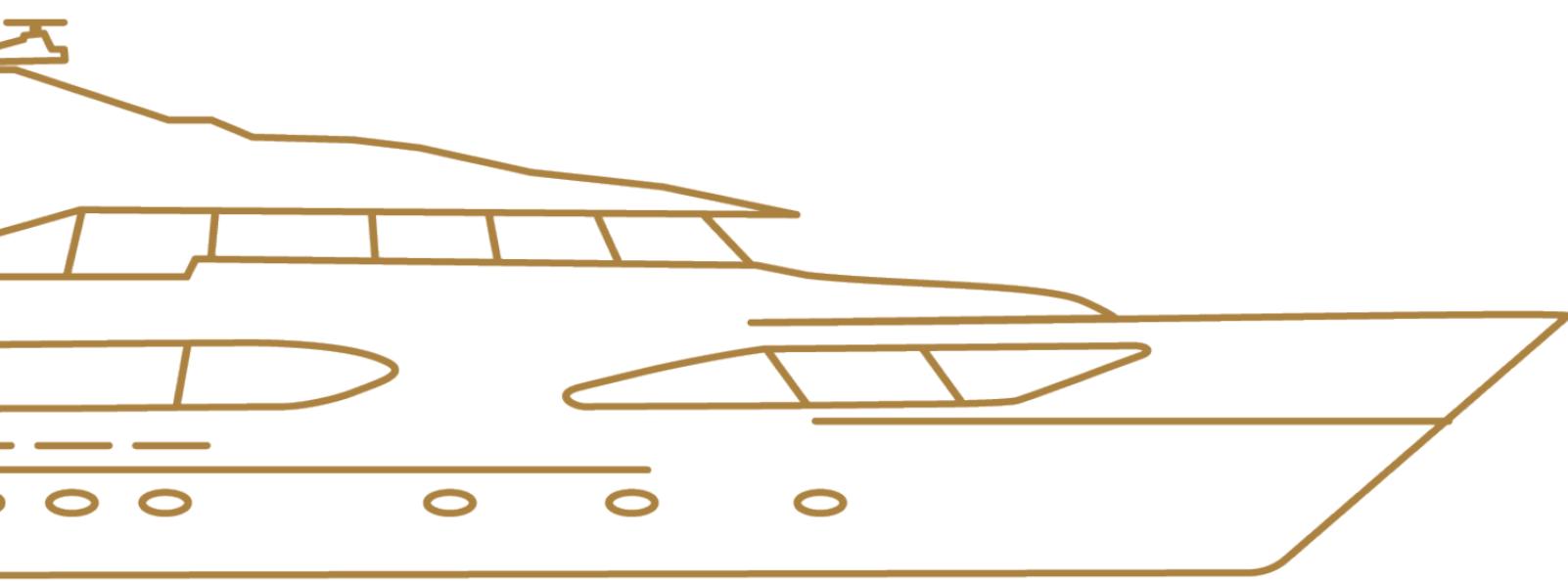


# OCEANS APART





A large white yacht with multiple windows sailing on dark blue water.

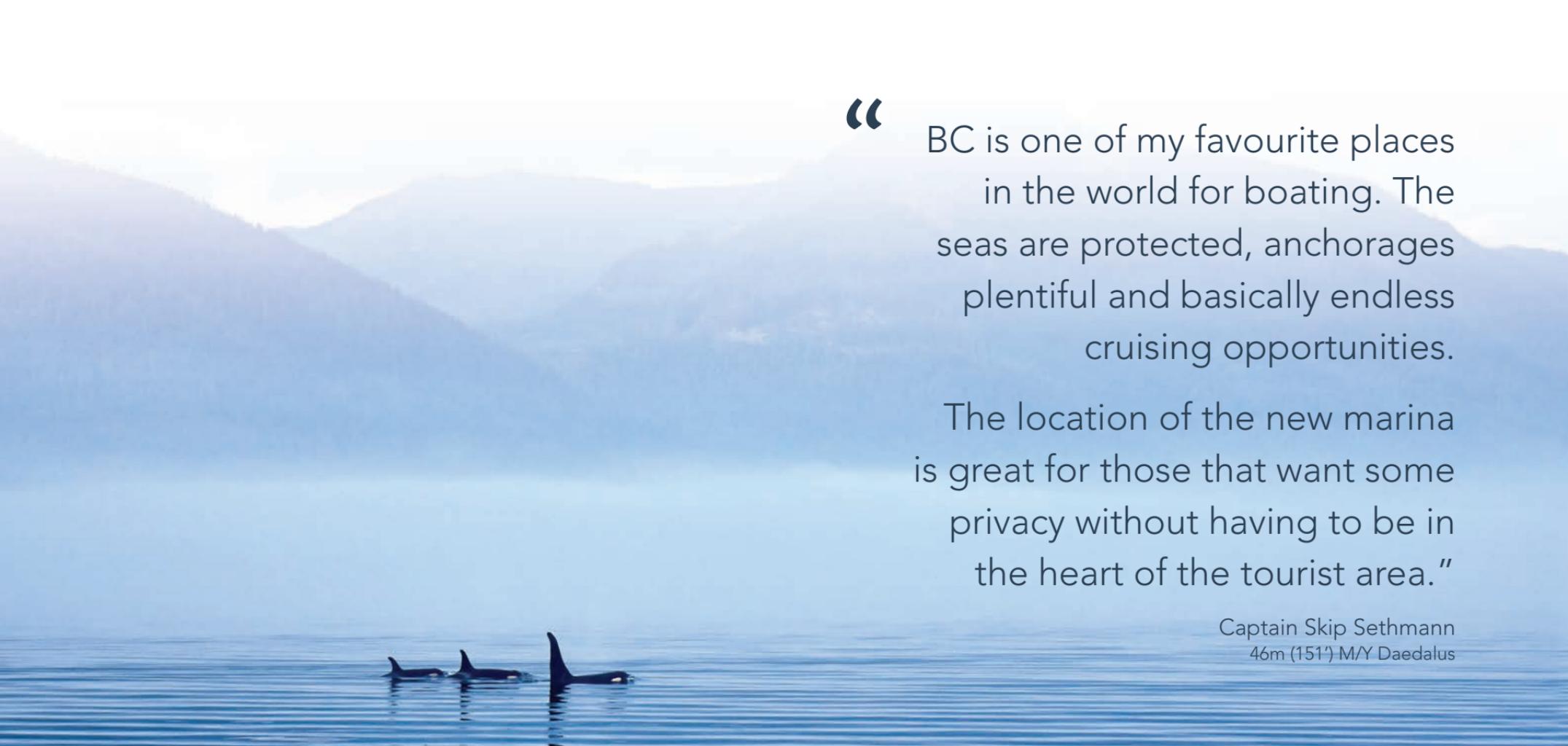
# Note from the CEO

The opening of the Victoria International Marina launches a new era in yachting on the Pacific. Strategically located at the center of yachting on the West Coast of North America, our marina provides a purpose-built facility that caters in first class to large yachts looking to visit, indulge, provision, upgrade, store, or even put their boat on the market.

This booklet is your personal invitation to invest at the ground floor through pre-purchase of one of only seven long-term licensed slip contracts to hit the market.

In addition to our slips, we are also offering premier office spaces for lease within our on-site yacht business center. We hope you enjoy making your way through this offer and look forward to welcoming you on board.

Craig E. Norris, CEO



“

BC is one of my favourite places in the world for boating. The seas are protected, anchorages plentiful and basically endless cruising opportunities.

The location of the new marina is great for those that want some privacy without having to be in the heart of the tourist area.”

Captain Skip Sethmann  
46m (151') M/Y Daedalus

# TABLE OF CONTENTS

THE COMPANY

THE MARINA

THE INDUSTRY

THE ECONOMICS

THE OPPORTUNITY

THE PHOTO GALLERY





Artist rendering by Greg Marshall Naval Architect Ltd.

# THE COMPANY

Community Marine Concepts is a Canadian company registered within the Province of British Columbia. It is dedicated to designing, developing and operating a unique and refreshing new brand of marina experience. We are also committed to being leaders in the provision of services sought by high net worth individuals.

The Victoria International Marina (VIM) resides under the umbrella of its mother company Community Marine Concepts (CMC). The first of its kind for Canada, CMC sees VIM as a 'halo' project - one that is developing proven strategies and market knowledge forming the foundation for engagement in similar future projects.

Corporate growth strategies for CMC are centered around strengthening the business of large yachting on the Pacific.

Owned by a group of Canadian investors, CMC is devoted to the long-term success of its projects. After purchasing the Victoria International Marina site in 2014 and investing in 4 years of intense development, we were proud to celebrate the culmination of effort with our soft opening, June 2018. The tenacity, vision and passion displayed by our team at VIM are a testament to the dedication and commitment CMC has to its projects. The grand opening is in planning for spring 2019 to include the marina restaurant Boom + Batten.

A close-up photograph of a seal's head above the water's surface. The seal has light-colored, speckled fur and is looking directly at the camera. The water around it is slightly rippled, creating a textured background.

Sharing our  
environment.

# What we stand for.

Our company is built on the foundation of our purpose and core values which guide all of our actions, innovations, developments and partnerships.



**Creating remarkable experiences.**  
Our purpose is to see you experience the unthinkable



## Friendly.

Our positive approach will make you feel special; we are professional, dedicated and at your service



## Brighten your day.

We remember that we are here for you... in the service of improving your every moment



## Ambassadors of the Pacific Marine Lifestyle

To share the beauty, lifestyle and nature of Canada's West Coast with you



## Acknowledge. Resolve. Improve.

By continuously working to improve your experience with us, we ensure it is the best possible



# Community and the environment.

As ambassadors for the pacific marine lifestyle, the Victoria International Marina (VIM) is seen as a community leader with a collaborative approach to achieve economic, social and environmental sustainability. With a focus on innovation, it has environmental practices and projects already underway that are aligned with a modern and progressive Canada.

VIM is also inspiring the local community to become ambassadors for the preservation of marine life, with a project that brings together local students, marine experts and conservation groups, to construct and study reef ball habitats for marine life. A similar project will have local students raise and release young salmon to boost a much-needed food source for the local orca population.

The marina is often invited to present its environmental best practices. A 'sold out' tour was provided to nationwide delegates of Canada's Impact Symposium; tourism stakeholders exploring the impact on Canada's economic, social, environmental and cultural fabric. In another tour with the ICOMIA / International Council of Marine Industry Associations, marina best practices were received in awe!

Victoria International Marina is on a mission to protect and improve their harbour and the local environment. The marina is pursuing the highest certification level (5 anchors) of the Georgia Strait Alliance's Clean Marine certification program, a comprehensive audit and operations program that ensures marinas are operating to the highest standards of safety and environmental responsibility.

Image facing page: Claremont High School students building reef balls.



N

— Victoria International Marina  
- - - Harbour Walkway (10 km)

Cruise Ship Terminal

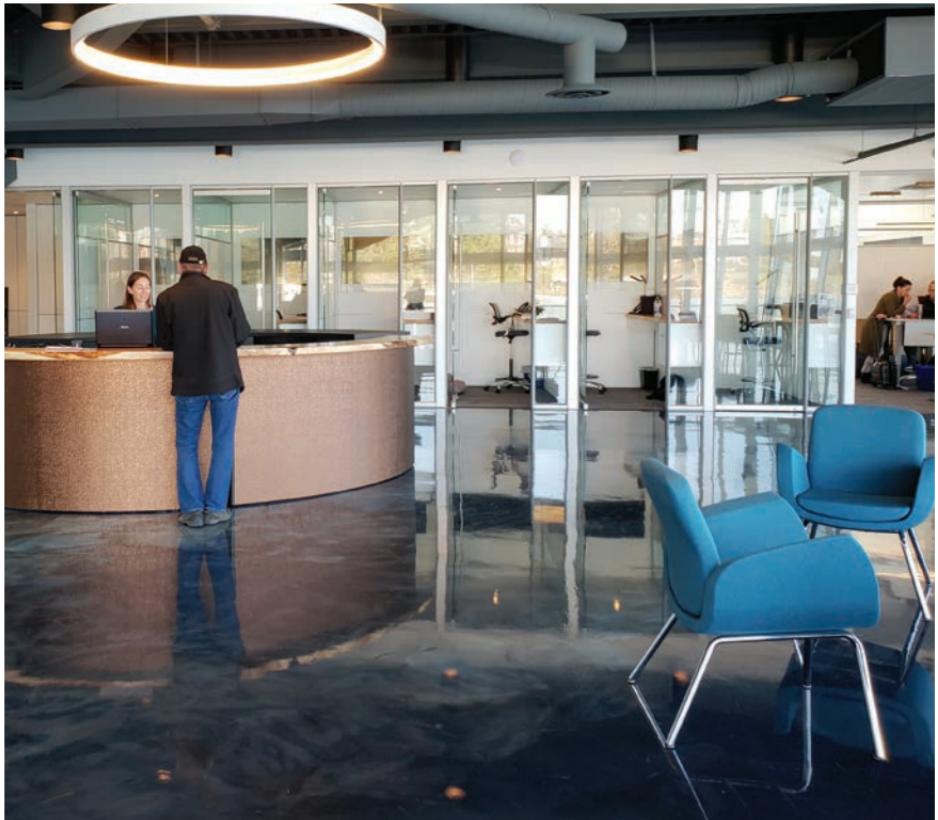
123° 22' 58.5" W  
48° 25' 36.5" N

# THE MARINA

The Victoria International Marina offers world-class, custom-built moorage for yachts from 65' to 175'. Located in the heart of Victoria, this full-service marina sets the standard in upscale amenities, concierge services, security and crew facilities. Explore the spectacular Pacific Northwest from your new home port: an ultra modern moorage in Victoria's cosmopolitan middle-harbour.

- Centrally positioned within full-service urban center of Victoria, a beautiful and exciting destination city of 400,000.
- Close proximity to waterfront parks.
- Scenic walk within minutes to downtown Victoria and amenities.
- Located in largest pacific harbour city bordering world-class cruising waters of Gulf Islands + San Juan Islands.
- Logical start and end-point to cruising the protected waters of Canada's inside passage to Alaska.
- Convenient access to in-harbour air transport (include executive-class float plane and helicopter <10 min).
- Victoria International Airport hosts 100+ flights daily + full-service, private fixed-base operation <30 min from marina.





# Executive concierge.

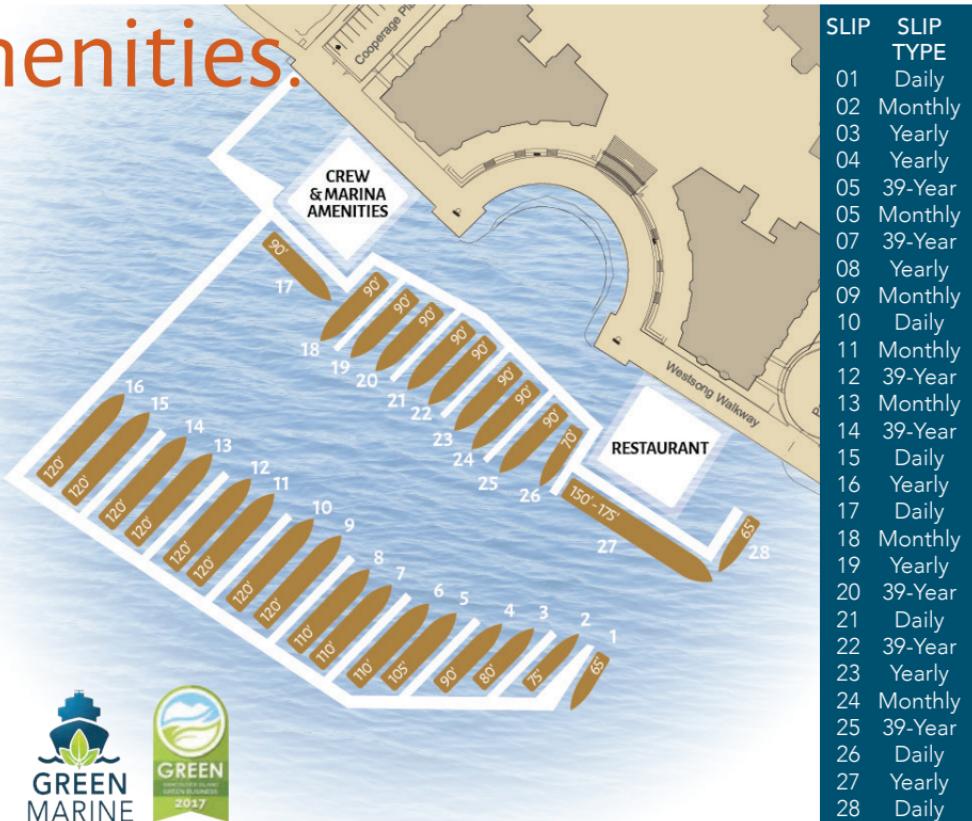
Centrally located in the amenities building, our executive concierge is at your service. Sharing our unsurpassed local knowledge and expertise, we look forward to connecting you and your guests with the very best that the West Coast has to offer.

- **Customized Excursions** Created to cater specifically to personal tastes and interests - tee off from your yacht onto an iconic oceanfront golf green, helicopter from your slip to a high-performance motorsport track, host a VIP reception at the marina ... the options are endless!
- **Valet Service** Available to assist with transportation to and from the marina, as well as with any accessibility needs you or your guests may require.
- **Provisioning** Local product and service providers have been vetted to ensure the most discerning wants and needs will be met - procuring local prawns or a particular cut of meat to accompany a meal or obtaining preferred floral arrangements for the yacht.
- **Business Support** Notary public, local information, taxi, photo copying.

# Marina features and amenities.

The Victoria International Marina is North America's premier superyacht marina which caters to those 65' to 175'. It has set new standards in marina design and has earned its Green Marine designation as part of its mandate to protect the environment.

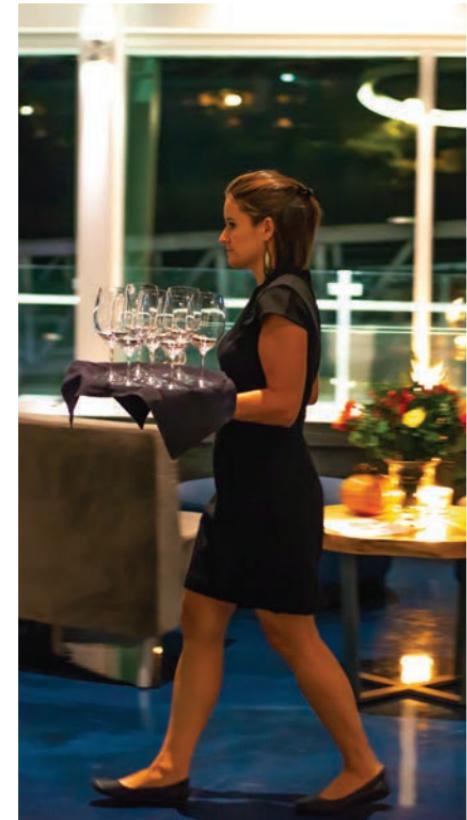
- **Flexible Moorage Terms** Transient, monthly, yearly or 39-lease moorage terms available.
- **Docking Support** Custom and comprehensive full-service docking support offered through trained and certified marina personnel.
- **Accessibility** Our staff are available to assist with any accessibility needs you or your guests may require.
- **Location** At the heart the Canadian Pacific Marine Corridor VIM is the best home port for the exploration of the pristine 25,000 kilometer coastline of Washington, British Columbia's Salish Sea and Alaska.
- **Environmental Stewardship** Marina facilities adhere to the standards of the Clean Marine BC, the Georgia Strait Alliance, and the Canadian Marina Association.



# Amenities.

The Victoria International Marina's on-site privileges are a sanctuary of modern sophistication, available to owners and their guests, as well as professional yacht crews.

- **Reception Lounge** Our stunning waterfront reception lounge brings the natural beauty of the west coast indoors, offering an exclusive place for you to sit back and relax, converse with others or host your own private event. Enjoy breathtaking southeast views of the city through two-storey canted windows or 180° views of the Olympic Mountains to the southwest.
- **Valet Parking** Your time matters to us. Valets are available to assist with transportation to and from the marina.
- **On-site Security** Our hi-tech security system was custom designed to service the needs of our guests. With uncompromising sophistication, the system incorporates our understanding that privacy and discretion are also an essential component of our customer's overall security needs.
- **Outstanding High-Speed Wi-Fi** Secure high-speed Wi-Fi coverage is available at every slip in the marina. Our modern data infrastructure was designed to ensure the best reliability, speed and functionality available.
- **Transportation** Inner harbour transportation is provided through the marina's water-shuttle services or through the Victoria Harbour Ferry service, located directly adjacent the marina.
- **Dining + Catering Service** Preferential dining service at our on-site signature restaurant, café and bar; customer catering also available.



## Private Office, Event and Support Services

Guests have 24/7 access to office space, facilities and amenities.

- **Event and Conference Space** This luxurious space takes full advantage of the views and is ideal for intimate functions or those up to 100 people seated or 200 people for a cocktail event. The one-of-a-kind event space has been designed to consider every need.
- **24/7 Mailbox** Our confidential mail service will ensure that your materials are waiting for you upon your arrival.
- **Private Boardrooms** The boardroom is available to all guests. Located on the east side of the amenities building, the large boardroom has a secure private entrance, and is able to seat 10 comfortably or optionally a smaller boardroom that seats 4.

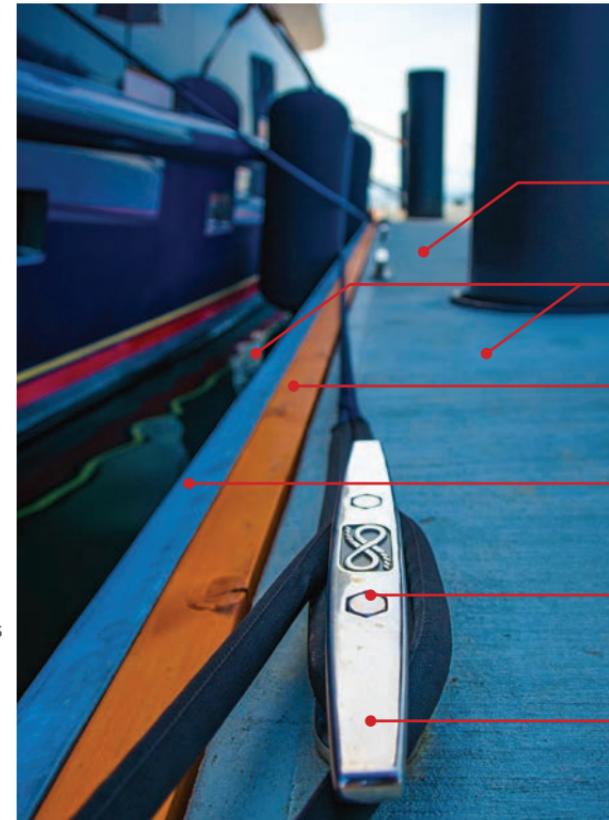
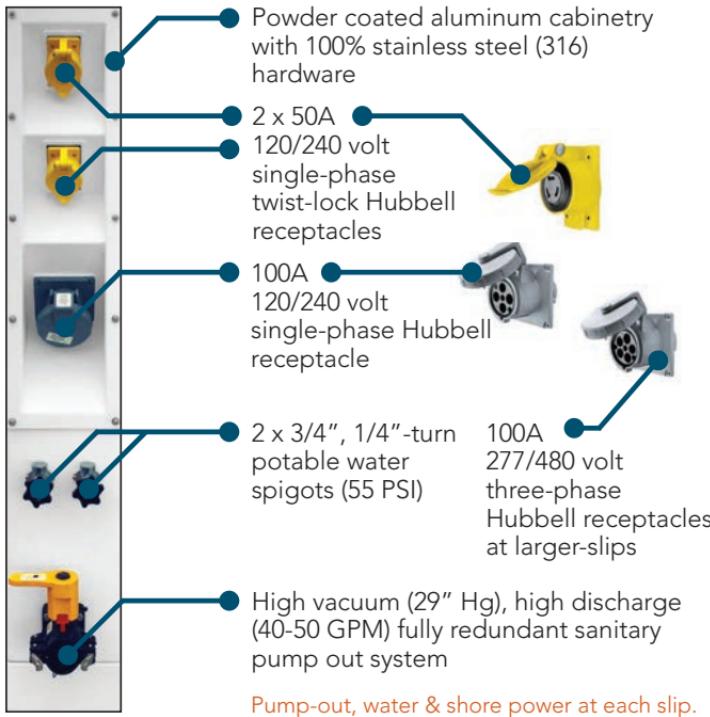


## Crew Club

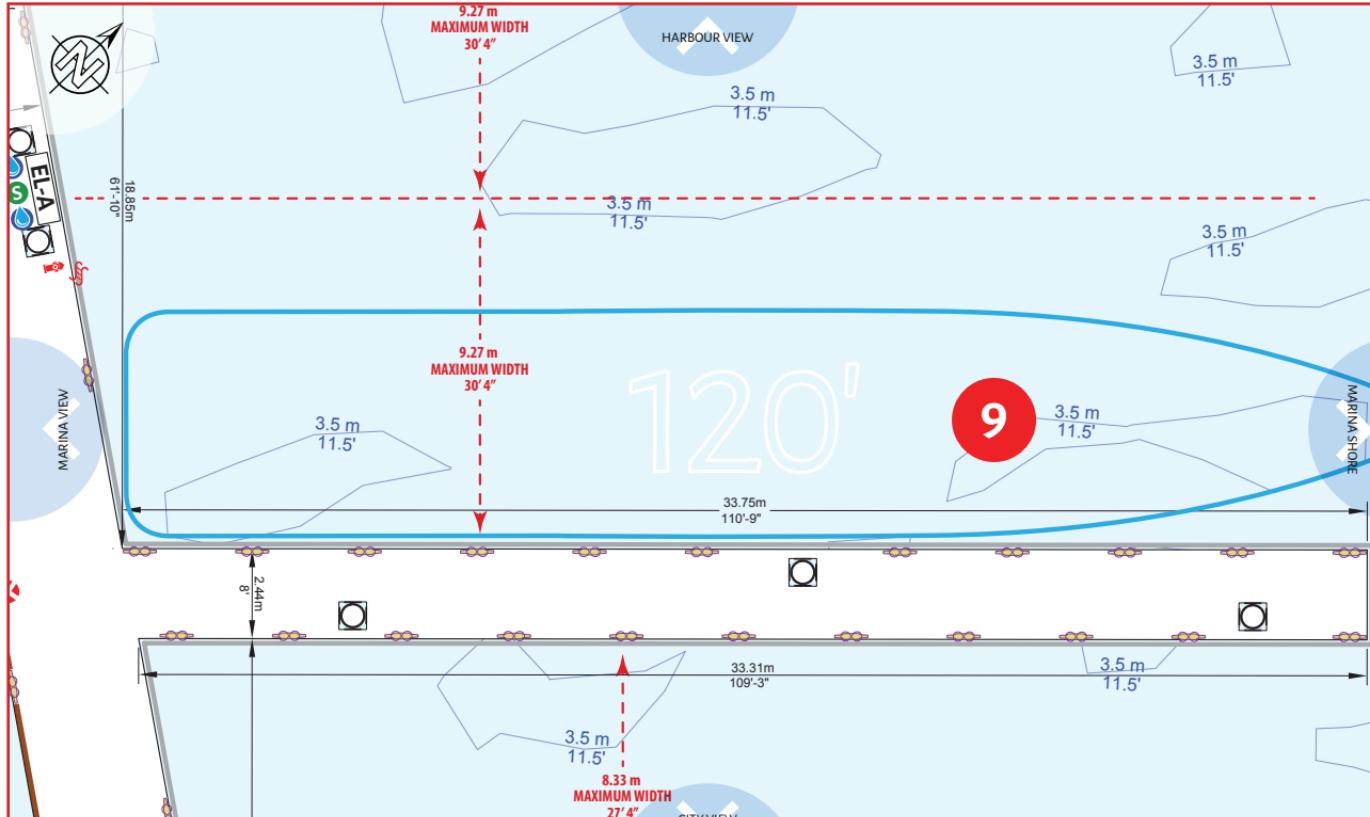
On-site privileges extend to professional yacht crew. Enjoy a sanctuary of modern sophistication featuring our crew lounge, on-site café and restaurant, fully-equipped fitness facility and theatre wall.

- **Communication Booth** Two custom-designed, soundproofed communication rooms are available for business and private conversations.
- **Club Fitness Facility** Includes top of the line cardio and weight training machines in a purpose-built space with sliding doors that open up to the fresh air on the adjoining patio.
- **Shower** Facilities Designed to offer crew ample space to freshen up in a luxurious west coast spa environment.

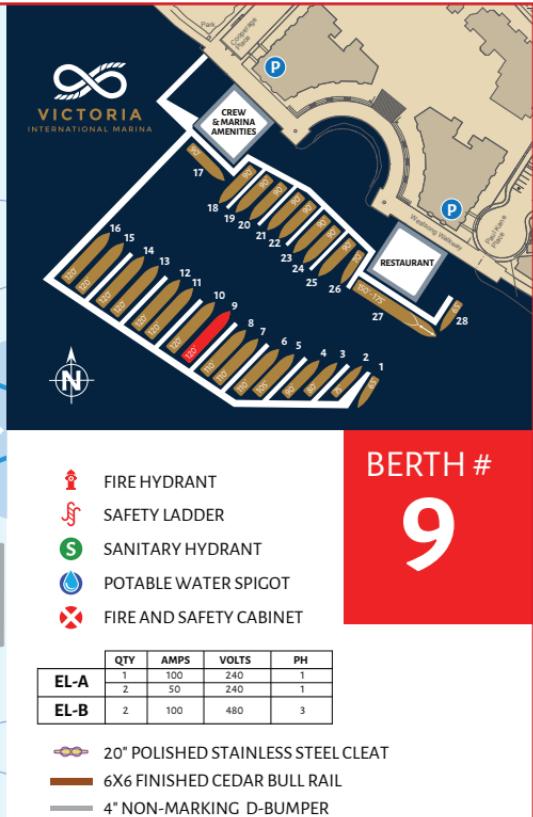
# Utility kiosks.



# On the docks.



Shown above a sample slip card. Slip information cards are available for all berths.

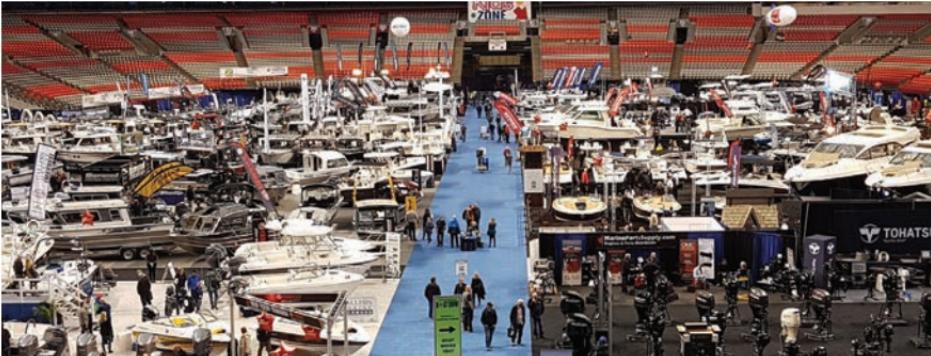


# THE INDUSTRY

About 43% of adult Canadians (12.4 million people) participate in boating and 20% (6.0 million) own a boat.

Canada's core recreational boating industry has direct revenues of about \$4.9 billion per year and directly employs about 45,000 people. The impact of the core recreational boating industry ripples out into the Canadian economy in many ways. Those revenues make a contribution to Canada's national economy (GDP) of about \$5.6 billion per year and are responsible for about 75,000 jobs. The Marina industry itself contributes approximately 19% or \$1 Billion and employs over 16,000 people.

Boating industry associations in Canada ranked "access & moorage"<sup>1</sup> as the number two influence affecting the boating market. The Victoria International Marina will fill a much-needed supply gap in the region's large vessel moorage inventory.



The opening of the Victoria International Marina has piqued the interest of the international (and local) boating communities. Our story is one of passion, vision, resilience, tenacity and perseverance. Publications of influence have endorsed the marina by telling and sharing our story. They have been our supporters from inception and continue to do so.



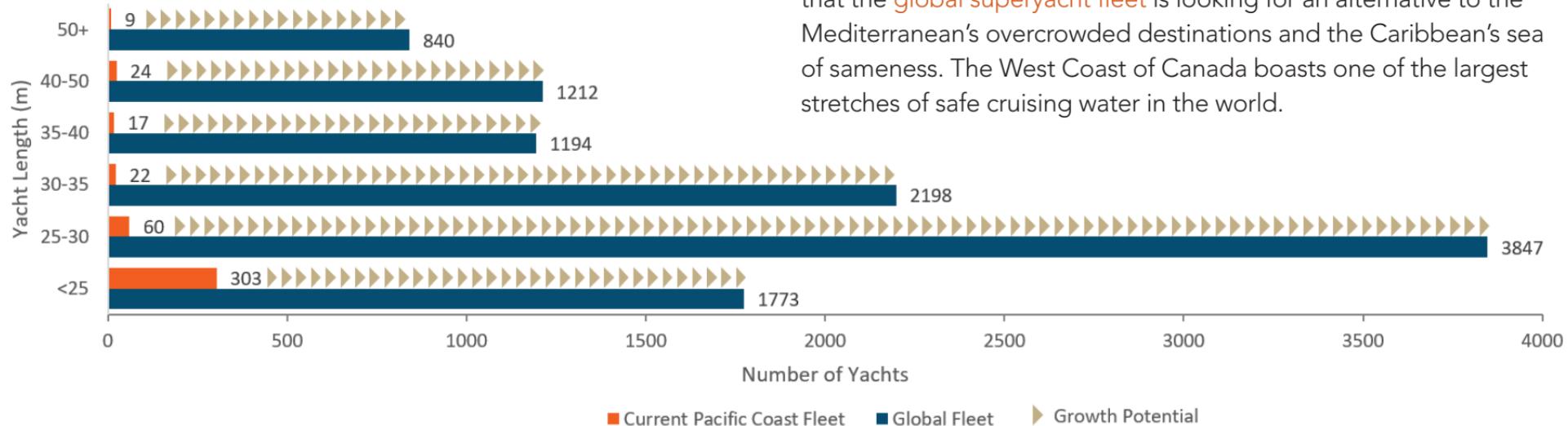
“ The only downside to cruising in the area is finding adequate moorage and shoreside facilities, particularly for vessels over 100 feet. This marina is really checking all the boxes for a world-class facility.”

Jaimie Wakeham  
Captain & co-owner of Northwest Yacht Support

Large yacht marine traffic in showing major route usage and opportunity for growth in trips to Victoria. The region hosts the coastal fleet as a start and end point to the Pacific Marine corridor to Alaska.

Map generated using Density Map Data supplied by Marine Traffic.

# THE ECONOMICS



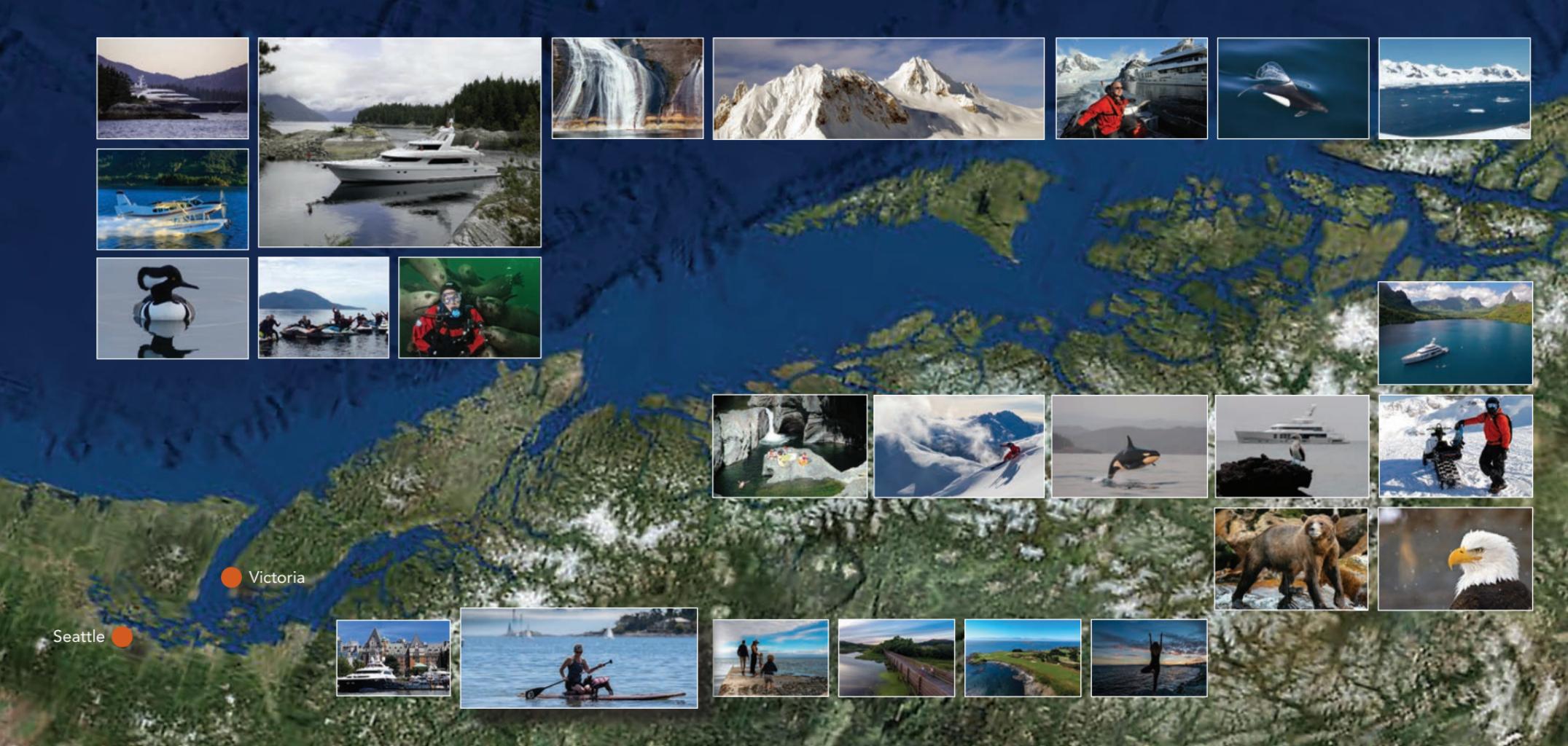
# In the Heart Yachting's West Coast Playground

San Diego



San Francisco





# Slip trends.

With a consistent increase in the number of boaters and a shrinking slip supply, moorage rates are on a steady rise in the region with no apparent end in sight.

The majority of coastal marinas were built under the more lenient environmental regulations of the past. Current guidelines require significantly more study and permitting prior-to and during works, the use of eco-friendly construction practices, and a specialized work force. This adds up to significant barriers to entry into the market and a certainty that existing stock will rise in value.

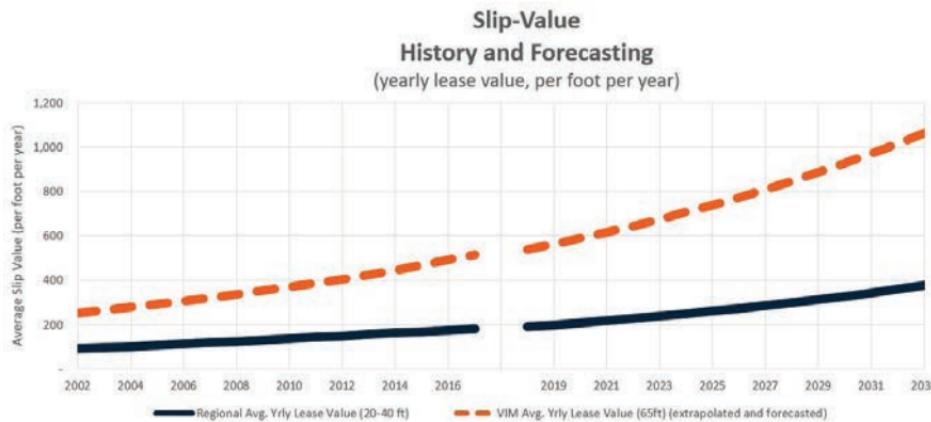


"The west coast of British Columbia is home to some of the world's most breathtaking boating experiences. The past several years have seen a steady increase in large yacht traffic and with no end in site as visitors relay stories of towering fjords, spectacular scenery, orca whales, abundant fishing, sheltered waters and endless cruising water to their friends."

- Jim Connolly, Yacht BC Yacht Sales

Images: Local marinas shown at capacity.

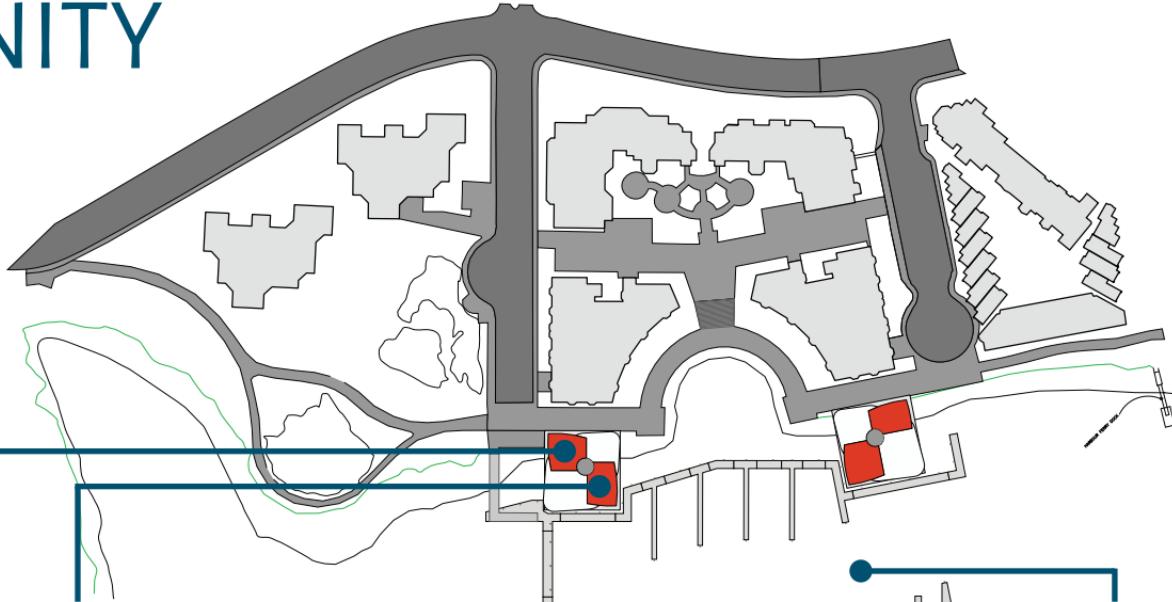
# Slip pricing.



For the last ten years, overall moorage-rate increases in this region have averaged 5% year-over-year. Data shows that larger slips are subject to slightly higher inflation rates, most likely a result of the trend to larger boat sizes with no corresponding growth in slip supply. Data is limited for existing regional slips in VIM's size range, but based on what data there is and some extrapolation on smaller slip supplies, it is expected that rates could increase by at least 5% per year on slips over 90 feet.

# THE OPPORTUNITY

**3**  
investment  
opportunities



## Club Retail

500 sf located on high-traffic  
pedestrian walkway located  
in desirable Songhees  
neighbourhood

## Office Space

Seven individual office pods  
with boardroom and admin  
support

## Moorage

28-slip available for  
transient, monthly, yearly  
and 39-year lease

# Moorage.

Berth leases extending to a maximum of 39-years can be tailored to suit each yacht's individual needs. Lease owners will have access to the Victoria International Marina Owner's Club; an exclusive members' club offering a growing range of benefits.

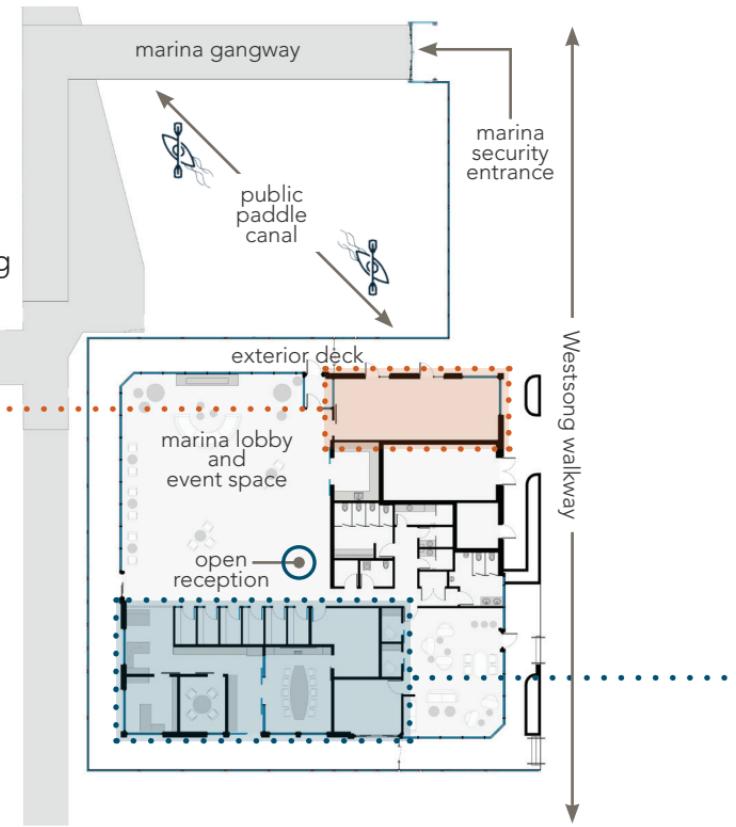
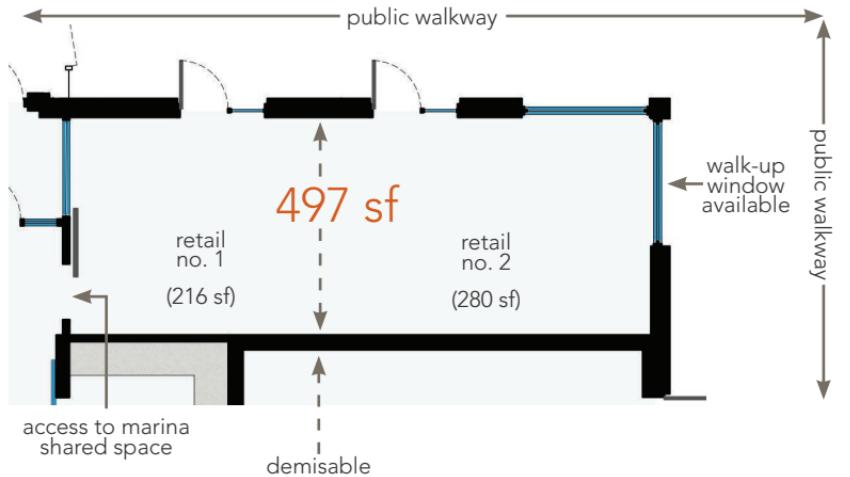
- Berths available: 7 exclusive 39-year leases, 7 one-year (year-to-year) leases, 7 multi-month leases (3-month minimum), 7 held for daily moorage (3-day minimum)
- 3-year price freeze to upgrade berth (from date of lease purchase)
- Slip can be sublet at any time via our marina rental pool
- Lease owners keep 50% share of rental income from rental pool
- Leases provide a guarantee that your yacht will always have a place to berth
- Fixed price berth leases minimize your exposure to the growing inflation placed on short term berthing
- Berth leases can be sold at any time to profit from appreciation in a rapidly growing demand

**28  
slips**



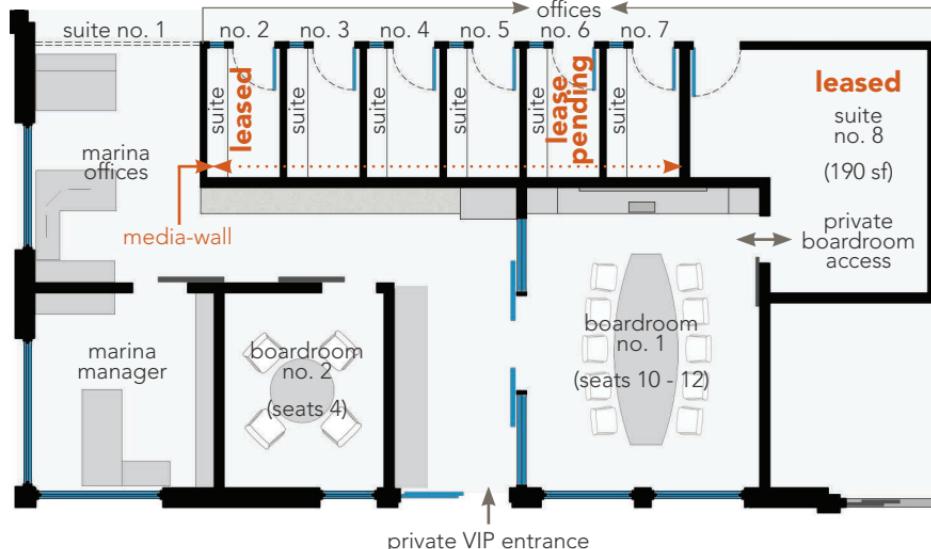
# Club retail.

In keeping with the boutique theme of an upscale marina, a retail component within the administration/amenities building will be available. Subtle in size yet prevalent in product, the Victoria International Marina's retail offerings will include exclusive finds, and a unique shopping experience for the marina's guests.



# Office space.

In keeping with an upscale full-service marina, the administration/amenities building will have select services providers available to yacht owners, captain and crew. Seven boutique styled offices will provide the only yacht business center of its kind in western Canada.



- Furnished lobby with fireplace
- Reception, courier/mail processing and phone-answering services
- Exclusive VIM mailing address
- Security system
- Phone and ultra high speed PureFibre Internet access points
- Priority boardroom booking
- Access to fitness gym + club showers
- Exclusive listing on VIM website
- Individual-office **media-wall** use for promotional videos and/or signage
- Optional exterior signage opportunities

- Access to on-site business centre
- Secure underground parking and bike storage
- Boardroom support and catering services available
- Exclusive dock access for your staff
- Integrated state of the art audio/video boardroom technology



# Yacht owner-investor.

As a yacht owner-investor, the Victoria International Marina has taken the position to offer an “owner/investor” the ability to purchase a moorage slip that best suits their needs or budget, be it for short or long-term consideration. Considered a low risk value investment, the unrestricted timelines for disposition associated with this purchase allows the perspective yacht owner the ability to determine the length of the hold as it best suits or coordinates with their managed portfolio. As stated in the Investment Offering, the realization of passive income from the slip’s transient use while the owner’s yacht is at sea, adds to investment value while offsetting normal maintenance or common associated costs. Transient moorage, and/or longer-term subletting of the slip are fully managed by Victoria International Marina.



End of Year	Annual Cash Flows	Sale Proceeds
0*	(\$1,060,875)	
1**	\$879	
2**	\$1,059	
3**	\$1,252	
4**	\$1,460	
5**	\$1,679	\$1,290,717
Net Present Value (NPV) Discount Rate		4.41%
Net Present Value (NPV)		+\$463
Internal Rate of Return (IRR)		4.11%

\* represents the purchase year and purchase for a 90' slip

\*\* represents positive cash flow equaling 50% of the transient bookings through years 1 – 5, applicable operational costs accounted for

As with the analysis for the strict "investor", the following is a sample analysis outlining the potential returns with the purchase of a 39-year lease license agreement as the "yacht owner." As previously mentioned, without imposition of penalty or restrictions on disposition, yacht owners can consider the sale of this asset (the slip), well in advance of 39-years, governed only by one's desire to change sailing passages or home ports. Therefore, the analysis considers the following parameters in establishing a positive neutral Net Present Value, with an Internal Rate of Return of 4.49, net of operational costs:

1. time value of money over a 5-year possession
2. a forecasted Discount Rate of 4.1%
3. a pro forma analysis for transient income using an extremely conservative reservation demand of only 50 days
4. annual asset growth valuation of 4%
5. annual inflationary moorage cost of 5%
6. associated operational costs are accounted for in annual positive cash flow

# Investor.

Created for those with a passion and spirit for yachting only, or those on the cusp of purchasing their yacht, the Victoria International Marina has taken the position to offer an “investor” the ability to purchase a moorage slip, be it for short or long-term consideration. Considered a low risk value investment, the unrestricted timelines for disposition associated with this purchase allows the perspective investor the ability to determine the length of the hold as it best suits or coordinates with their managed portfolio. As stated in the Investment Offering, the realization of passive income from the slip’s transient use, adds to investment value while offsetting normal maintenance or common associated costs. Transient moorage, and/or longer-term subletting of the slip are fully managed by the Victoria International Marina.



End of Year	Annual Cash Flows	Sale Proceeds
0*	(\$1,060,875)	
1**	\$21,700	
2**	\$22,985	
3**	\$24,150	
4**	\$25,525	
5**	\$27,285	\$1,290,717
NPV Discount Rate		6.13%
Net Present Value (NPV)		+\$45
Internal Rate of Return (IRR)		6.13%

\* represents the purchase year

\*\* represents positive cash flow equaling 50% profit share of the transient bookings through years 1 – 5, applicable operational costs accounted for

The following sample analysis outlining the potential returns with the purchase of a 39-year lease license agreement. Without the imposition of penalty or restriction on disposition, most investors will consider the sale of this asset well in advance of 39-years to take advantage of slip inflation resulting from limited, to no supply. Therefore, the analysis considers the following:

1. a 90' slip investment
2. time value of money over a 5-year possession,
3. a forecasted Discount Rate of 6.1%
4. a pro forma analysis for transient income using an extremely conservative reservation demand of 189 days
5. annual asset growth valuation of 4%
6. annual inflationary moorage cost of 5%
7. associated operational costs are accounted for in annual positive cash flow



Image: 50m (164') M/Y EVVIVA moored at Slip 16, Victoria International Marina

# Safe and secure investment.

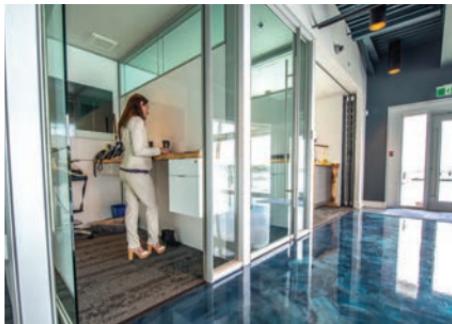
British Columbia is more than a pristine natural treasure and global destination; the province led Canada in growth in 2015 with 3.1% and continues to lead into 2018. With a balanced government budget, the lowest debt to GDP ratio in Canada and AAA credit ratings, BC will be a stable business environment for years to come.

Our economy is diversified and growing, with vast natural resources, a thriving tech sector, tourism, manufacturing, aerospace, and marine technology – to name just a few. With the stability of tens of thousands of government, Navy, health and education workers, Victoria is at the heart of a thriving technology sector that employs 23,000 people with \$3.15 billion in annual revenues. Victoria is the capital city of Canada's fastest growing provincial economy.

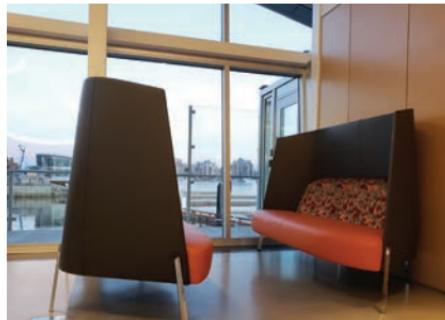
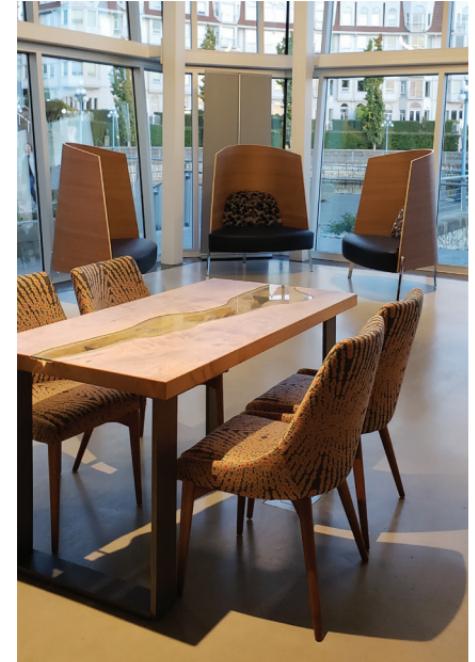
Greater Victoria is arguably Canada's most beautiful locale. In fact, publications like Condé Nast consistently rate Victoria as a top 10 global destination. BC's Sauder School of Business named Victoria the Greenest Transportation City in Canada, and Money Sense Magazine put it in the top 10 list of best Canadian places to live.

Canada's banks have been ranked the world's soundest by the World Economic Forum for over a decade. Canadian lenders achieved the highest score out of 148 countries, according to the World Economic Forum's annual Global Competitiveness Report.

# Business centre.



# Captain and crew amenities.



# Event catering.



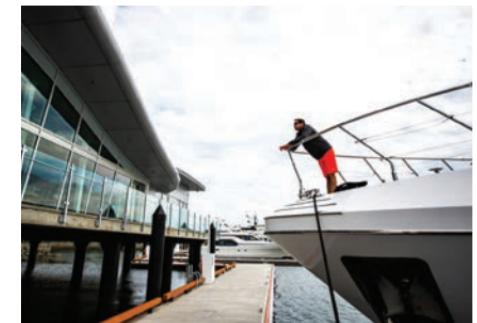
# Events.



# Marina guests.



# Marina amenities.







**Scotiabank®**

Banking partner to the  
Victoria International Marina.

**Christine Yang, MBA**  
Senior Client Relationship Manager + Market Lead  
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**VICTORIA**  
INTERNATIONAL MARINA  
— Oceans Apart —

Please contact us with any questions  
you may have.

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