

# BUSINESS VICTORIA

## ECONOMIC DEVELOPMENT COMMISSION

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January 18, 2007

Community Marine Concepts Ltd.  
Mr. Robert Evans  
934-Boulderwood Rise  
Victoria, BC V8Y 3H5

Re: Victoria International Marina Project

Dear Mr. Evans:

Thank you for the opportunity to review your world class marine facility development proposal for Victoria Harbour.

As you know the Victoria Harbour has been a key component in the economic growth of not only Victoria but also of our Province for the past 150 years. We have seen the evolution from a fur trading post, to a regional and trans-pacific terminus and to fishing and sealing port. It has also served as the nucleus of industrial and manufacturing facilities that has included the construction of many military, commercial and ferry vessels, paint and soap manufacturing, off shore drilling platforms and the processing and shipment of lumber products around the world.

Today the Harbour reflects a different focus that includes tourism and recreation, premium residential locations and major transportation links to Seattle, Port Angeles and Vancouver. In addition there is desire within the community to preserve and enhance the concept of a working harbour that supports and generates new ways to support and generate additional economic opportunities for our citizens.

The various phases of our Harbour reflect the opportunities that were seized by previous generations to create wealth generation and employment opportunities for our community.

Victoria lacks the required facilities to accommodate the rapidly growing large yacht fleet. It is estimated that currently there is a world fleet of more than 7000 yachts, greater than 80 feet. In 2003 there were more than 520 yachts of 80 feet and above under construction in 140 shipyards around the world. In 2005 there

were 204 boats under construction between 120 to 200 feet long-a 28% increase over the previous year.

We know that hundreds of these larger yachts travel past our Victoria doorstep enroute to and from Alaska and coastal British Columbia. Victoria, Vancouver, the Gulf and San Juan Islands, Vancouver Island, Desolation Sound and Alaska are quickly emerging as favorite cruising grounds of the world's mega and super yacht owners. Internationally, the North West Coast is quickly climbing to the top of the list due to its spectacular natural beauty, cleanliness, a wide range of activities and of growing importance---safety and security.

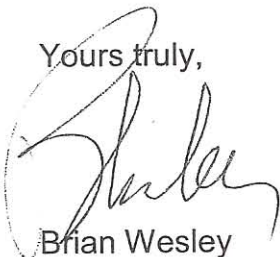
We believe that your proposal fills a very significant need to support and promote Victoria and the entire BC coastal region as a world class destination and cruising area that has the facilities and services to support a growing fleet of recreation, charter and time sharing vessels that increasingly ply the waters between Victoria and Alaska.

Victoria has an opportunity to attract a greater number of transient and domiciled vessels that will have a positive impact on growing and sustaining accommodation, maintenance, servicing, sales, chartering, crewing, restaurant and supply opportunities.

The economic spin-offs would be significant and provide new employment opportunities for high-value skilled resources. As an example typically the annual refit and servicing expenditures of these large yachts is in excess of one million dollars. This is a small part of the overall economic impact.

We are strongly supportive of the provision of new high value services in Greater Victoria to support this important industry and opportunity and wish you success in moving ahead with the Victoria International Marina project.

Yours truly,



Brian Wesley  
Chairman