

# **Nivasie Developers: Building For Sustainability And Trust**



**By Prasadini Nanayakkara**

Nivasie Developers began 10 years ago in the year 2000. Following its first success Nivasiepura, Herman Gonsal, Managing Director/CEO of Nivasie Developers, speaks to Business Today of the many milestones that followed and its best practices, earning two awards during the year 2010, namely the Merit Award under the Extra Large Category National Level by Ceylon National Chamber of Industries and Appreciation Award from National Construction Association.

Nivasie Developers was first established to facilitate the Government initiative of

providing housing in the suburbs of the country. Nivasie, a subsidiary of building and civil engineering contractors, International Construction Consortium (ICC) under the flagship of Finco Group of Companies, completed its first successful BOI approved project, Nivasiepura in Ja Ela. As a result 1202 houses were completed in less than five years occupying 114-acre land area. Incidentally Nivasiepura was developed as a Satellite City providing all facilities imaginable, within the city. Nivasie focuses towards presenting clients with eco friendly housing solutions, a concept fast gaining popularity.

“Nivasiepura was a complete success and for 10 years we have been providing the after sales service and water supply fulfilling our promise to the valued residents,” says Herman Gonsal, Managing Director/CEO, Nivasie Developers. Since water was not provided by the Water Board three tanks are maintained and supplied to all 1202 homes. At present Nivasie undertakes the treatment, storage, pumping, distribution and billing of water. “We work very closely with the Resident Committee, and operations of the entire project will be handed over to the committee in due course. This is practiced in all our housing projects,” he further explains. With six different categories of houses ranging from the basic to the upper-end two-storey houses, the value of these houses have appreciated by 60%.

Other successfully completed projects include The Nest, also a part of Nivasiepura in Ja Ela, with 97 exclusive elite villas of the up market range, Tranquil Crescent in Pitakotte, Hill Crest Estate in Piliyandala and Victoria Range Bungalows in Digana. Incidentally Victoria Range is the first ever, private sector housing project in the Central Province situated on a 62 acre plantation overlooking the Dumbara Valley. With 260 bungalows already sold, Victoria Range would be home to a total of 320 bungalows in the future. At Digana, Nivasie Developers has its very own resort, Club Victoria Resort complete with a restaurant that serves Eastern and Western cuisine, swimming pool, tennis, squash, and other recreational facilities. For the provision of water, a tank incurring a cost of Rs 40 mn was built which also provides water to the entire village.

With the Government encouraging the public to build their own houses, Nivasie looks towards bright prospects in the industry and assisting the Government in their venture. Nivasie offers attractive easy payment offers through reputed banks in Sri Lanka, entitling prospective buyers benefits through special payment

packages. "I urge the financial institutions to further reduce the housing loan rates as the risk factor involved are smaller due to customers providing a mortgage," says Gonsal adding that, "the Government being supportive of reducing housing loan rates will greatly encourage the banks to further reduce rates in the near future."

Contributing towards the Go Green Concept, greener living is strictly practiced in all housing projects and a mechanism to effectively reduce the carbon and water footprint, to create carbon credit, has been developed. "Sustainability is now seen as a key factor in any business and those that make sustainability a goal will achieve competitive advantage," stresses Gonsal. Thus, while 40% of the environment is kept as an open area, in all of Nivasie's housing projects rain water harvesting, retaining of natural topography, eco friendly building with the use of Durra, c-Channels, solar street lights and wooded areas within the housing community, are practices maintained. Incidentally, "Durra Building Systems" another subsidiary company of ICC supplies partitioning boards to the bungalows in Kandy. Manufactured according to the latest Australian based technology, they provide a cost-effective, durable, fire and waterproof alternative. "Through all this we assure our home owners a healthy living which has led to client satisfaction," says Gonsal and Nivasie proudly lays claim to a repeater clientele of over 20%.

"Today the Company has set its standards high as one of the most successful property developers in the Country," and he attributes its success to Nivasie's many strengths, "our customers, their trust in our services has enabled us to come so far in the industry, our staff, another constant contributing factor and a majority of our contractors have been with us for the past 10 years, which demonstrates the high level of trust placed in us."

At present Nivasie Developers plans to set new trends in the industry, having provided a wealth of innovative service solutions for over a decade. "Although we are in the business of building houses, we are doing our maximum towards preserving the environment as well," concludes Gonsal.