



Arthur K. Tallis

Broker, Executive Vice-President

ACADEMIC QUALIFICATIONS

- Algonquin College of Applied Arts and Technology
 - Double Majors in Accounting and Finance 1975-1978
- Licensed as a Chartered Real Estate Broker

PROFESSIONAL EXPERIENCE

REAL ESTATE INVESTMENT CLIENTS

Health Care of Ontario Pension Plan (HOOPP)
Greystone Asset Management
CBC Pensionfund
Telus Pension Investment Management
CMHC
WSIB
Orion Investment Real Estate
GM Pension Plan
Manitoba Civil Service Superannuation Fund
Morguard REIT
Morguard Corporation

Arthur Tallis has been working in the commercial real estate industry for over 40 years.

Since May 2014, Arthur has been practising as a licensed broker mainly within the Ottawa market. During this period, he's developed and implemented marketing plans and leasing strategies for a well known portfolio of 1.5MM square feet; implemented continuous improvement plans to optimize and build on market strengths for properties to increase their value; prepared, negotiated and coordinated from conception to execution of various types of lease transactions including new, renewal, extensions, expansions, relocations, subleases and assignments; actively networked within the Ottawa real estate industry to maintain an up-to-date knowledge of market trends; prepared, negotiated and coordinated the acquisition of 1209 Michael Street on behalf of "Her Majesty The Queen" for a buyer.

He worked with Morguard Investments Limited from October 1979 to May 2013.

From June 1995 to May 2013, Arthur became Morguard's Vice President of the Property Management & Leasing divisions for Eastern Canada and was based in Ottawa, Ontario. During this 18 year period, he was instrumental and actively involved in the expansion and management of the portfolio that expanded from 750K square feet (5 properties) to 5.5MM square feet (54 properties). He was accountable for an annual expense budget of \$250MM and managed lease transactions in excess of 10MM square feet. During this period, Arthur built a team and administered a staff of 100+ employees. In summary, his responsibilities consisted of spearheading the property management, leasing, acquisitions, developments, dispositions and commissioning of all property classes within the Ottawa, Montreal and Saint John markets.

Prior to becoming Vice President for Morguard's Eastern Canadian portfolio, Arthur was the Regional Controller for Morguard in British Columbia from 1988 to 1995 and was responsible for all financial aspects for 48 office, industrial and retail properties. Before taking on the Regional Controller role in British Columbia, he worked in different cities such as Vancouver, Edmonton and Toronto offices within the Accounting and Finance Departments.



PROFESSIONAL AFFILIATIONS

- Licensed Chartered Broker, Canadian Real Estate Association
- Licensed Chartered Broker, The Real Estate Council of Ontario

HIGHLIGHTS OF A FEW PERSONAL ACHIEVEMENTS:

SAMPLE OF EXPERIENCES

- ▣ Initiated the construction of the 150 Elgin Street, Ottawa a 360,000 square foot triple A office building valued at \$200MM;
- ▣ Oversaw the transition of the 181 Queen Street, Ottawa (known as the CBC Broadcast Centre) from development to property management including commissioning of equipment and systems of a very complex infrastructure;
- ▣ Supervised the mid-life retrofit of the 250 Albert Street, Ottawa, a 188,500 square foot office building, including a \$7.5MM upgrade of all mechanical and electrical systems to meet PWGSC Standards, part of a 10 year lease transaction with PWGSC which resulted in a major uplift in value for the owner;
- ▣ Negotiated a 12 year renewal with PWGSC at 200 Kent Street, Ottawa, and subsequently sold the asset at significantly higher than appraised value;
- ▣ Expanded the 333 Palladium Drive, Kanata, complex for Curtiss Wright with a lease extension ultimately accretive to the owner-GM Pension Plan;
- ▣ Project leader for conversion of IT system to J.D. Edwards platform at Morguard Investment Limited
- ▣ Financially monitored 11 new construction developments;
- ▣ Transferred manual based records to first IT platform for Morguard Properties Limited in 1979;
- ▣ Spearheaded financial due diligence in the acquisition of Coquitlam Shopping Centre in 1983;



- ☐ Created Morguard Properties Limited's first internal audit program in 1982.

SAMPLE OF TENANTS

QNX Software System Limited

PWGSC

Telus

Canadian Chamber of Commerce

Morneau Shepell

Le Droit

Brisbin Brook Beynon

Canadian Council for the Arts

KPMG

CIBC Wood Gundy

Devries Financial Group

Embassy of Denmark

Canadian Internet Registry Association

Ottawa Fertility Clinic

Canadian Food Inspection Agency

Noble & Gadiant Barristers

Telesat Canada

ING Bank

International Development Research

Centre

House of Commons (181 Queen St)

Canadian Broadcast Corporation

CBC Pensionfund

Delta Hotel (361 Queen St)

Chicken Farmers of Canada

Curtiss Wright

Raymond Chabot Grant Thornton

Semi-Conductor Insights

Lockhead Martin