

# BUILDING DEVELOPMENT SOLUTIONS

realising the potential

## COMMERCIAL & RESIDENTIAL DEVELOPMENTS



# Building Development Solutions (Aust)

## 3 Phase Approach

### THIS APPROACH PROVIDES THE LEVEL OF SERVICE YOU NEED FOR A LEAN PROJECT

No matter what you are trying to achieve – a redevelopment, refurbishment, new construction, an increase in net lettable area, a single purpose building or a multi-use complex, we can build your development solutions in 1-2-3 steps.

Whether it's your 20th development project or your first foray into this process, we can adjust our services to your unique project.

Just choose the services you need:

### PHASE 1

#### Advisory Services and Due Diligence

Project analysis, asset planning, cost estimates, business case development, concept plans, stakeholder management, feasibility studies, site choice, approval processes, planning approvals, investment partners.

### PHASE 2

#### Construction and Project Management

Holistic design elements, architect and engineer liaison, site management, onsite construction, contracting strategies, tenders, procurement, safety controls, risk identification and management, financial monitoring and reporting, workflow efficiency, time and quality control.

### PHASE 3

#### Potential Realised

Property sale assistance, tenancy coordination, commercial property guidance, established relationships with real estate agents.

# Realising the Potential in 1-2-3

Building Development Solutions (Aust) ("BDS") is the property development division of the Building Solutions Group, a commercial and residential construction organisation.

The Directors' sixty years of combined experience in construction and finance, ensure you will receive proficient guidance and knowledge from the team at BDS.

From the administration staff to the Directors, our hands on approach and open lines of communication, create an environment of trust and respect within our company, with consultants, suppliers and importantly, with our Clients.

Through our tailored 3 Phase Approach, we aim to realise the full investment potential of a vacant block, new construction or to enhance an existing building.

## PHASE 1

Advisory Services and Due Diligence

## PHASE 2

Construction and Project Management

## PHASE 3

Potential Realised

**CLIENT:** Remarkable Investments

**LOCATION:** Canning Vale, WA

**BUDGET:** approx \$4 - \$5 million

**BSA ROLE:** Phases 1, 2, 3

BDS was approached to project manage this development from inception to handover of the completed Commercial Office and Warehouse. The initial phases involved site assessment, financial assessment, concept and working drawings, Council applications, followed by construction and finally, delivery of an appealing, utilitarian building occupied by an International tenant.



# PHASE 1

## Advisory Services and Due Diligence

### WORKING TOGETHER IN FLEXIBLE PARTNERSHIP

Property developments and Statutory requirements are complex. Making informed decisions at the beginning of the process is crucial and we can help lay those strong foundations, through:

- » Identifying the site, feasibility studies and business case development
- » Land acquisition and development applications
- » Understanding your objectives and stakeholder needs
- » Cost projections based on Working Drawings and Engineering Plans
- » Town Planning services, via our sister company Planning Solutions (Aust) Pty Ltd
- » Assembly and co-ordination of all necessary paperwork for Planning Approvals and subsequent Building Licences, where needed
- » Negotiating extra costs imposed by Authorities to minimise them
- » Meeting Building Regulations through our in-house fully qualified Building Surveyor
- » Risk identification and mitigation

**Important:** We do not provide Financial Advice or Financial Services as defined under the Corporations Act s766A and s766B. Property development can be a significant financial commitment, therefore, before making a decision you need to consider (with or without the assistance of a financial adviser) whether the information you receive is appropriate to your needs, objectives and circumstances.



**CLIENT:** Guille private development

**LOCATION:** North Perth, WA

**BUDGET:** N/A

**BSA ROLE:** Phase 1

This 994sqm block, in the highly sort after area of North Perth, was identified as a solid development with various possible outcomes to unlock its value. After detailed assessment, it was decided to sub-divide the property into 2 green title blocks, with a rear battle-axe block, under R30 Codes. This configuration enabled both lots to have significant city views and being green title, the extra costs were outweighed by the considerable increase in value.



# PHASE 2

## Construction and Project Management

### BUILDING ON YOUR STRONG BRIEF FOR THE PROJECT

Moving from the intangible to the physical stage of property development can be a time consuming and stressful experience. If you have the right team working for you, these problems can be resolved.

Years of delivering high-quality projects on time and on budget enable us to avoid any pitfalls to successfully combine your vision and brief with our construction capabilities.

All construction requirements are provided:

- » Responsive designs created for site positioning and development options
- » Construction Programme – monitored, tracked and updated on a regular basis with corrective action taken, where necessary
- » Dilapidation Report – initial and final inspection reports

- » Site Logistics – security, personnel, access, deliveries, signage, movement and hoisting of materials, noise and vibration management, dust management, stormwater control, soil excavation, storage and handling, waste management, environmental considerations, traffic access management, uncompromising safety standards; these are all planned for and managed
- » Contract Administration and Handover – progress meetings are held to ensure full compliance with contract requirements and facilitate two-way communication. A comprehensive document file is provided at handover that includes all warranties, ASCON drawings and occupancy approvals

**CLIENT:** Guille & Kotsoglo private development

**LOCATION:** Port Kennedy, WA

**BUDGET:** \$1,350,000 incl land

**BSA ROLE:** Phases 1, 2, 3

It was an exciting opportunity to transform a vacant commercial lot into a 3 Unit Warehouse Complex in the coastal area of Port Kennedy. All three units were sold at market prices, providing a solid financial return to the Partners.



## PROJECT MANAGEMENT TEAM

Our Project Management Team has extensive understanding and experience in many aspects of construction.

As your focus remains on the end goal, we manage the construction phase of the project. Our job is to ensure the following meet our standards, such as:

- » Contract management
- » Strategic planning
- » Site establishment
- » Tender processes
- » Budget estimates, monitoring and reporting
- » Staffing and Contractor coordination
- » Stakeholder management
- » Environmental evaluations
- » Managing construction to the brief

Risks are identified early and allocated to the best person, from which strategies are then developed and implemented to eliminate or minimise the risk. To consistently meet targets, open lines of communication are needed, internally and externally, so regular feedback mechanisms are established.

These strategic processes mean any adjustments can be made so the investment is delivered on time and on budget to the satisfaction of all parties.

## EXPERTS ON CALL

Part of our Product Differentiation Strategy that reduces costs, is the use of expert consultants. These are the professionals in their chosen fields who we have ongoing relationships with, such as:

- » Civil Consultants
- » Electrical Consultants
- » Mechanical Consultants
- » Hydraulic Consultants
- » Structural Consultants
- » Geotechnical Consultants
- » Energy Efficiency Consultants
- » Building Certifiers
- » Fire Consultants
- » Lawyers
- » Estate Agents

**CLIENT:** Building Solutions (Aust) Pty Ltd

**LOCATION:** Malaga, WA

**BUDGET:** \$1,200,000

**BSA ROLE:** Phases 1, 2, 3

Creating our own Head Office from the ground up on a major arterial road was an important event in Building Solutions' history. Working through our needs and objectives enabled us to design an A-Grade workspace and develop the site for our future growth. We're proud of the end result, which forms part of our long-term property portfolio..



# PHASE 3

## Potential Realised

### BDS HOLDS THE KEYS TO UNLOCKING THE POTENTIAL

There are many reasons why you decided to invest in property development, and if not properly managed, the potential could remain unrealised.

BDS can help unlock its potential through these services:

- » Property sale assistance
- » Tenancy coordination
- » Commercial property guidance
- » Obtaining timely Occupancy Certificates
- » Established relationships with real estate agents
- » Seek planning advice as required

We are different from some other Builders and Developers as we:

- » Can demonstrate a history of performance targets being met
- » Undertake projects in metropolitan and regional areas of WA, SA, NSW and VIC
- » Save you time and money, now and into the future through our history of low maintenance requirements
- » Meet expectations of all stakeholders including owners, tenants, investors, councils and clients
- » Have a Product Differentiation Strategy - we compete by having a small tailored team of professionals with diverse experience, enabling us to complete multi-industry projects and yet maintain a lower cost structure than our competitors.



**CLIENT:** Guille & Kotsoglo in partnership with others

**LOCATION:** Kewdale, WA

**BUDGET:** \$2,000,000

**BSA ROLE:** Phase 1, 2, 3

BDS assisted in getting this profitable residential development off the ground. After meticulous costings and planning, the potential of this block was realised through the construction of 3 townhouses, all of which were retained by the Partners on completion.

To see what others have to say about us and their completed projects, visit [www.buildingsolutions.net.au](http://www.buildingsolutions.net.au)



## DAVID GUILLE, FCA

### EXECUTIVE CHAIRMAN

- » **A FELLOW OF THE INSTITUTE OF CHARTERED ACCOUNTANTS IN AUSTRALIA (FCA)**
- » **FOUNDING DIRECTOR, LEAN CONSTRUCTION INSTITUTE – AUSTRALASIA LTD**

David is responsible for the direction, financial structure and human resources at Building Solutions (Aust) Pty Ltd. His strategic ability has been developed through 30 years in commercial and private sectors as a Chartered Accountant.

Successfully developing numerous properties, privately and in partnership for residential, commercial and investment purposes, David fully understands the 3 Phases of Property Development.

## MARCUS KOTSOGLO, REGISTERED BUILDER

### MANAGING DIRECTOR

- » **ASSOCIATE DIPLOMA APPLIED SCIENCE BUILDING**

During his 30 year career in the building industry, Marcus has gained a broad range of commercial and residential experience in local government, the private residential sector and in the large-volume construction industry.

Understanding all facets of the construction industry has enabled Marcus to profitably undertake property development projects, both residential and commercial.



“With 200 diverse builds completed in the past 10 years, we are well positioned to help property developers with their latest undertaking.” Marcus Kotsoglo, Managing Director & Registered Builder, Building Solutions (Aust) Pty Ltd



## BUILDING SOLUTIONS CREDENTIALS

- » MBA 2009/10 John Roberts Award as Best New Commercial Builder in WA
- » WA Business News 2010 Rising Stars Award Winner
- » Numerous MBA Excellence in Construction Awards
- » Member of Master Builders Australia
- » Member of ISNetwork (verifies safety & insurance standards)



Winner of  
numerous  
MBA Awards  
inc. Best  
New Builder



RISING STARS 2010

**CLIENT:** Guille & Kotsoglo  
private development

**LOCATION:** East Perth, WA

**BUDGET:** approx \$ 1,300,000

**BSA ROLE:** Phases 1, 3

The Partners purchased this Office/Warehouse site with a view to redevelop it into a new mixed multi-storey building. After completing preliminary plans and due-diligence we formed the view the market was likely to decline (which it did 12 months later in 2008). The market value had significantly increased during our 15 month ownership, so we undertook a commercial decision, not an emotive one, to sell the site in its existing condition, thereby booking a 38% profit return on our initial investment.



# BUILDING SOLUTIONS

[www.buildingsolutions.net.au](http://www.buildingsolutions.net.au)

CONTACT US

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AUTOMATIC GLASS SLIDING DOOR  
ENTRY, INSTALLED TO MANUFACTURER'S  
SPECIFICATIONS. (typ)