

**SARAWAK HOUSING AND REAL ESTATE DEVELOPERS' ASSOCIATION**  
**PERSATUAN PEMAJU PERUMAHAN DAN HARTA TANAH SARAWAK**  
**砂拉越房地產發展商公會**  
[www.sheda.org.my](http://www.sheda.org.my)



11 January 2019

**YAB Datuk Patinggi (Dr) Abang Haji Abdul Rahman Zohari Bin Tun Abang Haji Openg**  
Chief Minister of Sarawak  
Chief Minister's Office  
22<sup>nd</sup> Floor, Wisma Bapa Malaysia  
Petra Jaya, 93502 Kuching  
Sarawak

Dear Chief Minister,

**Mandate to Pursue Collaboration with Local Higher Institutions of Learning and Local Universities**

SHEDA would like to express our appreciation to Datuk Patinggi for granting us the courtesy visit on 7 December 2018.

Further reference is made to SHEDA's letter delivered during our recent courtesy call on 7 December 2018, with particular focus on Item 3: Shortage of Technical Skilled Workers.

SHEDA reiterates its keen commitment to engage and collaborate with local higher education and vocational institutions in an effort to proactively overcome specific pressing challenges facing housing and construction-related industries, namely the current shortage of technical skilled workers.

Adverse cascading effects arising from a distinct lack of locally-trained and technically-equipped workers include rising costs of real estate, deferred launch of projects, delayed development of infrastructure and obstruction of Sarawak's overall socio-economic growth.

Aware that the availability of a competent workforce is crucial to the healthy growth of Sarawak's construction industry, SHEDA together with other stakeholders have agreed in principle to jointly form a Technical Committee to collectively assess and address these present deficiencies.

The Technical Committee intends to approach institutions with a proposal that aims to enhance their current respective training programmes with industry-relevant information and technical know-how, thereby creating a robust and effective curriculum that meets education standards as well as industry requirements. These institutions have agreed to meet with us to develop this discussion and we believe dialogues with these learning institutions will follow in the coming months.

In this regard, we thank Datuk Patinggi's mandate to pursue the proposed collaboration. We also treasure Datuk Patinggi's guidance and direction.

A copy of the said letter dated 7 December 2018 is enclosed for ease of reference.

Thank you.

Yours sincerely,  
for Sarawak Housing and Real Estate Developers' Association

**Dr Christopher Ngui**  
President

**Dr Richard Tan Yoke Seng**  
Secretary-General

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Cc:

*YB Datuk Dr Sim Kui Hian, Minister of Local Government and Housing Sarawak*

*Ybng Datu William Patrick Nyigor, Permanent Secretary Ministry of Education, Science and Technological Research Sarawak*

*YBhg Prof Datuk Dr Mohamad Kadim bin Suaidi, Vice Chancellor of UNIMAS*

*Prof Datuk Dr Khairuddin Ab Hamid, Vice Chancellor of UCTS*

*Professor John Wilson, Deputy Vice-Chancellor and Chief Executive Officer of Swinburne*

*Professor Jim Mienczakowski, Pro Vice-Chancellor and Chief Executive of Curtin Malaysia*

*Sr. Wong Kwong Lee, Chief Executive Officer of Laila Taib*



7 December 2018

**YAB Datuk Patinggi (Dr) Abang Haji Abdul Rahman Zohari Bin Tun Abang Haji Openg**  
**Chief Minister of Sarawak**  
Chief Minister's Office, Sarawak  
Tingkat 22, Wisma Bapa Malaysia  
Petra Jaya, 93502 Kuching, Sarawak.

Dear Chief Minister,

**Re: Issues identified by SHEDA**

Greetings from Sarawak Housing and Real Estate Developers' Association (SHEDA).

**1. Sri Pertiwi Affordable Housing Scheme**

SHEDA welcomes the recently announced Sri Pertiwi Affordable Housing initiative and would like to assist the State Government to realise the objectives of this affordable housing scheme. SHEDA has raised some technical issues requiring fine tuning on the guidelines extended to us by the Ministry of Urban Development and Natural Resources (MUDNeR).

It is believed that those technical issues raised by SHEDA needs to be overcome in order to achieve the desirable objectives of the Sri Pertiwi Affordable housing scheme.

**2. Sarawak My Second Home (SMM2H)**

Sarawak, a plethora of culture, adventure, nature, food, weather/ climate, disaster free zone, its cultural and festivals diversity (consisting of 26 ethnic groups) and its low cost of living is definitely a natural choice for many to make Sarawak their second home.

Sarawak should capitalise on its inherent advantages by tapping on Singapore and Sabah success in their tourism industry, and strategise Sarawak to be a regional hub (with more direct connectivity to other destinations) in order to:-

- Ride on the neighbouring success to boost Sarawak educational and healthcare related tourism;
- Promote eco-tourism with its unique flora and fauna diversity;
- Promote diverse cultural heritage and gastronomical cuisine;
- Complement our current SCORE; and
- Turbocharge our economic performance to achieve a high income and developed nation.

To complement the above strategies, SHEDA is willing to actively participate in promotional events such as roadshows, seminars and other property related events to promote SMM2H to the targeted markets and concomitantly attract more foreign investment in SCORE and other investment opportunities. In this regards, SHEDA has organised and participated in overseas study/ business trips to Perth, Qingdao, Bangladesh and recently, Shanghai, together with MLGH. Memoranda of Understanding (MoU) were signed between SHEDA members and their overseas counterparts to help promote SMM2H.

To strengthen the above strategies, kindly find the attached *Appendix I* of SHEDA's view on the subject matter for your consideration.

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### **3. Shortage of Technical Skilled Workers**

Shortage of skilled workers has hindered the development of various Sarawak industries. The situation is not getting better but worse.

For Sarawak to achieve a high income and developed nation, SHEDA is willing to take active participation to collaborate with local higher educational and vocational institutions to enhance our research and development capabilities and up-skilling the technical competency of the local workforce, in particularly the construction related industries.

SHEDA wish to engage with our local higher educational and vocational institutions, eg. Swinburne University, UCTS, Laila Taib College, Curtin University, and local vocational schools in conjunction with the relevant departments or ministries to synergise the technical training programs in congruence with the market and industry's needs.

### **4. Social and Affordable Housing**

Due to cross subsidy elements of the social housing components imposed by SPA, the overall housing prices of the other categories has aggravated the disproportionate increase in cost and price over the past decades. To ensure price of houses to be more affordable, private developers should not be burdened with the responsibility to build social housing to the target group.

### **5. A case study- Tabuan Jaya development in 1970s to 1990s**

A successful model in stabilising house prices by reclassifying native land without social housing components nor title restriction. All native buyers had benefited on the appreciation of the property value as a mixed zone land, may it be as collateral for financing the children's education or financial gain while disposing at a later stage.

### **6. SHEDA Annual Dinner and Excellence Awards 2018**

We are pleased to announce that SHEDA will be celebrating its 25<sup>th</sup> Anniversary this year. The event will be held on **19 January 2019 (Saturday)** at the Borneo Convention Centre, Kuching.

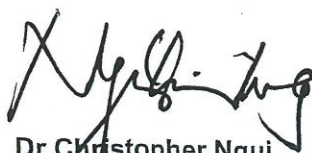
To commemorate this auspicious event, SHEDA will publish a special edition Anniversary Celebration Yearbook to feature the 25 prominent developers in Sarawak and other activities. In addition, SHEDA also recognises outstanding Property Man of the year 2018 and distinguished members for their achievements in the housing development projects in their own way.

### **Conclusion**

SHEDA is grateful for the opportunity to be heard and looks forward to a meeting between all relevant parties, ministries and departments to resolve the above issues soonest possible.

Thank you.

Yours faithfully,  
*for Sarawak Housing and Real Estate Developers' Association*

  
Dr Christopher Ngui  
President

  
Dr Richard Tan Yoke Seng  
Secretary-General

**Proposal for consideration under Sarawak My Second Home (SMM2H)**

**A. Recommend Age Criteria**

SHEDA appreciates if State government could consider revising the minimum age of applicants who wishes to participate in the SSM2H Program. **Recommend Age criteria of 50 years and above to be amended to tiers:-**

- Tier one : 50 years and above – Silver Hair entitle to apply SMM2H (same as current)
- Tier two: 40 years and above – Monthly offshore income of RM15,000 for married coupled. Must buy residential properties in Sarawak worth no less than RM500,000.00 at designated areas in Sarawak. Open a bank account with fixed deposit of RM200,000. Children to study at International School or Institution in Sarawak.
- Tier three: 30 years and above – must have monthly offshore income per married couple worth no less than RM10,000. Must by residential properties worth no less than RM350,000 at designated areas in Sarawak. Open a fixed deposit account of RM150,000 and must have children study at International school in Sarawak.

**B. Recommended target markets**

Recommended target markets:-

- **China:** 30 years and above should be the target segment as most parents with young children would go overseas for international school. This is because international school fees are expensive in China and there tend to be a long queue to get a spot for their children in the school.
- **Japan:** As living expenses are high in Japan, most Japanese would choose the silver hair program overseas for a better retirement lifestyle. Even though there is a given RM10,000 retirement fund per month by the Japanese government, this fund is considered relatively low in Japan.
- **United Kingdom & Europe:** UK has especially long ties with Sarawak and it is considered very cheap, good weather and living comfortably in Sarawak.