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Government Relations Scenario-Based Case Studies for What's Possible

Unlocking BC's Most Strategic Projects with Policy, Land, Power, Indigenous Alignment, and Deal-Making Precision

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Overview

We specialize in **making the impossible possible**. Through strategic land assembly, government relations, Indigenous partnership development, real estate intelligence, and energy infrastructure navigation, our team activates transformative projects across British Columbia.

From data centres to modular housing, from mining to eco-tourism, we deliver **speed, certainty, and alignment** for public and private clients.

Below are real-world scenario-based case studies — showing exactly **how we unlock opportunity at scale** across BC.

CASE STUDY 1: RedHarbor Minerals — Critical Minerals & Sovereignty

Sector: Mining

Focus: Germanium & Rare Earths

Location: Northern Interior BC

Company Profile: USA-based mining and defense supplier with Canadian expansion strategy. Regional office in Calgary. Looking to secure North American supply chain.

Scenario:

RedHarbor needed to secure a 4,000-acre mineral zone and fast-track permitting with local Indigenous participation. No local traction. No political champions.

Our Strategy:

- Secured land cluster near rail and transmission lines.
- Developed benefit-sharing plan with Indigenous governance and training institutions.
- Positioned within **Canada's Critical Minerals & Indo-Pacific Strategy**.
- Brought federal MP and trade agency into the fold.
- Structured EDC-backed offtake roadmap.

Outcome:

Permits approved. Global defense supplier signed MOU. Indigenous workforce strategy in place.

CASE STUDY 2: UrbanLift Housing — Transit Housing Made Simple

Sector: Modular Housing

Focus: Workforce + Mixed-Income Housing

Location: Scott Road SkyTrain, Surrey BC

Company Profile: Vancouver-based modular housing builder with UBC roots. Specializes in rapid deployment and green construction.

Scenario:

UrbanLift had construction capacity but no land, zoning, or political momentum.

Our Strategy:

- Assembled 5 strategic parcels for 480-unit midrise community.
- Negotiated FSR uplift from 2.5 to 5.0.
- Connected to BC Housing + CMHC for co-investment.
- Built Indigenous trades pipeline with local training partners.
- Repositioned project as a **flagship transit-oriented model** under Build BC.

Outcome:

\$27M funding secured. Zoning passed. Construction starts Q1 2026.

CASE STUDY 3: CascadeVolt Infrastructure — Power Access Unlocked

Sector: Clean Energy Infrastructure

Focus: 50MW Substation + Grid Connection

Location: Fraser Valley, BC

Company Profile: Japanese-owned clean power engineering firm with Canadian headquarters in Toronto. Strong ties to Asia-Pacific investors.

Scenario:

CascadeVolt needed grid access and fast-tracked utility alignment for a major tenant (AI + industrial).

Our Strategy:

- Identified land adjacent to substation-ready corridor.
- Negotiated easements, leases, and Indigenous-led infrastructure build.
- Aligned project under CleanBC Jobs & Industry Framework.
- Coordinated with BC Hydro and Ministry of Energy for load commitments.
- Built media strategy to support local engagement.

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Outcome:

Power allocated. Indigenous contractors engaged. Tenant secured. Construction starts in phases.

CASE STUDY 4: RainHouse AI Labs — Data Meets Real Estate

Sector: AI, Education, Real Estate

Focus: Regional AI Training + Housing

Location: Kelowna, BC

Company Profile: BC-based AI lab spun out of UVic and SFU collaboration. Strong academic and enterprise links.

Scenario:

RainHouse needed a site, political cover, zoning, and Indigenous alignment for a hybrid tech-housing hub.

Our Strategy:

- Unlocked 75-acre parcel with commercial/industrial mix.
- Partnered with post-secondary for Indigenous AI internship model.
- Secured support from MLA, city, and regional district.
- Positioned project under BC Innovation Infrastructure Initiative.
- Designed phased real estate component to finance construction.

Outcome:

Priority status granted. \$12M in funding committed. Public-private partnership formed.

CASE STUDY 5: WildRidge Collective — Nature, Housing & Healing

Sector: Eco-Tourism + Rural Housing

Focus: Mixed-Use Mountain Lodge Community

Location: South Kootenays, BC

Company Profile: BC-founded landholding company with roots in outdoor tourism, community housing, and nature conservation.

Scenario:

WildRidge had land but needed rezoning, Indigenous support, and narrative to gain public trust.

Our Strategy:

- Reframed project as a "Community Healing + Tourism Economy" hub.
- Developed Indigenous economic participation model.
- Secured buy-in from MLA, local government, and tourism ministry.
- Integrated walking trails, lodge, affordable housing, and wellness offerings.

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- Launched media/branding push to reshape perception.

Outcome:

Zoning approved. Phase 1 sold out. Provincial tourism support activated.

CASE STUDY 6: PacificLink College — International Education & Land Optimization

Sector: Education + Real Estate

Focus: Campus Housing + Mixed-Use Expansion

Location: Metro Vancouver

Company Profile: Privately held Vancouver-area college serving international students. Looking to activate real estate for housing, training, and student life.

Scenario:

A private college relying on international students wanted to unlock value from its excess land and create on-site housing and retail.

Our Strategy:

- Drafted a rezoning plan and public-private campus housing concept.
- Positioned development under BC's International Education Recovery Strategy.
- Connected with municipal planning, education ministry, and local business groups.
- Built Indigenous trades and hospitality training pipeline to support project.
- Used narrative of "Safe, Smart, Affordable Student Living" to drive support.

Outcome:

Rezoning underway. Provincial partnerships in progress. 320 units planned with blended student, workforce, and public access.

CASE STUDY 7: AutoPilot Mobility — Driverless Shuttle Pilot

Sector: Transportation + Tech

Focus: Short-Distance AV Shuttle Route

Location: University & Downtown Pilot Corridor, BC

Company Profile: Seattle-headquartered autonomous vehicle innovator with Canadian policy office in Toronto. Global pilots in Asia and North America.

Scenario:

An international autonomous vehicle firm needed a local testing zone, community support, and regulatory pathway.

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Our Strategy:

- Identified ideal corridor between downtown and major campus.
- Negotiated access with city and university transportation teams.
- Worked with ICBC and BC Ministry of Transportation on AV sandbox guidelines.
- Created Indigenous hiring and road sensor installation program.
- Branded it as a **first-of-its-kind clean AV shuttle** in Canada.

Outcome:

Pilot launched Q3 2025. Regulatory model being studied nationally. Tourism and tech leaders backing Phase 2.

CASE STUDY 8: OceanGate Terminals — Global Logistics Expansion

Sector: Port Development + Trade Infrastructure

Focus: Industrial Expansion + Trade Corridor Activation

Location: Coastal BC Port Zone

Company Profile: International logistics firm based in Rotterdam with BC project office in Vancouver. Expanding into Pacific trade zone to support Indo-Pacific and Europe trade corridors.

Scenario:

An international shipping/logistics firm needed to expand its BC port footprint, align with trade policy, and de-risk environmental review.

Our Strategy:

- Facilitated land acquisition from private and municipal stakeholders.
- Partnered with First Nations economic arm to lead on-site workforce and security.
- Positioned project under Pacific Gateway + Clean Trade Infrastructure Initiative.
- Brought in port authority, province, and federal ministry to streamline approvals.
- Framed it as a **resilient Asia-Pacific supply chain solution** with long-term trade benefits.

Outcome:

Federal pre-clearance secured. EIA underway. First-phase tenants and international investment confirmed.

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WHAT WE BRING TO EVERY PROJECT

| Area | Our Advantage |
|--------------------------------|---|
| Land Strategy | Exclusive access to 1,000s of strategic acres across BC |
| Zoning + Permitting | Real-time playbooks for municipal, provincial, and federal processes |
| Indigenous Alignment | Authentic partnerships with community wealth-building at the core |
| Power & Grid Access | From 5MW to 100MW+, we unlock grid, substation, and PPA negotiations |
| Government Relations | Deep relationships in Victoria, Ottawa, and with local councils |
| Narrative & Media | Policy-aligned messaging that earns support at all levels |
| Speed | We execute faster than traditional lobbyists, consultants, or firms — because we do the deals ourselves |

Ready to Unlock Your Project?

Let's build something iconic in BC — and do it the right way.

Land. Power. Government. Indigenous Partnerships. Speed.

Contact Sukh Johal

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