



ADVISING PROPERTY DEVELOPERS AND PROJECT MANAGERS FOR OVER 20 YEARS

Your first choice when it comes to Accountants and Advisors for Property Development projects.



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Making a positive difference

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The Team

Helping you live the lifestyle that you want to live



Chris Reed
cr@buscgroup.com.au

DIRECTOR

Chris is a FCPA (financial planning specialist) and SMSF Specialist with the SMSF Association. He has over 20 years experience advising property developers on projects of all sizes from simple backyard subdivisions right through to large scale apartment projects. As an SMSF specialist adviser, Chris has also advised many investors and developers on how to utilise SMSF's in property development.



Sarah Power
sp@buscgroup.com.au

DIRECTOR

Sarah is the director of the taxation and compliance division at BCG. Sarah is a CPA and has over 15 years experience helping developers meet all their taxation and reporting obligations. Sarah also assists developers to review and setup their record keeping and administration systems to ensure maximum business efficiency and automation.



Domenic Suleman
ds@buscgroup.com.au

DIRECTOR

Domenic's extensive range of skills and qualifications, combined with his many years of experience, set him apart as an excelled property specialist. He is a FCPA, holds a Real Estate Agent Licence, a lending specialist and is a certified member of MFAA (Mortgage and Finance Association of Australia).



Sisi Liang
sl@buscgroup.com.au
SENIOR TAX ACCOUNTANT

Sisi has over 12 years experience in public practice providing taxation and accounting services for various entities including large companies, small businesses, partnerships, trusts, super funds and individuals. She is a CPA and is also a Xero certified adviser.



Viviana Pereira
vp@buscgroup.com.au
ADMINISTRATOR

Viviana is the office administrator at BCG. She is the one responsible in supporting the organisation in a various ways including communication to our clients, scheduling, event management and many more. Viviana has a diploma of Business and has over 15 years experience in administration and management.



Kerry O'Malley
ko@buscgroup.com.au
FINANCIAL ADVISER

Kerry is an Authorised Representative of Count Fincancial Limited and has over 20 years experience as a Financial Adviser. Kerry has provided advice to a wide range of individuals and SMSF clients in areas such as superannuation, retirement planning, personal insurance and investment. Kerry is also an Associate member of the FPA Australia.

Introduction

Making a positive difference

Business Concepts Group assists property developers and project managers in every aspect of their project in order to help de-risk and de-stress all elements of the property development cycle. The ability to assist developers comes from BCG's multi-disciplinary approach where they provide a total and holistic service offering that extends far beyond the standard accounting, taxation and advisory services of a typical accounting firm.

BCG services are tailored for:

- Large Scale Property Developers
- Project Managers
- Property Development Syndicates
- Emerging/New Property Developers
- Property Developers conducting 'One-Off' projects
- Land Bankers
- SMSF Property Development

With over 20 years experience in the industry, we are the first choice when it comes to Accountants and Advisors for property development projects.

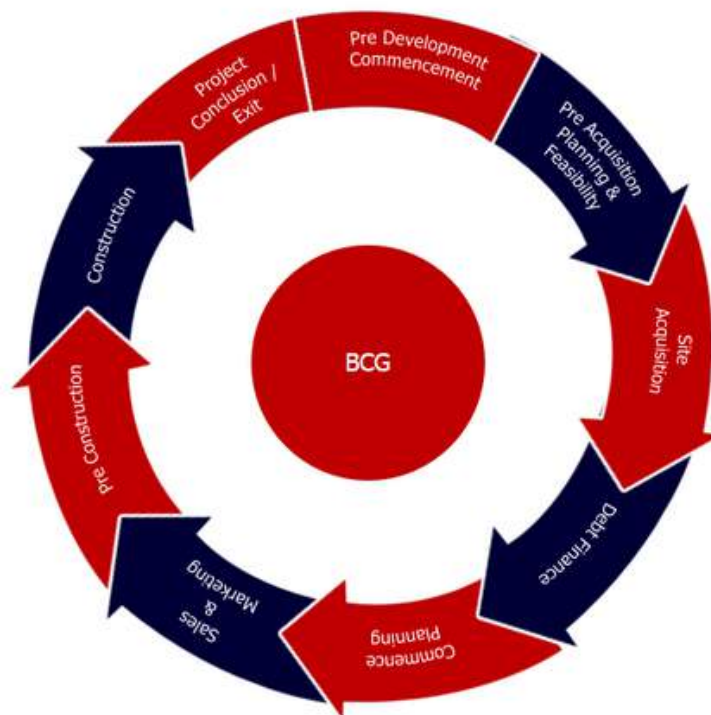
As project accountants, we are able to provide:

- Cloud project document storage
- Preparation and lodgement of tax returns
- Bookkeeping and regular reconciliations
- Integration with Estate Master for actual v's budget reporting
- BAS lodgement
- Accounts payable
- Preparation of financial statements
- Quarterly or Monthly reporting

In addition to the above services, we are here to support property developers and project managers throughout the entire project from pre-development right through to project completion and windup. This is done through our wide range of services and experience, as well as our extensive professional network.

Supporting Property Developers & Project Managers

Making a positive difference



1. Pre-Development Commencement

- Review assets protection
- Review Estate Planning
- Advising on tax obligations
- Advising on equity and project structure
- Structuring considerations for management and business entities
- Be development ready!

2. Pre-Acquisition Planning & Feasibility

- Assist in finding appropriate sites
- Consult with financier and sales consultants
- Advise on GST, duties, GAIC issues with purchase
- Research building and develop costs
- Prepare and review financial feasibility
- Prepare documentation for equity investors
- Consult and advise re-equity raising

Supporting Property Developers & Project Managers

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3. Site Acquisition

- Review terms and conditions
- Advise and establish appropriate structure
- Consult legal advice on purchase contracts and agreements

4. Debt Finance

- Prepare financial proposal for lenders
- Arrange Debt Finance for total debt required including site acquisition and construction funding
- Consider LVR's, presale requirements and all other terms and conditions

5. Commence Planning

- Revising cashflows, budgets and feasibility

6. Sales and Marketing

- Consult with sales agents
- Revise cashflows and budgets

7. Pre- Construction

- Re-work cashflows and budgets based on tenders and contracts

8. Construction

- Project bookkeeping and accounting
- GST and tax lodgement obligations
- Monitoring project financial performance and variance analysis
- Financial reporting to equity investors
- Stamp duty calculations (off the plan sales)

9. Project Conclusion / Exit

- Final accounts and lodgements
- Final reporting to, and payout of, equity investors
- Advise and implement appropriate method to wind up entity



Supporting Property Developers & Project Managers

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Superannuation and Self Managed Super Funds

Our expertise in superannuation, and specialisation in self managed super funds, is popular with developers and project managers for creating wealth in a protected environment, the ability to retain some development stock, and being able to use superannuation as a source of capital for projects.

Business Advisory

As a business owner you will know it's a never ending task to seek opportunities for growth and work on the development of your business. Our business advisory expertise gives you a professional adviser as part of your team to help grow and develop your business and ensure that you, as a business owner, are working on your business and not stuck working in your business. It is not just about developing a plan, but aimed at helping you deliver and implement the plan as well as supporting you in the ongoing business development process.

Financial Planning

Our financial planning team helps developers to build wealth outside of their business and to protect these assets. Personal insurances and estate planning are often neglected areas for property developers but are essential to ensure that the family, the assets and the business are all protected in case of unforeseen circumstances.

Events & Resources

Making a positive difference



Property Development Networking Events

Our regular Property Developers Melbourne (PDM) events are very popular for networking, drinks and a special industry presentation. The PDM networking events have become renowned within property development industry for being one of the best networking functions in a relaxed and informal environment. With an average attendance rate of over 120 professionals, the PDM events are a great way of expanding your property development network. If you would like an invitation to our next event, please fill out this application form [online](#).



Property Development Podcast Series

Our ten part podcast series takes you through the property development cycle from pre-development right through to project completion and windup. You can request the Property Development Podcast Series on the button below.

[REQUEST PODCAST](#)

Events & Resources

Making a positive difference

Tools

We have a number of tools available to help developers with their projects. You can access two of these by completing the on-line form:

- *Feasibility spreadsheet*
- *Site pre-acquisition checklist*



Property Development Masterclass

Our Property Development Masterclass is a comprehensive two day intensive course with leading industry experts to take you through all the aspects you need to take your development career to the next level.

Major Topics Covered:

- Structuring, Asset Protection and Risk Mitigation
- Legal Documentation
- Attracting Investors and Financing the Project
- Town Planning
- Market Research and Sales
- Due Diligence and Financial feasibility
- Project Completion

For more information check out the *masterclass page on our website*.

Previous Projects

Making a positive difference



The Peppers Waymouth Hotel Adelaide is a 5 star 202 room hotel in the heart of the CBD. Offering all facilities for business and recreational guest, it has fast become the accommodation destination of choice in Adelaide. Comfort, space and an elegant retreat were the key factors when designing the hotel rooms. 5 star luxury and experience for the discerning guest.



The Metro Mitcham, a quality development of only 48 one and two bedroom apartments, these are generously proportioned homes completed in September 2014. Architect designed to a high standard, metro exemplifies the finest in contemporary living with spacious balconies to each apartment, underground

car parking, storage areas, bicycle racks and security access. The 5 ground floor commercial tenancies offer the perfect position for either professional office suits, retail or restaurant space.



Bentleigh East Victoria duplex townhouse development. Built on a 680 sq land. Each townhouse is 20 sq brick veneer, tiled roof, 3 bed rooms with BIR, master ensuite, bath room, powder room, laundry, kitchen, lounge, dining, outside deck and garage.

Previous Projects

Making a positive difference



Carnegie Victoria duplex townhouse development. Similar layout as the Bentleigh East development. Land size 600 and each town house is 25sq.



Sydney Road Coburg a five-level mixed retail and commercial development in the heart of the central 2020 structure plan, adopted by the City of Moreland 9th August 2006. Two ground floor retail shops, anchor potential professional offices suites.



Balwyn Victoria The development project consisted of 2 floors of office space, suspended car park level and three ground level retail shops.

Previous Projects

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Preston Victoria One of the smallest land size project we have been involved in with a land size that's only 59 square metres. A Duplex townhouse development with each townhouse consists of 2 bed rooms, one bath, kitchen/living area, laundry, balcony and garage.



Miramar Mornington perfectly situated in the heart of the Mornington Peninsula and with inspired architectural design, Miramar exclusive seaside residences provide the ultimate beachside living in this highly sought after region.



Bellelle, Ivanhoe will be a true mixed-use project featuring private apartments, aged care and independent living units, retail spaces and childcare, provisions for a GP and Allied Health clinic, gymnasium and hotel accommodation which is aimed toward servicing the surrounding medical precinct. To accommodate a range of demographics

and families, the project provides a rich diversity of dwelling types with generous outdoor spaces suited to family occupancy. Enhancing the amenity and lifestyle opportunities are a diverse range of outdoor areas and internal communal zones include a dining room, lounge/library, family lounge and kids' games room.