

David C. Dingwall

B.Com., LL.B., P.C., Q.C., LL.D. (Hon), ICD.D

Summary:

- A dynamic leader who is creative, entrepreneurial and has extensive public and private sector experience. Is a champion of change and has led large complex, multi-faceted organizations. Knows how to build strong, cohesive, well-functioning teams.
- Has extensive experience in a learning environment and understands the Cape Breton community issues around education.
- An astute fundraiser who knows how to develop , evaluate and implement strategic plans. Applies a sense of urgency to drive missions, goals and objectives.
- Known as a strong negotiator who can forge meaningful partnerships inside and outside of government. Thrives managing diverse challenges that others avoid. Leads his team through process improvement initiatives and is someone who is respected on a national and international level.
- A talented problem solver who is capable of resolving complex issues by uncovering the root cause and applying lasting solutions. Has well developed decision making skills combined with an open and accessible management style, emphasizing individual empowerment and team development.

Key Strengths:

- Excellent interpersonal skills and customer focused
- Experienced in delivering quality solutions in a multi-faceted environment
- Excellent communicator and presenter of abstract ideas
- A skilled public speaker
- Methodical and detail minded
- Flexible, organized and composed
- Has a natural and approachable style

Core Competencies:

- Strategic thinker
- Seasoned negotiator
- Business development
- Analytical problem solver
- Branding Excellence
- Performance evaluation/improvements

Work History:

AFFLECK GREEN MCMURTRY LLP, Toronto, ON **Counsel**

2009-present

- Conflict Resolution (Negotiation/Mediation/Arbitration/International Arbitration)
- Corporate Governance
- Pension Law
- Administrative
- Corporate and Commercial
- Public Policy

RYERSON UNIVERSITY, Toronto, ON **Distinguished Visiting Professor**

2011-present

- Ryerson Negotiation Project
- Guest Lecturer, MBA Program/Undergraduate
- Co-Director Canada China Institute Business and Development

- Ryerson University Academic Leadership Program

SAMPSON MCDOUGALL LLP, Sydney, NS

2007-2011

Counsel

- Conflict Resolution (Negotiation/Mediation/Arbitration/International Arbitration)
- Corporate and Commercial
- Administrative
- Public Policy
- Corporate Governance

THE DARIUS GROUP INC.

2006-present

Chairman and CEO

The Darius Group is an organization founded by The Honourable David C. Dingwall. The Darius Group offers consulting services designed to improve the performance of businesses, N.G.O., Governments at all levels and individuals.

Responsibilities:

- Enhance the growth of underperforming companies
- Support Senior Executives in implementing corporate plans, strategic objectives, and operating plans
- Assist enterprises to put in place systems to foster flawless execution
- Provide strategic counsel to enable enterprises to adopt the best practices of a sustained customer focus

Accomplishments:

- Work with a select number of clients who require non-legal advice. For example, my seminar on the Principles and Techniques of Modern Selling assists corporations to drive their revenue line
- In other instances provide strategic advice on how to improve the many different processes utilizing the principles and tools of LEAN and Six Sigma

ROYAL CANADIAN MINT

2003-2005

President and CEO

The Royal Canadian Mint is a for profit Crown Corporation with a mandate to produce circulation and non-circulation coins, to manage the domestic coinage system and to provide advice to the Minister of Finance on all matters related to coinage. It also extends to the production of bullion and related refinery products and services for profit.

Responsibilities:

- To provide leadership nationally and internationally to drive the revenue of the four business lines
- Responsible for overhauling the sales and marketing divisions of the Corporation and to foster better Labour Relations

Accomplishments:

- Increased revenue by \$105 million in less than 18 months
- Returned corporation to profitability after years of losses
- Restructured the business and achieved major financial gains in domestic and new foreign markets
- Concluded four collective agreements

WALLDING INTERNATIONAL INC.**1997-2003****Chairman and CEO****Responsibilities:**

- A strategic communications and government relations firm that assisted major corporate clients in partnering with Governments and their Agencies

Accomplishments:

- Worked with the CEO at American Airlines and the CEO of Onex in their attempt to buy Air Canada. We engaged the unions, shareholders and board members of Air Canada as well as several different Federal and Provincial Government Agencies
- Other clients included the IMP Group, Sun Microsystems, Minto Development Inc.

LAW PRACTICE**1979-1980**

- Civil litigation, commercial, labour, and real estate

SPECIAL ADVISOR, ATTORNEY GENERAL, NOVA SCOTIA**1974-1976**

- Provided assistance on human rights, labour issues, and women's issues

Public Sector Experience:**1980-1997****MEMBER OF PARLIAMENT**

- Elected to the Parliament of Canada in 1980, and re-elected in 1984, 1988 and 1993

MINISTER OF HEALTH, GOVERNMENT OF CANADA

- Introduced and passed the toughest tobacco control legislation in the world
- Created a new vision for health by establishing new partnerships and strategic alliances
- Negotiated changes to the North American Free Trade Agreement (NAFTA) with the United States, Canada and Mexico
- Established the Medicare Modernization Fund to examine different models of homecare, pharmacare, and forms of primary care
- Completed legislative initiatives for new reproductive technologies and water systems

MINISTER OF PUBLIC WORKS AND GOVERNMENT SERVICES, GOVERNMENT OF CANADA

- Restructured the department and reduced expenditures by \$2.5 billion
- Facilitated a private sector investment in the amount of \$600 million
- Conceived the idea of hosting the G7 Summit in Halifax, NS, and provided leadership for its successful execution

MINISTER RESPONSIBLE FOR THE ROYAL CANADIAN MINT

- Conceptualized and implemented a new \$2 coin which generated \$700 million in new revenue for the Government of Canada

MINISTER RESPONSIBLE FOR CANADA MORTGAGE AND HOUSING CORPORATION

- Refocused this Crown Corporation's mandate to be more user friendly to the private sector

MINISTER RESPONSIBLE FOR CANADA POST CORPORATION

- Addressed the issue of rural post offices throughout the country

MINISTER RESPONSIBLE FOR ATLANTIC CANADA OPPORTUNITIES AGENCY

- Terminated all grants to businesses and put in place an alternative mechanism to provide secure capital for small and medium-sized businesses to carry out long-term economic benefits for Atlantic Canada

International Experience:

G7 Summit – Convinced the Prime Minister of Canada to host the G7 Summit in Halifax, Nova Scotia. Represented and hosted political leaders from the United States, Great Britain, Japan, France, Germany and Italy.

Engaged in a fact-finding mission on the North Atlantic Treaty Organization (NATO) and the Organization for Economic Cooperation and Development (OECD) in **Brussels, France and Germany**.

Israel – Negotiations with the Minister of Public Works, which lead to a Memorandum of Understanding. Commenced successful talks on a Canada/Israel free trade agreement.

Australia – Consummated a Memorandum of Understanding with the Australian Government on housing in Melbourne. Initiated tourism activities in Sydney and Canberra.

China – As Minister of Public Works, Government Services and Minister responsible for Canada Mortgage and Housing, convinced the Chinese to give Canada serviced land in Beijing and Shanghai to promote Canadian Housing stock and technology. In addition, concluded a Memorandum of Understanding with the Chinese Minister of Public Works.

Sweden – Several visits to Sweden encouraged the Wallenberg Group of Companies to invest in Canada. Approximately \$600 million was invested in Canada.

France – Concluded a Memorandum of Understanding with France on medical research and health-related issues.

Switzerland – Addressed the World Health Organization in Geneva. Held high-level discussions with the Director of the Pan American Health Organization and Health Ministers of Pakistan, Panama, Mexico, Uruguay, Jamaica, Cuba, Finland, South Africa, Chile and Costa Rica on several geo-political issues.

Great Britain – Met with the Commonwealth Minister of Health on a variety of social, economic and health issues in London, England.

United States – During numerous visits to the United States, had official meetings with U.S. Cabinet Ministers, Governors, Congressmen, and Senators on a variety of economic, social, and geo-political issues.

Thailand, Barbados, United Arab Emirates, Venezuela, Paraguay, Ethiopia and the Dominican Republic – Concluded major contracts to supply their respective countries with circulation coin (2004).

Publications:

NEGOTIATING SO EVERYONE WINS, PUBLISHED APRIL 2016 (FIRST CANADIAN BOOK ON NEGOTIATING	2016
THE INTERNATIONAL CENTRE FOR SETTLEMENT OF INVESTMENT DISPUTES	2010
EXTERNAL EVALUATOR INTO THE TOBACCO CONTROL ACTIVITIES AT THE PAN-AMERICAN HEALTH ORGANIZATION, Washington, DC	2001
BUILDING A BETTER HEALTH SYSTEM FOR CANADIANS, Toronto, Canada	1997
COMPETING IN THE GROWING NETWORK OF WORLD CITIES: MAKING THE INFRASTRUCTURE CONNECTIONS, Melbourne, Australia	1994

Education:

• Certificate in Pension Law, Osgoode Hall Law School, York University	May 2015
• University of Windsor, Faculty of Law, Certificate of Achievement, Advanced ADR workshop on Alternative Dispute Resolution	June 2015
• University of Windsor, Faculty of Law, Certificate of Achievement, Advanced ADR workshop on Alternative Dispute Resolution	January 2015
• ICD.D.; Institute of Corporate Directors, Rotman School of Management, University of Toronto	2014
• ICC Institute Masterclass for Arbitrators under the Auspices by ICC Events of World Business, Paris, France	2011
• PIDA Training, International Commercial Arbitration: organized by ICC Events under the Auspices of the ICC Institute of World Business Law Paris, France	2010
• Advanced Negotiation: Strategies For Lawyers Martin Latz, M. Thomson, and Ian Roland, Toronto, Ontario	2010
• Effective Negotiation Seminar, Dr. Chester L. Karrass Boston, Massachusetts	2009
• Advanced Negotiation: Deal Design and Implementation Harvard Law School, Boston, Massachusetts	2008
• Certificate in Negotiations, Mediations & Conflict Resolutions St. Mary's University, Halifax, Nova Scotia	2007
• Corporate Governance Training for Directors of Crown Corporations York University, Toronto, Ontario	2004
• IT for the Non-IT Executives MIT, Massachusetts	2003
• Accounting and Finance for Non-Financial Executives' Program McGill University, Montreal, Quebec	2002
• Making Corporate Boards More Effective Program Harvard Law School, Harvard University, Massachusetts	2001
• Dalhousie University, Halifax, Nova Scotia Bachelor of Laws (LL.B.)	1976-1979
• Dalhousie University, Halifax, Nova Scotia Bachelor of Commerce (B.Com)	1972-1974
• St. Francis Xavier College, Cape Breton, Nova Scotia	1970-1972

Current Directorships and Memberships

- Co-Director, Canada China Institute on Business and Development
Ted Rogers School of Management
- Law Society of Upper Canada
- The Advocates' Society
- The Canadian Bar Association
- Chairperson: EK Capital Mortgage Corporation
- The International Bar Association
- Toronto Arbitrators' Society (Founding Member)
- Chairperson: Orenda Solutions Inc.
- ADR Chambers Inc.
- Nova Scotia Barristers' Society
- Chairperson Chalo Canada Inc.
- The Shanghai International Economic and Trade Arbitration Commission

Previous Directorships and Advisory Positions

1997-2003

- Royal Host Inc. Board of Directors, Audit Committee
- Canadian Heart and Stroke Foundation, Board of Directors
- Canada China Business Council, Board of Directors
- Chairman, Rogers Sugar Income Trust Fund
- Director, MD Life Insurance Ltd.
- Director, Webstandard Inc.
- Director, 4EVERsports Inc.
- Director, Journeys End Car Rental Ltd.
- Director, St. Joseph Corporation
- Advisory Board Member, State Street Global Advisors Inc.
- Counsel, Sampson McDougall Law Firm
- Metropolitan Toronto Condominium Corporation No. 1372, President

Awards and Honorary Achievements:

- The Schulich School of Laws 2013 Bertha Wilson Honour Society,
Dalhousie Law School **2013**
- Queen Elizabeth II Diamond Jubilee Award Medal **2012**
- Lifetime Achievement Award, Cape Breton University, Alumni Association **2011**
- Canadian Cancer Society Special Recognition Award **1998**
- Honorary Doctorate of Laws, University College of Cape Breton **1997**
- Recipient of the Connaught Award presented by the Canadian Lung Association **1997**
- Recipient of World Health Organization Tobacco Award **1997**
- Queen's Counsel **1997**
- Atlantic Jewish Council: Community Service Award **1994**
- Appointed to the Privy Council **1993**
- Captain Varsity Inter-Collegiate Hockey Team
Xavier College (St. Francis University) **1970-1972**