

View Point Agri Housing Cooperative

Integrated Sustainable Development

Circular Economy · Affordable Housing · Regenerative Agriculture

Base Development

\$50M

Housing + Greenhouses + Energy

Wastewater System C

\$1.4M

Source Separation + Nutrient Recovery

Aquaculture/BSFL

\$483K

Tilapia RAS + Feed Production

\$51.9M CAD

Total Capital

45%

Grant Potential

9.8/10

Policy Alignment

9.5/10

ESG Score



Cowichan Bay, British Columbia

Project Overview · Feb 2026



A plan for BC's First Integrated Circular Economy Community

View Point Agri Housing Cooperative

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Cowichan Bay, British Columbia

Project Overview · Feb 2026

Executive Summary

Integrated Circular Economy Investment Opportunity

Base Development

\$50.0M CAD

96.4% of capital

Comprised of 8 Co-Op Housing buildings w attached Greenhouses

Wastewater System C

\$1.4M CAD

2.7% of capital

Strategic value, same capital cost as traditional system

Aquaculture/BSFL

\$483K CAD

0.9% of capital

Tilapia with Black Soldier Fly Larva (BSFL) feed grown on site

Financial Performance

Total Capital:	\$51.9M
Grant Potential:	\$23.3 M
Net Capital:	\$28.5M
Y1 Revenue:	\$ 2.9M
Y1 Net Income:	\$ 1.38M
Op. Margin:	47.7%
Target IRR:	13-15%

Strategic Value

Policy Alignment Score

9.8/10

Exceptional grant eligibility

ESG Score

9.5/10

Excellent for impact investors

Innovation Leadership

First in BC

Circular economy demonstration

Integration Benefits

\$124,495/year

4.1% of total project revenue

- ITMS → Aquaculture: \$40,379
- BSFL feed savings: \$34,636
- Shared labor: \$15,000
- Wastewater nutrients: \$6,000
- Other synergies: \$28,480

Net Benefit: \$106,277/year

Investment Opportunity

Converging Market Needs Create Compelling Investment Case



Housing Crisis

394 units needed

North Cowichan, next 5 years



Agricultural Labor Gap

25-40 new jobs

From 8-acre greenhouse / aquaculture operation



Climate Targets

75% GHG reduction

vs. conventional development

Why Hilltop Delivers

- De-Risked by Government Funding**
45% capital from grants (\$23.4M).
- Diversified Revenue Streams**
Housing, Agriculture, Aquaculture & Energy.
- Attractive Risk-Adjusted Returns**
13-15% IRR target with multiple Year 5 exit pathways.
- First-Mover Advantage**
Pioneering integrated agri-housing model.
- Circular Economy Innovation**
\$124k/year synergies and superior ESG profile.

Financial Highlights

Total Capital	Net Capital After Grants
\$51.9M CAD	\$28.5M CAD
Year 1 Net Income	Target IRR
\$1.38M CAD	13-15%

Aquaculture net benefit: \$52k/year

Integrated Project Overview

Three Components · One Circular Economy · 12.81 Acres ALR Property

Base Development

\$50.0M CAD (96.4%)

40 co-op housing units, 8-acre greenhouse, 500kW renewable energy, ITMS district energy hub.

\$2.9M/year annual revenue

Wastewater System C

\$1.4M CAD (2.7%)

Source separation, composting, nutrient recovery, and 40% water savings (15 m³/day).

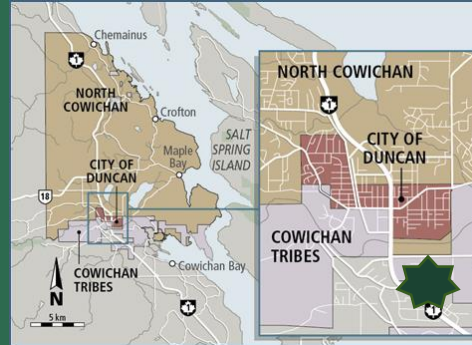
\$20,600/year net benefit

Aquaculture/BSFL/Permaculture

\$483K CAD (0.9%)

Tilapia RAS system (8,640 kg/yr), geodesic dome, and BSFL production for feed cost savings, permaculture everywhere.

\$100K+/year annual revenue



Base Development

\$50M · Housing + Greenhouses + Renewable Energy

40

Housing Units

Affordable cooperative housing

8

Acres

Greenhouse production

500kW

Renewable Energy

Solar + thermal capacity

\$2.45M

Annual Revenue

Year 1 stabilized

Residential: 40 Units

- ✓ Cooperative housing model
- ✓ Below-market rates (\$1,600/month avg)
- ✓ Priority: On-site agricultural workers
- ✓ 3-5 story wood-frame AWR buildings
- ✓ Integrated with greenhouses (ICGEG)*

\$826K/year

* Integrated Controlled Growing Environment Greenhouse (ICGEG)

Agriculture: 8-Acre Greenhouse

- ✓ ICGEG* vertical farming system
- ✓ 9-foot aeroponic towers
- ✓ 350x yield vs. field agriculture
- ✓ Year-round production
- ✓ Leafy greens, herbs, specialty crops

\$1.62M/year

* Integrated Controlled Growing Environment Greenhouse (ICGEG)

Energy: 500kW Renewable

- ✓ 500kW PVT* solar panels (rooftop)
- ✓ 625,000 kWh/year electricity
- ✓ 800,000 kWh/year thermal energy
- ✓ ITMS district energy hub
- ✓ 30-40% heating energy reduction

\$270K/year cost offset

* Photovoltaic Thermal (PVT)

The Innovation

ICGEG/AWR Integrated Building System

Two-in-One Design

- Residential buildings serve as structural north walls for attached greenhouses.

Agricultural Worker Residences (AWR)

- 3-5 story wood-frame buildings with south-facing thermal collectors.
- Rooftops host 500kW PVT solar panels.

ICGEG

- Lean-to greenhouse with 35ft apex and double-wall insulation.
- 9-foot aeroponic towers for year-round production.

Integration Benefits

- **15-20% construction cost savings.**
- Thermal synergy & maximized land/energy efficiency.

Integrated Controlled Growing Environment Greenhouse (ICGEG)

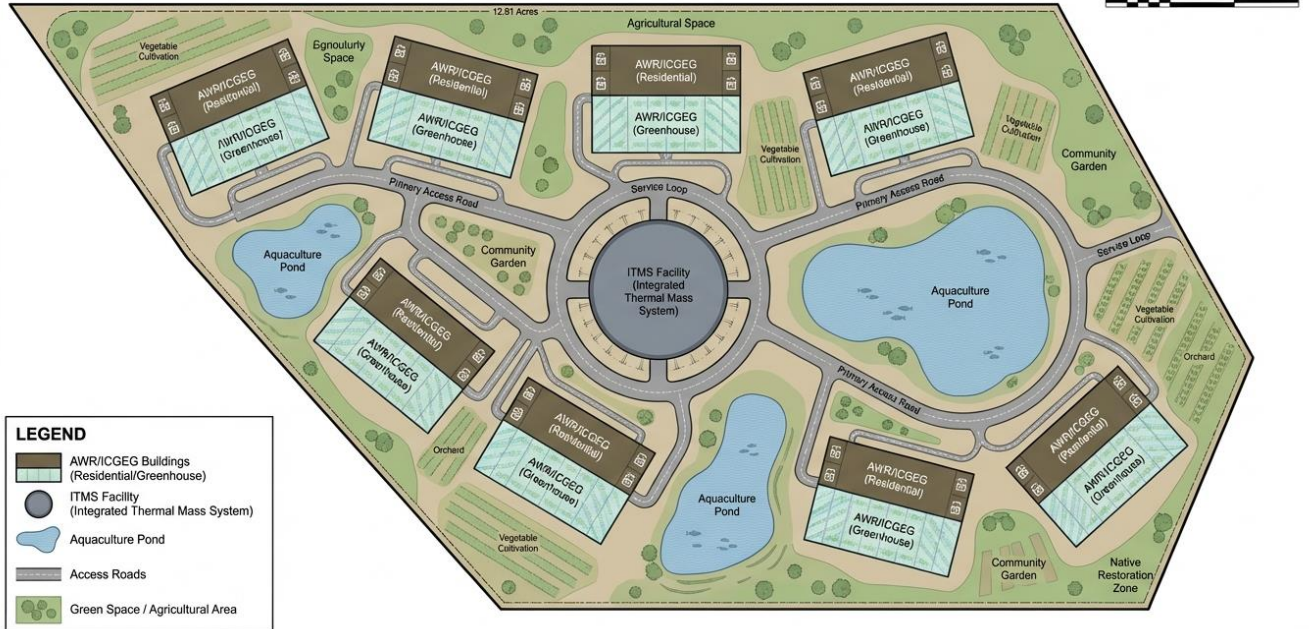



Site Development

Optimized Layout for Integrated Agri-Housing

Hilltop Agri Housing Cooperative - Site Layout Plan, Cowichan Bay, BC

Total Area: 12.81 Acres



 **Building Configuration**
Building Count: 8

 **Land Allocation**

8.0 acres (62%):
1.6 acres (12%):
3.2 acres (26%):

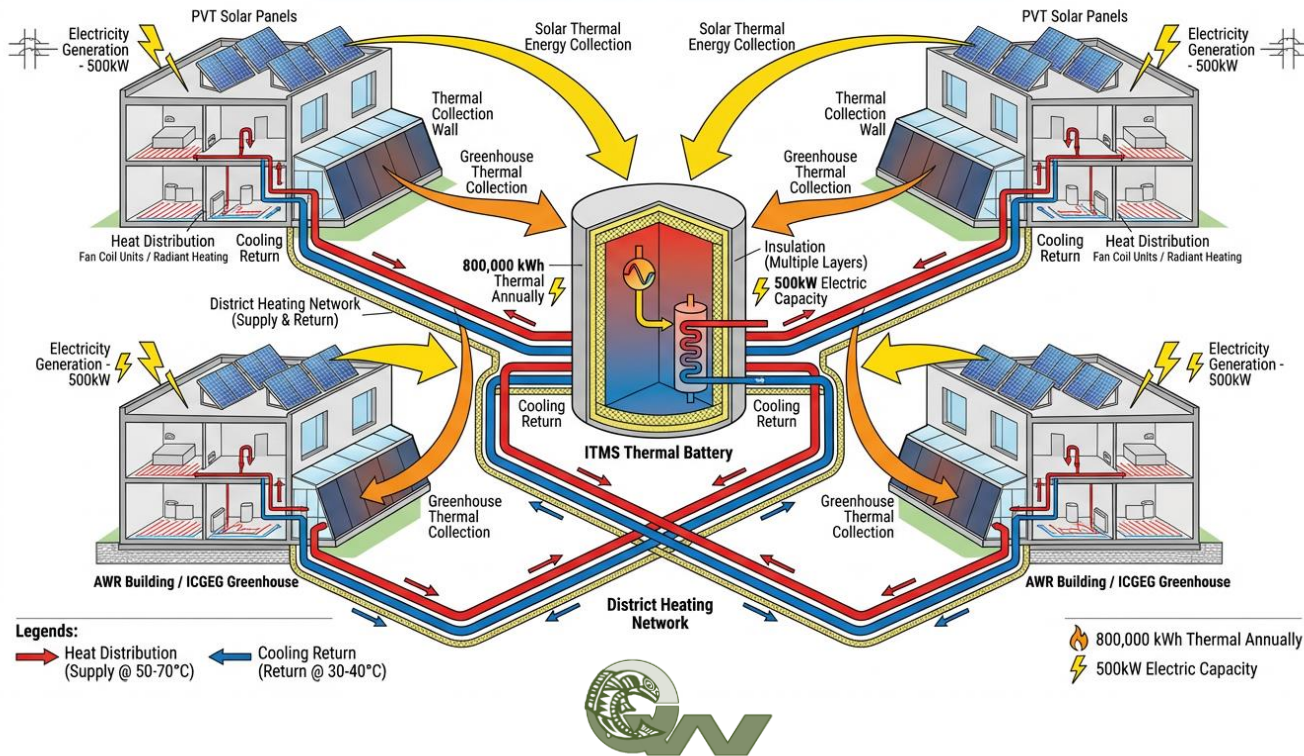
 **Expansion Potential**

Phase 1 (Y0-5):
Phase 2 (Y6-10):
Future:

Renewable Energy Infrastructure

On-Site Generation & Thermal Management

INTEGRATED DISTRICT ENERGY SYSTEM



⚡ Generation Capacity

Solar Electric: 500 kW (~625,000 kWh/yr)

Solar Thermal: Simultaneous collection (~800,000 kWh/yr)

Additional: Heat pumps, thermal walls, geothermal integration.

🏠 ITMS District Energy Hub

Large-scale thermal storage with centralized distribution for heating/cooling.

Inputs: PVT Panels, Thermal Walls, Waste Heat, Heat Pumps

30-40% heating energy reduction

💰 Annual Financial Benefits

Cost Offset: **\$200K-\$400K** (Farm electricity)

Net Metering: \$10K-\$30K surplus credits

Grants: \$500K-\$1M one-time capital offset

Self-funding via savings & grants

Market Opportunity: Housing

Documented Shortage Creates Stable Demand



394 Non-Market Housing Units Needed in North Cowichan (Next 5 Years)

Source: 2024 Interim Housing Needs Report

Target Residents

Primary: On-site farm & aquaculture workers

Secondary: Broader Cowichan Valley agricultural sector

Income: Low-to-moderate, needing below-market rates

HAHC vs. Market Rate Housing

Housing Revenue Model

Base: 40 units @ \$1.6k/mo = **\$768k annual**

Subsidies (30% of units): +\$57.6k

Total: \$825.6k stable annual revenue

Characteristics: Predictable income, inflation-adjusted, 100% occupancy ensured by below-market rates.

Policy & Strategy Alignment

- **Local:** N. Cowichan OCP & EDC Workforce Strategy
- **Provincial:** BC Homes for B.C. Program

Federal:

Strong support across all levels of government.

Market Opportunity: Agriculture

High-Yield Vertical Farming Meets Local Food Demand



350x

Yield vs. Conventional Field Agriculture

Using 99% less water and zero pesticides

Product Portfolio

Leafy Greens

Lettuce, spinach, kale

Year-round supply, winter premium

Culinary Herbs

Basil, cilantro, mint

High-margin for restaurants

Specialty Greens

Microgreens, edible flowers

Ultra-premium gourmet market

Established Distribution

Duncan Farmers' Market: Direct-to-consumer.

Cow-Op Marketplace: Online local food hub.

The Old Farm Market: Retailer with wholesale potential.

Restaurants: Farm-to-table partnerships.

Existing infrastructure eliminates market entry risk.

Agricultural Revenue

Phase 1 (Yrs 1-5)

25% outfitting (2 acres)

Gross Revenue: ~\$6.5M/yr

Net: \$1.62M annual

Phase 2 (Yrs 6-10)

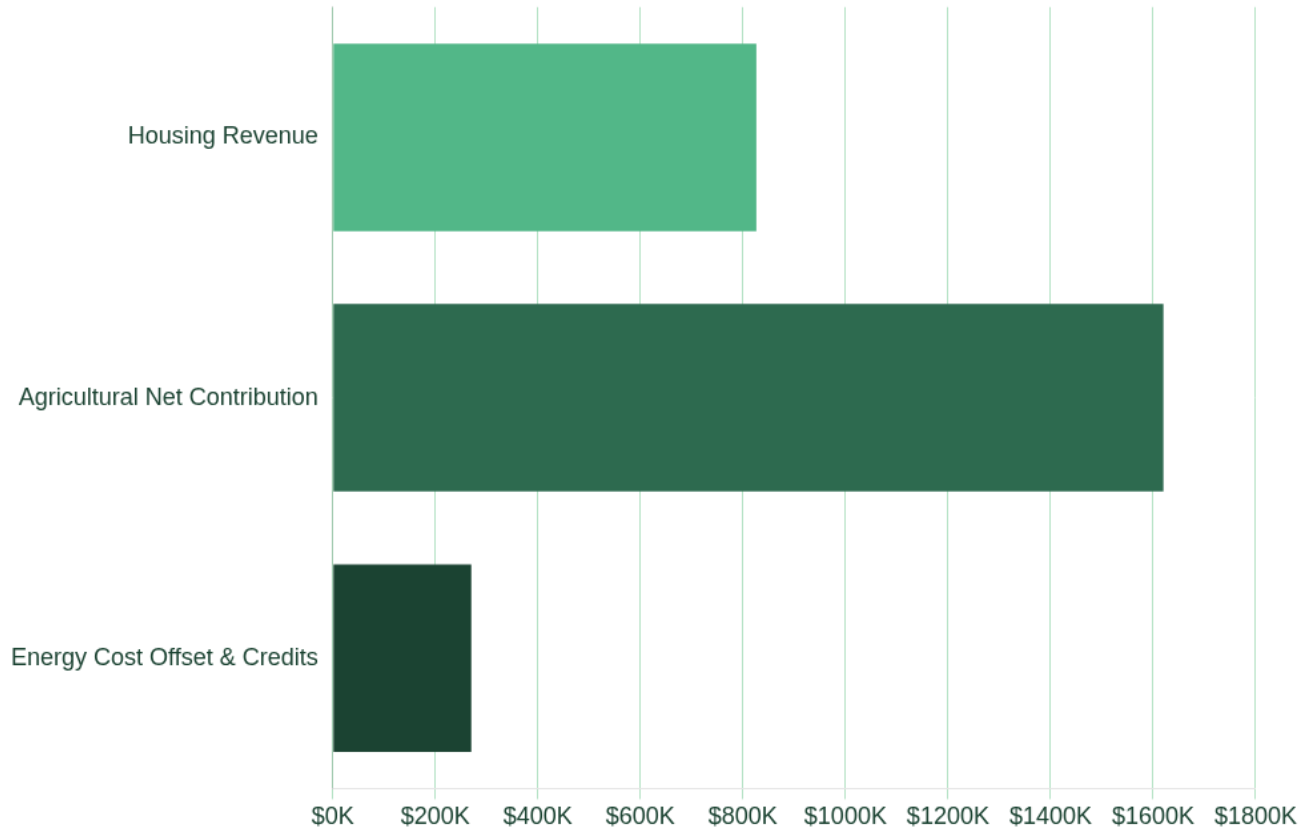
75% outfitting (3x capacity)

Net: ~\$5M annual

Revenue Model

Diversified Income Streams Totaling \$2.7M+ Annually

Annual Revenue by Stream (Stabilized Operations)



Housing Revenue

\$826K

40 units & federal subsidies.

Agricultural Net Contribution

\$1.62M

Net margin from Phase 1 greenhouse sales.

Energy Cost Offset & Credits

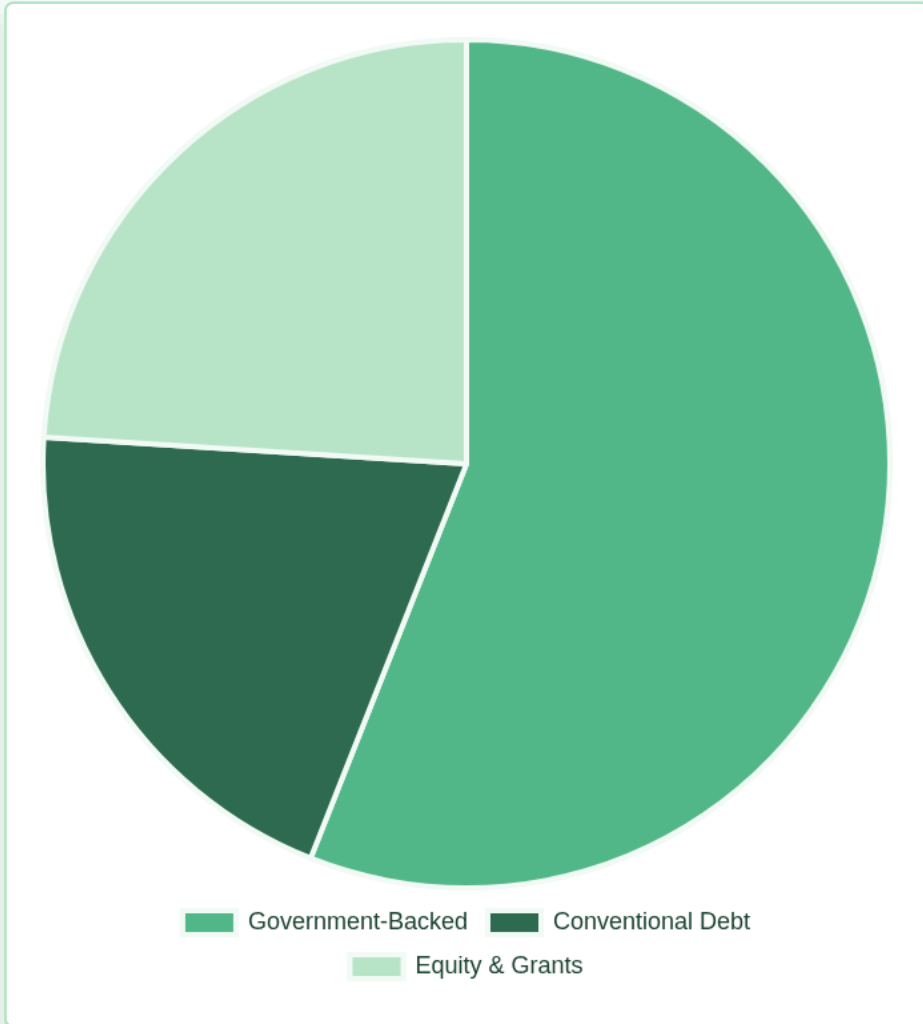
\$270K

On-site generation & grid export credits.

💰 Total Annual Revenue/Benefit: ~\$2.72M

Capital Stack

\$50M Total Project Cost with 56% Government-Backed Funding



Government-Backed Financing

\$28M (56%)

- Key Sources: CHDP (\$10M), CMHC Fund (\$8M), BC Housing (\$10M).

Public capital significantly reduces WACC.



Conventional Debt

\$10M (20%)

- Vancity/VCIB Co-op Lending (\$8M) & Construction Line of Credit (\$2M).



Equity & Grants

\$12M (24%)

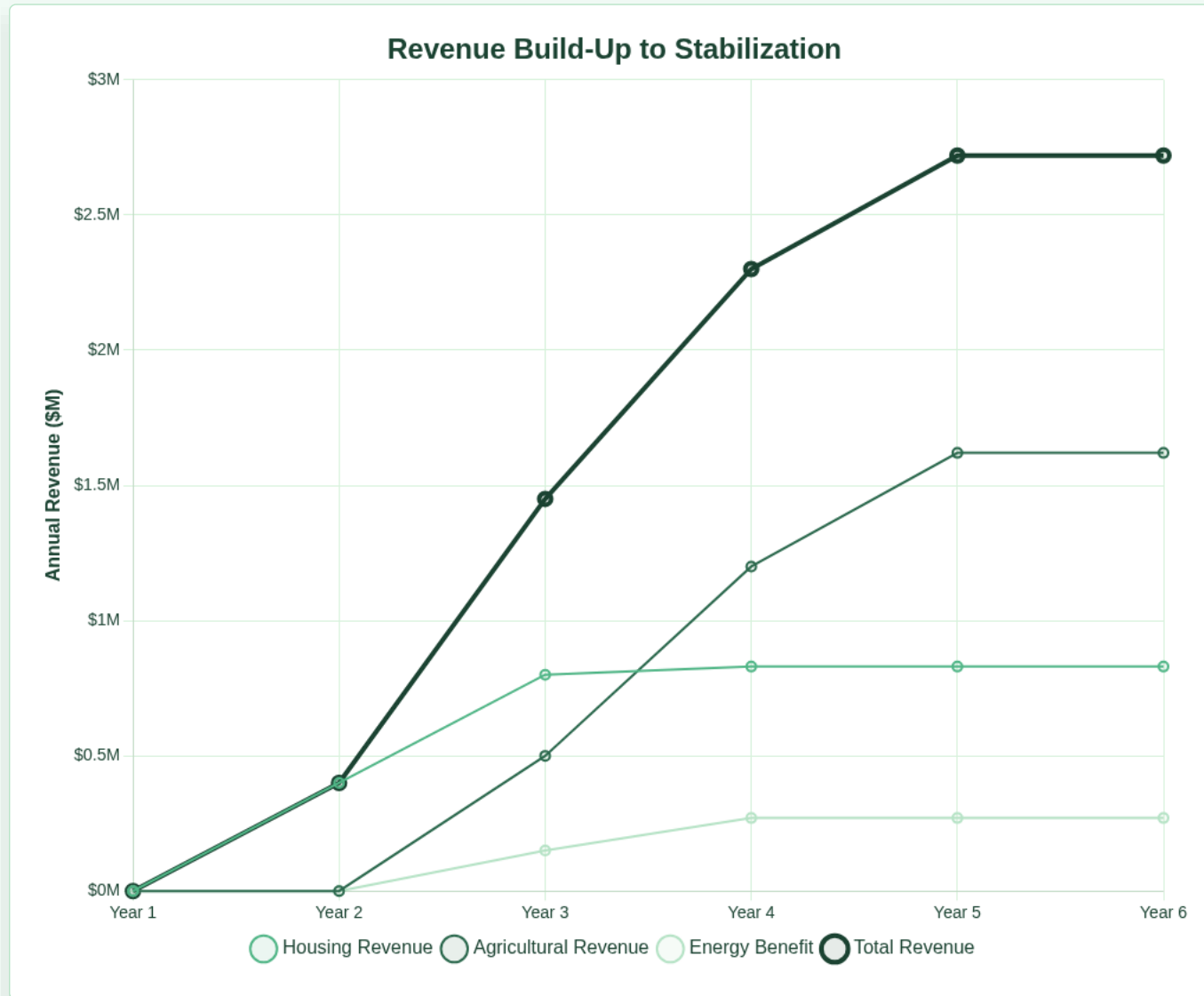
- **Private Investment Ask: \$10M (8-15% IRR Target).**
- Includes Community Bonds (\$1M) and Rebates (\$1M).



Every \$1 of Private Investment is Leveraged with \$4 of Public & Concessionary Capital

Financial Projections

Revenue Ramp-Up to Stabilization (Years 1-6)



Revenue Milestones

Y1-3: Planning & Construction

Y4: First Housing Revenue & Agri Sales

Y5: Operational Break-even

Y6: Full Stabilization at \$2.7M+ Annual

Stabilized Metrics (Y6+)

Total Revenue: **\$2.72M**

Agri. Net Contribution: **+\$1.62M**

Housing Costs (OpEx + Debt): **-\$2.9M**

Operating Surplus: ~\$1.4M

Investor Return Timeline

Y1-4: Development (no distributions)

Y5: Distributions begin post-stabilization

Y5-7: Window opens for capital event (exit)

Target: 9-12% IRR (10yr hold)

Investment Returns

Attractive Risk-Adjusted Returns with Multiple Exit Pathways

↗ **9-12%**
Base Case IRR

Projected Internal Rate of Return over a 10-year investment horizon.

Sensitivity Analysis

SENSITIVITY ANALYSIS - IRR IMPACT			
SCENARIO	DESCRIPTION	EST. IRR	KEY ASSUMPTIONS
Conservative	Agricultural underperform	6-8%	Ag revenue -20%, lease-up +6 months
Base Case	Operations	9-12%	Per feasibility
Optimistic	Agricultural outperform	12-15%	Ag revenue +20%, lease-up -3 months
Construction Overrun	10% cost	7-10%	Total capex +10%
Energy Cost Spike	BC Hydro	8-11%	Energy costs +25%
Grant Reduction	Government	6-9%	Need additional

EXIT STRATEGIES & VALUE SCENARIOS			
EXIT OPTION	TIMELINE	MECHANISM	ESTIMATED IRR
Refinancing & Redemption	Years 5-7	Refinance at lower rates, redeem investor equity	9-12%
Cooperative Buyout	Years 5-10	Members purchase investor stake from operating cash flow	8-11%
Sale to Impact Investor	Years 5-10	Transfer stake to mission-aligned investor	10-13%
Structured Dividends	Years 5-15	Ongoing distributions until target IRR achieved	10-12%
Expansion Recapitalization	Years 6-10	New capital for Phase 2 expansion buys out original investors	11-15%

💡 Key Return Drivers

- Operational Cash Flow:** Surplus from agricultural operations.
- Asset Appreciation:** Growth in land and operational value.
- Grant Leverage:** 4-5x funding multiplier on private investment.
- Exit Flexibility:** Multiple exit pathways (buyout, sale) from Year 5.
- Impact Return:** ESG outcomes enhance valuation for impact buyers.

➔ Exit Timeline & Options

Exit windows open post-stabilization (Year 5+)

- Years 5-7:** Refinancing & investor redemption.
- Years 5-10:** Co-op member buyout or sale to impact investor.
- Years 6-10:** Expansion recapitalization for new investors.

Multiple paths de-risk the investment exit strategy.

Risk Mitigation Strategy

Proactive De-Risking Across Financial, Construction, and Operational Domains

High Capital Cost & Funding Gap

- ✓ 56% government-backed financing reduces private capital
- ✓ Diversified funding via multiple government programs
- ✓ Funding secured before construction starts
- ✓ Backup lenders identified for contingency

Construction Overruns & Delays

- ✓ Fixed-price contracts with reputable contractors
- ✓ Detailed design completed before construction starts
- ✓ 10-15% contingency budget in capital stack
- ✓ Early procurement of long-lead items
- ✓ Phased development to validate costs

Revenue Stream Underperformance

- ✓ Diversified revenue (housing, agriculture, energy)
- ✓ Proven housing demand (394-unit local shortage)
- ✓ Below-market rates ensure full occupancy
- ✓ Conservative agricultural revenue projections
- ✓ Established distribution channels for produce

System Performance

- ✓ Experienced vertical farm operators contracted
- ✓ Supplier provides training and ongoing support
- ✓ Phased ramp-up develops expertise before scaling
- ✓ Oversized renewable energy capacity for buffer
- ✓ Real-time monitoring for rapid issue detection

ALR Approval & Regulatory

- ✓ Comprehensive farm plan by professional agrologist
- ✓ Pre-application consultation with ALC
- ✓ Intensive greenhouse justifies labor housing
- ✓ Restrictive covenant ties housing to farm use

Cooperative Governance

- ✓ Strong founding documents with CHF BC support
- ✓ Professional property management model
- ✓ Robust member education & orientation programs
- ✓ Adequate capital reserves from project outset

Competitive Advantages

Multiple Moats Create a Defensible Market Position

First-Mover in Integrated Agri-Housing with a Proprietary System

Integrated Business Model

Pioneering integration of housing and vertical farms within ALR framework.

Barriers to Entry:

First-mover in new regulatory space with respect to integration with Agricultural Land Reserve administration

Moat: First-mover in a new regulatory space.

Economic Efficiency

Integration points yield significant savings:

15-20% construction savings

25-40% lower energy costs

10-20% HVAC reduction

Benefit: \$300-500K annual OPEX + \$2-3M CAPEX advantage.

Funding & Grant Advantage

Meets a high % of Federal and Provincial development goals:

45% of CapEx

Result: Unlocks \$28M+ in funding vs. \$8-15M for others.

Market & Tech Edge

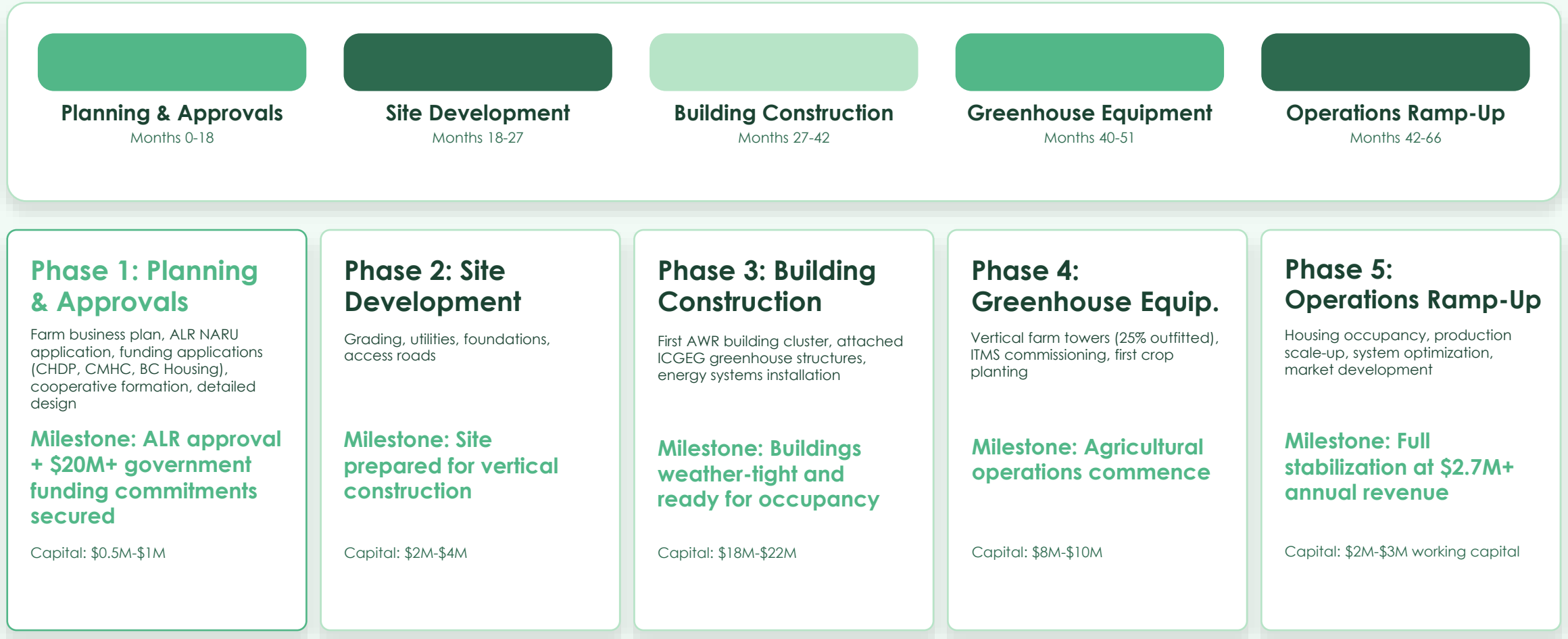
Housing Market:

Agri-Market:

Tech Moat: Proprietary ICGEG/AWR integration design.

Development Timeline

Phased Approach with Clear Milestones (66 Months to Full Stabilization)



Stage Gate 1 (Month 12): ALR approval + government funding secured before construction.
Stage Gate 2 (Month 54): Performance validated before Phase 2 expansion.

Use of Funds

\$10M Private Equity Allocation Across Project Phases



■ Planning & Pre-Dev ■ Construction ■ GH Equipment ■ Working Capital
■ Contingency

Planning & Pre-Development: \$1.0M (10%)

Covers site engineering, business plans, permitting, legal structuring, and project management.

Construction (Gap Funding): \$4.0M (40%)

Fills gap for construction, site infrastructure, and renewable energy systems. Leverages \$30M+ in other debt financing.

Greenhouse Equipment: \$2.5M (25%)

Phase 1 outfitting with vertical aeroponic towers, LED lighting, climate control, and automation systems.

Capital & Contingency: \$2.5M (25%)

Working Capital (\$1.5M): Operating reserve for initial ramp-up. **Contingency (\$1.0M):** Buffer for unforeseen costs and delays.

Exit Strategies

Multiple Pathways to Liquidity Starting at Year 5

No Single-Point Dependency: Investor Exit Not Reliant on One Strategy

Option 1: Refinancing & Investor Redemption (Years 5-7)

Refinance with lower-cost debt to redeem investor equity after 3-5 years of stable operations. **IRR: 9-12%**

Option 2: Cooperative Member Buyout (Years 5-10)

Co-op members can collectively buy out the investor stake over 5-10 years using surplus cash flow. **IRR: 8-11%**

Option 3: Sale to Impact Investor / Co-op Federation (Years 5-10)

Sell the investor stake to a mission-aligned buyer like an impact fund, pension fund, or co-op federation. **IRR: 10-13%**

Option 4: Structured Dividend Distribution (Years 5-15)

Receive ongoing dividends from cash flow until the target IRR is met, then convert equity to co-op membership. **IRR: 10-12%**

Option 5: Expansion Recapitalization (Years 6-10)

A new capital raise for Phase 2 expansion provides an opportunity to buy out original investors at a premium. **IRR: 11-15%**

ESG Impact & Triple Bottom Line

Financial Returns Combined with Measurable Social and Environmental Outcomes

 **Hilltop Delivers 9-12% IRR + Transformational Community Impact**



Social Impact

40 Affordable Homes:

25-40 Permanent Jobs:

Community Model:



Environmental Impact

75% GHG Reduction:

~1M lbs Food Production:

Sustainable Tech:



Governance & Economic

Democratic Governance:

\$2.7M+ Annual Impact:

Policy Innovation:

Comparable Projects & Precedents

Learning from Successful Models in Cooperative Housing and Urban Agriculture

While no exact precedent for our integrated model exists, these examples validate each core component.

BC Housing Cooperatives

Various, British Columbia

BC has 260+ housing co-ops providing 14,000+ homes, managed by the Co-operative Housing Federation of BC (CHF BC).

Relevance:

The co-op model is well-established; Hilltop adapts it to an agricultural context.

Canadian Vertical Farms

GoodLeaf Farms (ON), Growcer

Successful commercial operations demonstrating technical and financial viability in Canada.

Relevance:

The technology is proven; Hilltop integrates it with housing for efficiency.

Community Land Trust Model

CHF BC / Community Land Trust

CLT model separates land ownership from housing, ensuring permanent affordability, pioneered in BC by CHF BC.

Relevance:

Hilltop can adopt CLT principles to further de-risk long-term affordability.

 Hilltop's innovation is integration, not invention—combining proven models for greater impact.

Investment Terms

\$10M Private Equity Offering - Structure and Terms

Investment Amount & Structure

Total Raise: \$10 Million **Structure:** Private Equity or Subordinate Debt **Minimum:** \$250,000 per investor **Vehicle:** LP or Coop Loan

Return Profile

9-12% IRR

Base Case (10-year hold). Conservative: 6-8%, Optimistic: 12-15%. **Return:** Cash distributions, appreciation & exit proceeds. **Priority:** Subordinate to senior debt, senior to co-op.

Ownership & Governance

Ownership: Pro-rata based on investment. **Board:** 1-2 board observer seats (non-voting). **Info Rights:** Quarterly reports & annual audited financials. **Protections:** Investor consent for key decisions.

Return Waterfall & Distributions

Investment Timeline

Current: Seed capital phase (Months 0-6) **Months 8-14:** Application review & funding secured **Months 12-16:** Private equity raise (\$10M) **Month 18:** Financial close & construction start **Target Close:** Q2 2026

Legal & Documentation

Entity: LP or Coop Loan Agreement. **Docs:** PPM, Subscription & Loan Agreements. **Exemption:** Accredited investor or min. \$150K. **Jurisdiction:** British Columbia law.

Next Steps for Investors

Pathway from Interest to Investment



We Invite Qualified Investors to Join Us



1. Expression of Interest

Indicate interest and quantum. Timeline: Immediate.



2. Confidential Info Memo (CIM)

Access data room upon NDA execution for detailed plans.



3. Management Presentation

Meet the team and tour the property. Scheduled post-CIM access.



4. Due Diligence

Investor team review of materials and Q&A. Timeline: 4-6 weeks.



5. IC Approval

Present to investor IC to discuss terms. Months 10-14.



6. Term Sheet

Finalize investment terms and governance. Months 12-16.



7. Legal Documentation & Close

Execute investment agreements; fund commitment upon government financing close.

Target: Month 16-18 (Q2 2026)

Due Diligence Materials Available Upon Request

Contact Us

Location

Cowichan Bay, BC, Canada

Email

info@quietwater.ca

Thank You

We appreciate your interest in the Hilltop Agri Housing Cooperative. This project offers a unique opportunity for strong financial returns while creating lasting positive impact.

Invest in a Future of Sustainability, Affordability, and Community.

Why Hilltop?

- ✓ 9-12% IRR with 56% government de-risking
- ✓ Diversified revenue: Housing + Agriculture + Energy
- ✓ First-mover in integrated agri-housing model
- ✓ Measurable ESG impact: 40 homes, 25-40 jobs, 75% GHG reduction
- ✓ Multiple exit pathways starting Year 5

Contact us for full investment materials and to schedule a site visit →