



## Denis Shank, BA, B.ed., DPM, Broker of Record, President

### ACADEMIC QUALIFICATIONS

- **Cornell University, USA** - Commercial Real Estate Certificate, SC Johnson College of Business
- **University of Ottawa Telfer School of Management** – The Leadership Forum Program
- **Ecole Nationale Administration Publique (ENAP)** - Second Cycle Diploma (Masters Level) in Public Management
- **University of Sherbrooke** - Bachelors in Communications
- **University of Sherbrooke** - Teacher's Degree
- **Real Estate Council of Ontario (RECO)** - Licensed as a Chartered Real Estate Broker

### SAMPLE OF CLIENTS

Synergy  
Corel Corporation  
Avaya  
Nakina Systems  
Sun Media-Quebecor  
Queen's University, Exec. MBA Program  
CIMA Engineering  
Maplesoft Consulting  
Access Corporate Technologies  
Acron Capability Engineering  
Alstom Canada  
Assembly of First Nations  
Association of Canadian Travel Agents  
Autoskill International  
Babcock International  
Caisse Populaire Desjardins  
Canadian Counselling Association  
Canadian Bureau of International Education  
Canadian Internet Registry Association  
Caron Professional & Linguistic Training Centre  
CCCAC  
Centre Linguistique de Collège de Jonquière  
Clearford Industries  
Department of Foreign Affairs  
Dessau Soprin  
Devries Financial Group  
Emageon Canada  
Embassy of Denmark  
Embassy of Finland  
Embassy of Netherlands

### PROFESSIONAL EXPERIENCE

Over the past several decades, Denis has completed lease, acquisition negotiations and design build mandates on behalf of clients for office, international delegations such as Embassies and High Commissions, telecommunications, defence related companies, industrial, law firms, accounting firms, and retail premises locally and around the world. Denis founded Capworth Commercial Realty Brokerage Corporation. He was manager of leasing for SNC Lavalin, founded the Newmark Knight Frank Devencore Ottawa office and worked for the Staubach Group of Companies, Brokerage Division.

Denis provides clients with a seamless point of contact for a wide spectrum of transactional and advisory property services. He has a breadth of expertise in the areas of site selection, design-build, client requirements analysis, negotiation and coordination of the process leading to positive results.

Furthermore, Denis is also the co-founder of Capworth Property Management which has over eleven properties under contract (The Canadian Real Estate Association ("CREA"), etc.).

### PROFESSIONAL AFFILIATIONS

- Licensed Chartered Broker. Canadian Real Estate Association
- Licensed Chartered Broker, The Real Estate Council of Ontario
- Certified Downhill Ski Instructor, Level 1, The Canadian Ski Instructors' Alliance
- Certified Coach, Level 2, with Sports Canada (and specialized Level 3 in Track & Field)

### HIGHLIGHTS OF A FEW PERSONAL ACHIEVEMENTS:

- Recipient of the Ottawa, Canada, 2008 Forty under 40 Award
- Denis has completed several of the largest leasing assignments within the Ottawa Commercial Real Estate Market (refer to The Ottawa Business Journal)
- 2005/06/07/10/12 GVA Devencore Ottawa Outstanding Performance Award
- 2003 Became a Black Belt with Douvris Martial Arts in Ottawa
- National level middle distance runner in the late 1980's to the mid-1990's

## SAMPLE OF CLIENTS

Export Development Canada  
Fédération de Caisses Populaires de l'Ontario  
Fiducie Desjardins  
Fidus  
Gagne Isabelle Patry Notaries  
Gouvernement du Québec  
Harris Computers  
Heenan Blaikie LLP  
Hemera Technologies  
Hyperline Systems Canada  
Industrial Solutions  
Inovesco  
Insurance Institute of Ontario  
IICA  
Jamaica High Commission  
Lavery Debilly LLP  
Leadmark  
Lemay Doyle Fortini & Associates  
Liponex  
Macadamian Technologies  
Marcil Lavallée & Assoc.  
Medysis  
MDS  
MtekVision  
National Bank of Canada  
Nelligan O'Brien Payne  
Noble & Gadiant Barristers  
Ontario Telemedicine Network  
Ottawa Xpress Publishing  
Partners Advantage GMAC  
Raymond Chabot Grant Thornton  
Ross Video  
Royal Norwegian Embassy  
Semi-Conductor Insights  
SI Systems  
Spearhead Management Canada  
Talkswitch  
Telewatch Incorporated  
The Canadian Lung Association

- **1992 Cross-Country Canadian Inter-Athletics University Games winner**
- Past Board Member of The Miracle League of Ottawa
- Past Board Member of the SITO (Integration Services for Workers in the Outaouais)
- Past President of the Board of the Unigym Gymnastics Team (Top 3 largest in Canada)

## SAMPLE OF EXPERIENCES

Has completed lease, acquisition negotiations on behalf of clients such as:

- **Avaya** (104,000 SF)
- **Corel Corporation** (83,000 SF)
- **Wyndham Hotels**
- Babcock International in Ottawa
- Vard Marine
- Le Journal Le Droit (15,081 SF)
- **Raymond Chabot Grant Thornton (multiple assignments in Ottawa ranging from 10,000 to 25,000 SF)**
- Optelion (38,000 SF)
- **Nelligan O'Brien Payne/Law Firm (over 34,000 SF)**
- Foreign Affairs of Canada (New York 2007: consolidation report for 100,000 SF, etc)
- Ross Video: 25,000 SF
- Canadian Internet Registry Association (CIRA) (15,000 SF)
- Dessau Engineering (16,000 SF)
- Champlain Community Care Access Centre (several assignments ranging from 4,000 SF to 20,000 SF)
- **Heenan Blaikie Law Firm (22,000 SF)**
- Salvation Army (several mandates ranging from 8,000 SF to 25,000 SF)
- Semiconductor Insights (40,000 SF)
- Several Embassies (Finland; Argentina; Netherlands; Sweden, Denmark, etc)
- Assembly of First Nations (50,000 SF)
- **Québec Government-** Intergovernmental Affairs and International Affairs (several assignments ranging from 5,000 SF to 20,000 SF)
- **Export Development of Canada (EDC) consultation for over 400,000 SF**
- The Council of Canadians (several assignments ranging of up to 10,000 SF)
- BMO (8,000 SF)
- Desjardins Banking (several assignments ranging from 2,500 SF to 20,000 SF)
- Canadian Centre for Policy Alternative (20,000 SF to 30,000 SF)
- **Sun Media – Quebecor (6,600 SF)**