA 5034

BLD: 293654

ABN: 22 619 901 807

OFFICE: 08 8274 0277