

# Opportunities North-Yukon

“A Developer’s Perspective”

Northern Vision LP- Past, Present and Future  
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**Trevor Harding- Founder & Director, VP**

# Northern Vision LP- Our Start

- Driven by people with a passion and a belief in Yukon
- “Piers & Darryl wanted to build some condos on water. I said they were nuts and took Myron and Rich fishing”
- Alliance between Calgary people and Yukoners with a larger vision of Yukon - Marriage of Calgary capital and know how with Yukon entrepreneurs
- Driven by a desire to diversify and enhance Yukon...and to make money... “change the face of Whitehorse”



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# Northern Vision LP- Early Days

- 2004- Extremely tough to get interest. 1<sup>st</sup> round non-seed only half subscribed
- Banks looked at us like alien beings
- Issues with Yukon knowledge and liquidity
- Lack of understanding of Yukon opps.
- Competitive investments with better ROI such as Income trusts/Alberta real estate



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# What We Had To Do

- Create a big network in our General Partner
- Drive awareness – Premier speech, Tours, Media
- Educate on Government budget, mining and tourism
- Pump pipeline as possible big upside!
- Introduce income asset acquisition to allow more patience



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# Why It Got Easier

- Income trusts tanked so ROI looked better
- Our asset portfolio diversified
- First Nations started to get interested – VDC, Han Construction, YIDC, IDC
- We started to develop a track record
- Awareness drivers: Russia's offensive on sovereignty, CWG 2007, Chinese interest in minerals, AGIA
- Great people in and involved with our LP
- Government putting a Billion a year into pop. 30 000...limited downside



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# Key Northern Vision Milestones

- WPD lands and key waterfront assets such as Nugget Beach
- Titanium Way Industrial
- Spook Creek Station – 1<sup>st</sup> development (commercial)
- Hotels
- Commercial income assets
- Apartment conversion to condos



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# Where We Are Now

- Still difficult to attract outside investment secondary areas such as real estate
- Bank debt easier to obtain
- Yukon still very much outside the mainstream
- Investors from sea to sea to sea
- Slowly improving awareness of North
- Raised \$20 million in equity one check at a time...now have assets approaching \$50 million
- Trying to lead the way on development – Titanium Way



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# Challenges To Development

- Construction costs vs. lease rates & sale price challenge a competitive ROI
- Government restrictions such as height, land titles.
- Labor force in service sector and key professional areas
- Tax increases that add cost and mid stream regulation changes
- Lack of liquidity for developments



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# What Would Help

- Less general “Invest Yukon” work by Gov and more fam tours with direct YT exposure. Work with specific biz opps.
- Continued JV trend with First Nations
- AGIA process to unfold well
- Continued Gov diversification efforts
- Get resource opps off ground before cycle missed
- Improved understanding by Government of these challenges - political and bureaucratic levels
- Access to more capital pools that see the opp.



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# What We Would Do Differently

- Increase income generation earlier
- Understand your Corp structure implications better
- Move quicker to develop critical mass in an asset class



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# What We Have Learned

- People who visit are more passionate about investing
- People who have long term view in the North invest
- More FN and non-FN Yukoners investing here is a positive trend
- Most investors don't care about Yukon...they just want a return
- Investors are keen on pipeline upside



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# What Upside Is Possible?

- Dependent in part on macro-economic factors
- Continued increased First Nation involvement in the economy critical
- Tourism – shoulder and off season. Sport and Club tourism
- Diversification of economic sectors
- Resource developments must occur. China factor
- Pipeline...finally? Maximize long term benefit



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# Where We Go From Here

- Patience. Lead with caution
- Income and investor distribution
- Continued Joint Venture Focus with First Nations
- Liquidity event in next 2-3 years
- Continued long term Yukon commitment



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Thank you! Questions and  
Discussion



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