

**ORIGINAL**

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
 22<sup>nd</sup> SHEDA State Annual General Meeting  
 Thursday, 9 April 2015 at 10.00am at Imperial Hotel, Boulevard, Kuching

**Attendance - Ordinary Members**

No	Name	Company (including Proxy)
1	Joseph Wong Kee Liong (President)	Kintown Development Sdn Bhd
2	Rewi Hamid Bugo	Petra Jaya Properties Sdn Bhd
3	Dr. Christopher Ngui Siew Ling	Tiara Realty Sdn Bhd
4		Indah Kerjaya Sdn Bhd
5		Regal Advantage Sdn Bhd
6	Penghulu Ting Teck Kai	Upcojaya Construction & Engineering Sdn Bhd
7	Simon Tiong Chee Chin	Borwak Sdn Bhd
8		Barnwood Baru Sdn Bhd
9		Unique Harvests Sdn Bhd
10		Min Sing Co. Sdn Bhd
11		YH Wong Enterprise Sdn Bhd
12		Pekerjaan Piasau Konkerit Sdn Bhd
13		Interhill Enterprise Sdn Bhd
14		Green Summit Development Sdn Bhd
15	Troy Yaw Chee Weng	Sarawak land (Kemena Park) Sdn Bhd
16	Jee Chun Fah	Dascom Sdn Bhd
17	Kevin Choo Chung Ing	Timber Land Properties Sdn Bhd
18	Augustine Wong Chung Ho	Sinar Mekar Properties Sdn Bhd
19	Bobby Ting Sie Ching	Elica Sdn Bhd
20	Chang Foh Choon	Naim Land Sdn Bhd
21	Lawrence Kong San Hoe	Rich venture Construction Sdn Bhd
22	Robert Ting Kang Sung	WTWY Real Estate Sdn Bhd
23	Ir. John Yong Lock Ping	Instarmac Development Sdn Bhd
24	Yek Nai Kwong	BBC Construction Sdn Bhd
25	Gary Kho Thong How	CMS Property Development Sdn Bhd
26	Dato William Wei How Sieng	HWS Development Sdn Bhd
27		Total Reliability Sdn Bhd
28	Hj.Zaidi Ahmad	Arasy Assets Sdn Bhd
29	Lawrence Law Siew Hie	Sendayan Properties Sdn Bhd
30		Sendayan Development Sdn Bhd
31		Sendayan Realty Sdn Bhd
32		Aquabloom Sdn Bhd

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
 22<sup>nd</sup> SHEDA State Annual General Meeting  
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33	Wong Seh Ho	Blessed Realty Sdn Bhd
34	Lau Kiu Huat	Custodev Sdn Bhd
35	Yap Min Su	Central Land Development Sdn Bhd
36	Leong Pit Wee	CKK Enterprise Sdn Bhd
37	Barapui Balangalibun	Desa Ilmu Sdn Bhd
38	Lau Ben Yi	Gee Realty Sdn Bhd
39		Rasaja Sdn Bhd
40	Wong Kok Wee	Janting Enterprise Sdn Bhd
41	Federic Lee	RH Vision (Sarawak) Sdn Bhd
42	Ir. Dr. John Panil	Borneo Development Corporation (Sarawak) Sdn Bhd
	Chai King Sing	RB Development Sdn Bhd
44	Doris Chin Siaw Phin	Top Green Construction Development Sdn Bhd
45	Dr. Richard Tan Yoke Seng	Sim Sim Construction Development Sdn Bhd
46		Gee Construction Development Sdn Bhd
47	Aw Tai Hui	Vanadium Land Sdn Bhd
48	Steve Tan	Hong Seng Construction (E.M.) Sdn Bhd
49	Polycarp J Bunsu	M&D Enterprise Sdn Bhd
50	Sim Kiang Chiok	Sim Swee Yong Development & Construction Sdn Bhd
51	Agnes Bimol	Crystal Realty Sdn Bhd
52	Wong Siaw Lun	WSL Xiang Xiang Sdn Bhd
53	Joshua Sia Kee Wei	Paling Construction Sdn Bhd

**Observers**

	<b>Name</b>	<b>Company (including Proxy)</b>
54	Dr. Christopher Ngui Siew Ling	Midas Residences Sdn Bhd
55	David Toh Zuen Siang	David Allan Sagah & Teng Advocates
56	Grace Wong	RH Vision (Sarawak) Sdn Bhd
57	Ting Men Choon	
58	Louis Ting Tiew Hee	Sendayan Properties Sdn Bhd
59	Lau Kiu Huat	Custodev Dua Sdn Bhd
60	Yii Ming Ho	Shibumi Sdn Bhd
61	Peter Lau Hui Han	Niche Development Sdn Bhd
62	Kim Ho Boon Ni	Kuwait Finance House (Malaysia) Sdn Bhd
63	Rozanna Ong	Ibraco Berhad

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
 22<sup>nd</sup> SHEDA State Annual General Meeting  
 Thursday, 9 April 2015 at 10.00am at Imperial Hotel, Boulevard, Kuching

64	Wan Zainal	Juara Cahya Sarawak Sdn Bhd
65	Shaiful	
66	Abu Zar bin Abu Bakar	Kuching Sentral Sdn Berhad
67	Raphael Ak Peter Samat	Putera Sentosa Development Sdn Bhd
68	Kevin Phang	Total Reliability Sdn Bhd

No.	Description	Action by
1.0	<p><b>Call to Order</b></p> <p>The President called the meeting to order at 10.15am.</p> <p>Quorum was established by the Secretary-General.</p> <p>Agenda of meeting was adopted.</p>	Info
2.0	<p><b>Minutes of 21<sup>st</sup> Annual General Meeting on 28 March 2014 at Hilton Hotel, Kuching.</b></p> <p>The President moved for the Minutes to be adopted.</p> <p>The matter was proposed by Hj Zaidi Ahmad and seconded by Dr. Christopher Ngui.</p> <p>There being no objection, the minutes were duly adopted.</p>	Info
3.0	<p><b>Minutes of State Extraordinary General Meeting on 7 January 2015 at Hilton Hotel, Kuching.</b></p> <p>The President moved for the Minutes to be adopted.</p> <p>The matter was proposed by Ir. John Yong and seconded by Rewi Hamid Bugo.</p> <p>There being no objection, the minutes were duly adopted.</p>	Info
4.0	<p><b>President's Address</b></p> <p>There being no matters arising, the agenda moved on to the President's address.</p> <p><b><u>MOH-SHEDA Awareness seminars</u></b></p> <p>The series of seminars held in Kuching, Miri, Sibul and Bintulu were a success. Many questions have been raised which SHEDA has noted and will submit to the Ministry of Housing (MOH).</p> <p>An example of questions raised is with regards to the collection of booking fees. At the moment developers are not allowed to receive/ collect any payment/ booking fee.</p> <p>Mr Sim Kiang Chiok asked what the MOH's opinion on the 10% retention under HDA. The President mentioned that SHEDA will request that all monies should be released</p>	Info

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
22<sup>nd</sup> SHEDA State Annual General Meeting  
Thursday, 9 April 2015 at 10.00am at Imperial Hotel, Boulevard, Kuching

upon issuance of individual titles of development (instead of transfer (MOT)).

Mr Sim further mentioned that the issue should also be brought up to the Land & Survey Department (L&S). He requested that an urgent meeting/ dialogues with L&S be held to resolve this matter.

**Connecting Charges Initiatives**

SHEDA has met up three (3) times since November 2014 with the Ministry of Public Utilities (MPU), Sarawak Energy and Sarawak Energy's Consultants from Oakley Greenwood to resolve long-standing issues with regards to Connection Charges.

SEB's consultants were of the view that the "new" connection policy and process should be:-

- i) Easy to understand
- ii) Applied consistently across all regions
- iii) Simple and time-efficient
- iv) Cost-efficient (fair connection pricing)

Further to discussion with SHEDA and other stakeholders, possible initiatives were proposed by the Consultants. It must be said that these are only proposals and are subject to necessary feasibility studies but they represent a good foothold for SHEDA for future negotiations

The President went through a few of the initiatives for members' benefit. Lawrence Law (State Council Advisor) provided explanation on some of the technical terminology in the initiatives and their implications.

**Installation of water and electricity meters**

SHEDA has written to the Minister of Local Government and Community Development several times since the directive was released mid-2014. Another letter was issued this year.

Almost all utility companies approached mentioned that the issuance of OP has nothing to do with the application of utility meters but a policy from Ministry which they have to follow

The President mentioned that this issue was a matter of priority for SHEDA.

**Feedback from CIDB**

It has been verbally agreed by CIDB that property developers should not be charged any CIDB levy if they opt to sub-contract works for labour cost or other related works that amount to less than RM500,000 in a contract sum.

Developers should refer CIDB officers who insist on such payment to refer to their Sarawak Director, En. Mohd Merzan Hashim.

**SHEDA Research & Development**

SHEDA will be publishing its first Sarawak Property Market Development Report in 2016 to complement statistics already in the market, under the guidance of the

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
22<sup>nd</sup> SHEDA State Annual General Meeting  
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Research Committee. This is in line with SHEDA's desire to grow into a responsible, relevant and reliable source of property market data for Sarawak.

Another objective of the Report is to address the current growing vacuum of low-middle income families that are neither eligible for Low-Cost homes, nor able to afford houses at the current market price. The report will hopefully identify the financial capabilities of this vacuum in order that developers may match and deliver properties to meet market need and demand.

SHEDA will provide statistics to MOH to substantiate requests to increase density and provide cheaper land cost.

**Affordable Housing**

The Government has proposed that the current Low-Cost and Low-Cost Plus policies be replaced with Skim Perumahan Khas Rakyat (SPEKTRA).

The scheme is something they have proposed and MOH requires SHEDA's feedback. An internal discussion will be held by the Housing Committee to counter propose the suggestions.

Further discussion to be done under Any Other Business (AOB).

**Supplementary Agreement and Levy**

As MOH and banks no longer recognize the legality of Supplementary Agreements, an agreement to an acceptable amount of levy is required so that affected developers can opt to pay the levy and move forward by upgrading the existing Low-Cost units to normal houses as soon as possible.

SHEDA's proposals for quantum of payment of levy will be discussed under AOB.

**Housing Masterplan: UiTM**

SHEDA recently met up with UiTM Consultants who have been tasked by MOH to conduct a study that will be used towards a possible Housing Masterplan for Sarawak.

The objectives of the Study were:-

- 1) To conduct and analyse the demographic and socio-economic profiles in housing market and identify changing needs and expectations of potential house buyers
- 2) To make recommendations and proposals that meet the overall need for affordable housing in the State for the short, medium and long term
- 3) To examine the affordability of house buyers of various categories of housing and define the affordability concepts that suit the people's needs and new State policy requirements
- 4) To examine the existing and anticipated housing problems and provide possible solutions
- 5) To make recommendations on any changes in policies, institutions, legislation, management and practices

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
22<sup>nd</sup> SHEDA State Annual General Meeting  
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- 6) To identify incentives and special schemes that can be offered to private housing developers to encourage them to build more affordable houses.

SHEDA's feedback to UiTM in brief was as follows:-

- 1) Masterplan zoning for land is required to avoid speculation/ escalation of house prices
- 2) Trunk roads are required to open up more land. To be sourced from Federal funds.
- 3) SPA approval time for residential units needs to be reduced to 3 months to minimise wide gap of land cost between point of purchase and point of sale
- 4) Local councils need to be more standardised, efficient and competent
- 5) Affordable housing - Government to open state land, increase density, reduce setbacks, enter into JV with developers
- 6) SPA to approve the 2,000 units of Low-Cost Houses currently in limbo due to prohibition of Supplementary Agreement
- 7) Levy in lieu of Low-Cost - SHEDA will be undertaking a study and will deliver a proposal to MOH
- 8) Occupation Permit issues before the application of utility meters
- 9) Incentives to be provided for IBS users
- 10) Residential properties under RM500k to be zero-rated under GST
- 11) For the Government to allow private developers the option to build Low-Cost Flats in Sarawak. Currently, only Government agencies are allowed to do so.
- 12) Manpower training is required from CIDB

**Revival of SHEDA Communiqué**

The 1<sup>st</sup> issue of SHEDA Communiqué 2015 has been revived and published under the guidance of the Editorial & Publication Committee. It will be distributed to all members as well as relevant professional associations and Government bodies. Four (4) issues will be published a year. We hope to utilize this medium to create awareness of SHEDA activities, raise opinions, reflect and connect with members across Sarawak.

**SHEDA Management profile**

An 8-page SHEDA Management Profile has been published to achieve the following aims:-

- i) To portray a united and uniformed representation to Government bodies, industry players and associates
- ii) To provide relevant contact and company details of the SHEDA Council, Advisors, Branch Committees and Secretariat

**SHEDA Directory**

SHEDA will be updating its Directory for the new term. Members are asked to lend their cooperation to our Corporate Communications Officer in order to expedite this process.

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
 22<sup>nd</sup> SHEDA State Annual General Meeting  
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<b>5.0</b>	<p><b>Secretary-General's Report</b></p> <p>The Secretary-General (SG) presented the list of activities carried out by SHEDA in the past year.</p> <p>In 2015 the highlighted state activity was the success of the MOH-SHEDA Awareness Seminars on the Housing Development Regulations 2014, held throughout Sarawak.</p> <p>In addition, the establishment of SHEDA branches should make for a much more active association. The Deputy President enquired if matters surrounding the establishment of Branches had been resolved and was informed that it was.</p> <p>It was noted that in the future, all branch activities were to be noted in the Secretary-General's Report.</p>	Info
<b>6.0</b>	<p><b>Treasurer-General's Report</b></p> <p><b><u>Audited Accounts 2014</u></b>          The Treasurer-General (TG) presented the income and expenditure for the year ending 31 December 2014 (see Audited Accounts).</p> <p>Larges expenses for the year 2014 were highlighted.</p> <p>It was noted that over RM60,000 had been spent on legal fees in 2014. The President thanked Mr Sim Kiang Chiok, Mr. Alex Ting and others who served as witnesses during the (Nazerah) case.</p> <p>The TG moved for the Audited Accounts to be received and approved. This was proposed by Louis Ting Tiew Hee and seconded by Peter Lau. There being no objection, the minutes were duly adopted.</p> <p><b><u>Budget 2015</u></b></p> <p>It was noted that the State's income from membership fees in 2015 will decrease as 50% will be allocated to branches respectively.</p> <p>It was also noted that the accumulative fixed deposit (FD) will decrease as it will be allocated to Branches.</p> <p>Budgets for the SHEDA Annual Dinner and SHEDA property expo for 2015 were discussed. Expenses were expected to be similar however, but some notable/ bigger expenses included office renovation and staff salary (and incidentals).</p> <p>A deficit of RM300k was noted, mainly because of membership funds going to branches. Troy Yaw questioned how long the state could sustain the deficit. Louis Ting noted that in previous years there was also a deficit. However, the deficit was based on a conservative income whereas this year, the income reflected is more realistic leaving little margin for cushioning.</p> <p>Mr Sim Kiang Chiok suggested that the Budget 2015 probably overprovided for</p>	Info

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
 22<sup>nd</sup> SHEDA State Annual General Meeting  
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	<p>expenses.</p> <p>It was suggested that there was a need to increase the income for State as Branches were allowed to run certain activities previously run by State. Also, to look into saving on administrative costs.</p> <p>It was also noted that the amount allocated for "Study Tour" was only meant for Council members and not Kuching Branch (typo).</p> <p>The TG moved for the Budget 2015 to be received and approved. This was proposed by Lawrence Kong and seconded by Simon Tiong. There being no objection, the Budget 2015 was duly adopted.</p> <p><b><u>SHEDA House</u></b>          The "Sheda house" project is currently ongoing. State and Branches should collectively look into avenues to raise funds for this purpose. SHEDA requires either a piece of land to build our own building or a shophouse along Protocol Road. Suggested facilities included a display/ showroom, and conference room, activities hall (for seminars) etc.</p>	
<p><b>7.0</b></p>	<p><b>Kuching Branch Chairman's Report</b></p> <p>SHEDA Kuching branch held 3 activities in 2015. They were the HDA (a West Malaysian perspective) morning talk (February), a GST workshop (February) and the annual Home &amp; Property Roadshow, Kuching (March).</p> <p>Kuching has scheduled a second Home &amp; Property Roadshow to be held in November 2015 and invite members to book their booths early.</p> <p>Kuching Branch will be holding more activities and encourage members to participate.</p>	<p>Info</p>
<p><b>8.0</b></p>	<p><b>Sibu Branch Chairman's Report</b></p> <p>SHEDA Sibu Branch held its AGM on 13 March 2015 and discussed this year's plan and directions.</p> <p>On 7 April 2015, SHEDA Sibu Branch assisted in marketing the MOH-SHEDA seminar at RH Hotel to Sibu developers and law firms. Participants were responsive and the seminar successful, with 131 in attendance.</p> <p>At the end of April/ May the branch plans to hold a GST seminar with a focus on implementation and direct impact of GST on the development and construction industry</p> <p>They also plan to organise courtesy visits to relevant associations of mutual interest to tighten/ strengthen relationships by understanding each others' needs.</p>	<p>Info</p>



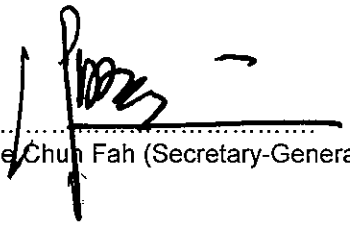
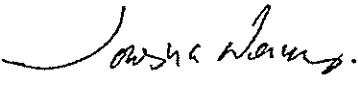
**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
 22<sup>nd</sup> SHEDA State Annual General Meeting  
 Thursday, 9 April 2015 at 10.00am at Imperial Hotel, Boulevard, Kuching

<p>9.0</p>	<p><b>Bintulu Branch Chairman's Report</b></p> <p><u>Activities</u>          SHEDA Bintulu Branch held their annual roadshow in September 2014. It was a success with about RM55k in profit and was the biggest show by Bintulu todate. This year's roadshow is planned to be held at new mall and the aim is for 60 booths. Fees will be quite attractive. The date is to be confirmed but should be around September or October 2015.</p> <p><u>Market</u>          Bintulu market will see 3 shopping malls developed soon; 2 are expected to be completed this year. The combined area of the 2 malls will be approximately 600,000 sq ft. The completion of the 3<sup>rd</sup> mall next year will take the area to over 1 million sq ft of shopping mall space.</p> <p>The residential market has been quiet in the last 6 months. There has been a lot of concern over GST implications in the property market. Development has generally slowed down. The market may see a bit of a slump for the next few years. Developers from outside Bintulu have come into Bintulu so competition is stiff.</p> <p>The Bintulu market depends on the SCORE agenda. Around RM32billion in total is invested in SCORE. About half of the electricity generated so far is supposed to have been committed to factories. Other heavy industries will have to wait for the Murum dam to become fully operational around next year.</p> <p>Publicized coincidental labour dispute has not helped the property situation. The Minister is not on side of investors. As a result, investors feel insecure/ threatened. However, the low rate of electricity and cost of living is attractive.</p> <p>The take-up rate for certain types of properties however is very encouraging the last few years eg SOHO products.</p>	<p>Info</p>
<p>10.0</p>	<p><b>Miri Branch Chairman's Report</b></p> <p>SHEDA Miri Branch successfully organized their Home &amp; Property Roadshow 2014 at Bintang Megamall.</p>	<p>Info</p>
<p>11.0</p>	<p><b>Motion: Section 9b Societies Act 1966 Officers</b></p> <p>To consider the motion: <i>"That the Constitution be amended by adding the following Article:</i></p> <p style="padding-left: 40px;"><u>Article 13(7)</u></p> <p style="padding-left: 40px;"><i>Upon election, the President, Secretary-General and Treasurer-General shall be effectively deemed officers under Section 9(b) Societies Act. The officers appointed under this Article shall deal with immovable and intellectual properties of the Association in such manner as the State Council may direct, provided that such properties shall be registered in the name of the</i></p>	<p>Action by Secretariat</p>

**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
 22<sup>nd</sup> SHEDA State Annual General Meeting  
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	<p style="text-align: center;"><i>Association.”</i></p> <p>David Toh, SHEDA's legal advisor, explained that the motion needed to be passed to allow property to be registered in the name of an association.</p> <p>The President moved for the motion to be passed.          This was proposed by Louis Ting and seconded by Peter Lau.          There being no objection, the motion was passed and the Constitution will be amended accordingly.</p>																					
<b>12.0</b>	<p><b>Motion Distribution of Funds</b></p> <p>To consider the motion: “That the establishment of SHEDA Branches effective 1 January 2015, be determined as follows:-</p> <table border="1" style="width: 100%; border-collapse: collapse; margin: 10px 0;"> <thead> <tr> <th style="width: 15%;">Branch</th> <th style="width: 30%;">Funds allocated/ granted</th> <th style="width: 30%;">Demarcation for Branches (Sarawak Divisions)</th> <th style="width: 25%;">Official name</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Kuching</td> <td>50% of monies (fixed deposit and cash in bank) as at 31 December 2014 after deduction of expenses accrued in 2014 and Membership fees for 2015 received in advance.</td> <td style="text-align: center;">Kuching Kota Samarahan Sri Aman</td> <td style="text-align: center;">SHEDA Kuching Branch</td> </tr> <tr> <td style="text-align: center;">Sibu</td> <td style="text-align: center;">RM200,000.00</td> <td style="text-align: center;">Sibu Sarikei Kapit</td> <td style="text-align: center;">SHEDA Sibu Branch</td> </tr> <tr> <td style="text-align: center;">Miri</td> <td style="text-align: center;">RM200,000.00</td> <td style="text-align: center;">Miri Limbang</td> <td style="text-align: center;">SHEDA Miri Branch</td> </tr> <tr> <td style="text-align: center;">Bintulu</td> <td style="text-align: center;">RM200,000.00</td> <td style="text-align: center;">Bintulu</td> <td style="text-align: center;">SHEDA Bintulu Branch</td> </tr> </tbody> </table> <p>Sibu – To include the towns of Sarekei, Bintangor and Mukah              Miri – To include the town of Lawas</p> <p>A table showing the Profit &amp; Loss from each Branch since establishment was presented. Branches will be allocated the sums in the table less expenses incurred in 2015.</p> <p>Lawrence Kong noted that the tables did not reflect cashflow of the Branches and suggested to include the same in the next AGM for members' information.</p> <p>The President moved for the motion to be passed.          This was proposed by Lawrence Law and seconded by Joshua Sia.          There being no objection, the motion was passed and the monies will be distributed progressively to earn/ maximise interest on FD.</p>	Branch	Funds allocated/ granted	Demarcation for Branches (Sarawak Divisions)	Official name	Kuching	50% of monies (fixed deposit and cash in bank) as at 31 December 2014 after deduction of expenses accrued in 2014 and Membership fees for 2015 received in advance.	Kuching Kota Samarahan Sri Aman	SHEDA Kuching Branch	Sibu	RM200,000.00	Sibu Sarikei Kapit	SHEDA Sibu Branch	Miri	RM200,000.00	Miri Limbang	SHEDA Miri Branch	Bintulu	RM200,000.00	Bintulu	SHEDA Bintulu Branch	Action by Secretariat
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**Sarawak Housing and Real Estate Developers' Association (SHEDA)**  
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13.0	<p><b>Any Other Business</b></p> <p>Issues of Levy and Affordable Housing were discussed. Initially it was suggested that a motion be passed but in the end it was agreed that a poll will be sufficient for the matter.</p> <p>The outcome of the surveys conducted prior to the 22<sup>nd</sup> AGM and the discussion and subsequent poll taken during the AGM are the following proposals that will be raised to MOH:-</p> <p>1a) That SHEDA agrees to the payment of levy in the amount of RM1,000.00 per unit, on the entire development with Low-Cost House components (residential development of 10 acres and above), in lieu of building Low-Cost Houses; <b>OR</b></p> <p>1b) That SHEDA agrees to the payment of levy in the amount of RM10,000.00 per unit of Low-Cost House to be built in a housing development (residential development of 10 acres and above), in lieu of building Low-Cost Houses; <b>AND</b></p> <p>2) That SHEDA agrees that developers (residential development of 10 acres and above) be given the option of whether to build Low-Cost Houses or to pay the proposed levies; <b>AND</b></p> <p>3) That SHEDA agrees that such levies to be paid (if any) be made upon the application of Occupation Permits (OP) for the affected development.</p> <p>Joshua Sia enquired whether upgraded Low Cost units will be given the same treatment under the Levy. As such, in SHEDA's letter to MOH, the following proposal will also be raised:</p> <p>4) That the payment of the above levy should apply to upgraded units <b>currently affected</b> by the MOH's rejection of Supplementary Agreements.</p>	Action by Secretariat
14.0	<p><b>Adjournment of Meeting</b></p> <p>The meeting adjourned at 1.00pm. Recorded by Secretariat.</p> <p>Confirmed by:</p> <div style="display: flex; justify-content: space-around; margin-top: 20px;"> <div style="text-align: center;">               .....              Jee Chun Fah (Secretary-General)         </div> <div style="text-align: center;">               .....              Joseph Wong Kee Liong (President)         </div> </div> <p>Date: 9 April 2015</p>	Info