

Respectfully submitted:

By choice, I specialise in Business and Skilled Migration and have a number of Clients whose Applications for a range of related Visas are currently being processed by Case Officers in both Adelaide and Perth. Some have sought Permanent Visas in categories such as Investment-Linked and Skilled- Independent and I am the Appointed Agent for a large WA company which has secured Pre-Qualified Business Sponsorship (PQBS) status and has been lodging Temporary Visa Nominations to bring in skilled tradespeople from Canada, South Africa and UK for its statewide operations.

The latter process has been greatly enhanced by the professionalism and the very high quality of the advice and co-operation of Case Officers at the Perth Business Branch of DIMIA - as indeed has the process for the Investment-Linked Visa Applicant from USA.

The complete opposite has been the way in which the Skilled Processing Centre at DIMIA in Adelaide has handled an Application lodged for a highly-qualified professional, also from USA.

There appears to me to be a major difference in the level of service quality and willingness to communicate constructively - and in particular to assist both Agents and Clients - between DIMIA's SPC in Adelaide and DIMIA's Business Branch in Perth.

I sincerely believe that this ongoing situation in Adelaide is generating negatives and that these will continue to cost Australia dearly as regards securing potential Skilled Migrants in what has become a competitive arena, especially when Australia is compared to Canada as a good country to seek to migrate to.

I have lost a number of potential clients almost as soon as they learn of the "minimum 52 weeks" estimated processing time that the SPC in Adelaide has been operating as a standard for a number of Offshore Applications. Some of these people would have become a real asset to Australia, I believe. I also continue to have difficulty in understanding why, in 2003 and with computer technology advancement, it needs to take as long as 12 months or more to process a properly submitted Visa Application from a qualified professional who clearly can make a useful contribution to Australia's workforce and economy.

Over the last two years, the majority of those potential migrants with whom I have dealt and who then decided not to pursue their migration to Australia objectives have chosen Canada as their first option. My experience, based on regular communications with potential Business and Skilled migrants, is that there is an increasingly popular belief "out there" that Canada does make it much easier and simpler - and that the Welcome Mat is laid out more willingly in Canada for such migrants, as compared to Australia. During the period from 1979 through 1994, when

I lived in California, I made regular visits to Canada - so I do have some first-hand knowledge of that country and of what it offers its migrants.

Perhaps a good example is how Canada presents these migration opportunities on its DIMIA-equivalent Web site is as follows:

Who is a Business Immigrant?

Important Information About
Applications in Process

Business immigrants are people who can invest in, or start businesses in Canada and are expected to support the development of a strong and prosperous Canadian economy. The Business Immigration Programs seek to attract people experienced in business to Canada.

Business immigrants are selected based on their ability to become economically established in Canada.

There are three classes of business immigrants:

Investors

The Immigrant Investor Program seeks to attract experienced persons and capital to Canada. Investors must demonstrate business experience, a minimum net worth of CDN \$800,000 and make an investment of CDN \$400,000.

Entrepreneurs

The Entrepreneur Program seeks to attract experienced persons that will own and actively manage businesses in Canada that will contribute to the economy and create jobs. Entrepreneurs must demonstrate business experience, a minimum net worth of CDN \$300,000 and are subject to conditions upon arrival in Canada.

Self-employed persons

Self-employed persons must have the intention and ability to create their own employment. They are expected to contribute to the cultural or athletic life of Canada. They may create their own employment by purchasing and managing a farm in Canada.

The application forms and guide can be downloaded from this site.

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[Important notices](#)

[*Committee note:* The internet version of this submission does not contain live links to the Citizenship and Immigration Canada's website which is at <http://www.cic.gc.ca/english/business/index.html>]

Might I respectfully suggest that, as components of its Review the JSC, please considers both the issues I have raised in this submission - that of the overall operation of the Adelaide SPC (particularly the lengthy processing times still in play for some Visa Applications) and of how Australia realistically compares to Canada as regards effectively attracting and securing the type of Business and Skilled Migrants Australia now seeks - preferably including how each country

presents what it offers such potential migrants and comparative application and processing procedures.

I wish the Committee success in its deliberations and await positive outcomes with great interest.

Yours sincerely,

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