



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

ACADEMIC QUALIFICATIONS

- University of Ottawa Telfer School of Management – The Leadership Forum Program 2010-2011
- Second Cycle Diploma (Masters Level) in Public Management-ENAP
- Bachelors in Communications - University of Sherbrooke
- Teacher's Degree-University of Sherbrooke
- Licensed as a Chartered Real Estate Broker

PROFESSIONAL EXPERIENCE

Over the years, 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, 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.

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:

- Board Member of the Sito (Integration Services for Workers in the Outaouais)
- President of the Board of the Unigym Gymnastics Team (Top 3 largest in Canada)
- 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

SAMPLE OF CLIENTS

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

- National level middle distance runner in the late 1980's to the mid-1990's
- **1992 Cross-Country Canadian Inter-Athletics University Games winner**

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

SAMPLE OF EXPERIENCES

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

- **Avaya** (104,000 SF)
- **Le Journal Le Droit** (15,081 SF)
- **Raymond Chabot Grant Thornton (multiple assignments in Ottawa ranging from 10,000 to 25,000 SF)**
- Optelian (38,000 SF)
- Nelligan O'Brien Payne/Law Firm (34,000 SF)
- **Corel Corporation** (83,000S F)
- 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)**