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April 16, 2018

Frontier Duty Free Association
116 Lisgar Street, Suite 402,
Ottawa, ON K2P 0C2

Re: Executive Management, Frontier Duty Free Association (FDFA)

Attached please find my curriculum vitae in application for the position of Executive Management, Frontier Duty Free Association (FDFA). I am a Senior Executive with more than 25 years of accomplished leadership experience in business, government and the not-for-profit sector.

I am the consummate professional and relationship builder, a creative thinker and a decisive, solutions oriented senior executive noted for irreproachable integrity, a strong work ethic, loyalty and exceptional interpersonal skills. I have advised Prime Ministers, Premiers, Aboriginal Chiefs, Fortune 500 CEO's and not-for-profit leaders on issues and opportunities related to investment and growth strategies and revenue generation and partnerships. I have a highly developed ability to positively influence decision makers and have significant advocacy experience. I have worked for both profit and not-for-profit organizations. I served on three national boards and have served on executive committees. I excel at strategic planning, sponsorships, corporate development, business partnerships, and operating within set budget parameters. I have served as both a government and corporate spokesperson.

I am the founding Publisher and Managing Editor of Ottawa Life Magazine (OLM), the largest and longest running (est.1997) general interest, arts, politics, business, travel and lifestyles magazine in Canada's national capital region. OLM is the recipient of numerous writing and photography awards. I have represented and grown the publication to make it the most popular magazine in the region. Key factors in its success have been a commitment to high editorial and ethical standards, the implementation of best practices, and a commitment to building a strong social media presence. I am responsible for OLM's overall direction, management (including the internship program), content and performance. The magazine has always approached Ottawa from "the federal perspective" and I have a proven track record covering political subjects and government affairs in a parliamentary system. I developed OLM's Public Policy Series (PPS) to advance the conversation and understanding of several national issues for our readers. Past PPS series titles include *Aboriginal Pathways*, *Building a Better Canada*, *Two Countries-One Border*, *Metis Nation*, *The China-Canada Friendship series*, *Canada-Kazakhstan* and the popular travel series *Close to Home Far From Ordinary*. I have extensive knowledge of the inner workings of Parliament Hill and have built up and maintained an exceptional network of contacts in politics, the civil service, within the associations and lobbyist community, in media, at unions, in business and with NGO leaders. I understand the ins and outs of Ottawa and its players like no other. I know how Ottawa operates from a political, government, and practical perspective. I have exceptional research skills and great instincts.

I am the former Vice-President of Public and Government Affairs at **Magna International**, the most diversified automotive supplier in the world, with 130,000 employees in 220 manufacturing operations in 28 countries. I motivated a staff of personnel while ensuring that Magna's corporate objectives in global government and public affairs, marketing, stakeholder relations, advocacy

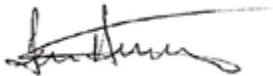
and partnerships were met. I was responsible for Magna's global brand implementation, sponsorship program, community engagement and corporate and social responsibility priorities and partnerships. I established the annual budget requirements for the global public affairs and marketing team. I represented Magna in a favourable light to a variety of constituencies and served as a key strategic advisor to the Chairman, Frank Stronach, Vice-Chairman, Dennis Mills, the CEO and the Board of Directors. I was the designated spokesperson on all CSR, government affairs, business partnerships, marketing and related issues. I met with Provincial Premiers, State Governors and foreign leaders who wished to do business with Magna. I led the team that developed the strategy and program for the Stronach Centre for Innovation (SCFI) and secured 60 million dollars in partnership funding for its operations. SCFI is a Magna led partnership with 8 university partners, 4 Colleges, the National Research Council and several supplier chain companies in Europe and North America. I worked with the Vice Chair to implement Magna's CSR disaster relief response to Hurricane Katrina in 2005. Known as **Canadaville**, this 25 million dollar project set a new standard for a corporate business response to a natural disaster and received extensive global media coverage. I developed, wrote and co-produced "*The Next Great Prime Minister*" (NGPM), a Magna-CBC co-production to encourage young Canadians between the ages of 18-25 to become involved in public service. The NGPM was nominated for an *International Emmy Award* in 2008.

My government experience includes serving as a **Chief of Staff** to the Federal Minister for Youth and Labour (Human Resources Development), a Legislative Assistant and Speechwriter for two MPs (including the Health Critic and Deputy Finance Critic) and as Sr. Policy Advisor and Director of Publications and Marketing at the **National Round Table on the Environment and the Economy**, an advisory body to the Prime Minister of Canada. While at the NRTEE, I developed the Partnership and Sponsors program. I am the former Director of Environment Policy at **The International Chamber of Commerce (ICC)** in Paris, France. My non-government organization experience includes a two year stint as Director of Government Affairs at **Wildlife Habitat Canada**. I served for a decade on the Executive Committee and Board of **the Conference of Defence Associations Institute (CDAI)** and was Chair of the Fundraising Committee. I am a former Governor of **Canada's Sports Hall of Fame**. I have degree's from the University of Ottawa and the University of Strasbourg (Institute d'Etudes Politique et Economie).

I am a creative, strategic thinker and leader with exceptional interpersonal skills and a global outlook. I'm a team player who works collaboratively to achieve results. I have traveled extensively and written travel features from the world over. I am very familiar with cross border issues and policies and believe I could be an excellent advocate for the FDFA.

Thank you in advance for your consideration of my application.

Best Regards



Dan Donovan

Profile/ Curriculum Vitae

Managing Partner, Continent 8 (Opus Fidelis) (2009-present), Government Affairs Advisor for small boutique of clients including PALA Interactive, Continent 8 Technologies, CDAI Institute, Mounted Police Professional Association of Canada (MPPAC), Professional Institute of the Public Service of Canada (PIPSC), Mohawk Internet Technologies, Racing Futures, Element 1 Inc., First Nations Ochapowace Band Council, Teamsters Canada, Unifor, The Mike Holmes Show, Car Charge Canada, Carleton University Criminology, Saint Mary's First Nation.

Founding Publisher and Managing Editor, Ottawa Life Magazine (June 1997-Present)

Ottawa Life Magazine (OLM), www.ottawalife.com is the largest and longest running general interest and lifestyles magazine in the national capital region and is the recipient of several writing and photography awards. A must-read for residents of the capital, OLM stories have been picked up on numerous occasions by *The Globe and Mail*, *CBC*, *CTV* and other major Canadian print and broadcast media. The Ottawa Life Magazine website receives over 326,000-page views and 63,500 unique visitors per month and has a large following on Facebook, Twitter, and Instagram. OLM has always approached Ottawa from “the federal perspective and I have a proven track record covering political subjects and government affairs in a parliamentary system. I have assigned, gathered and produced original political editorial content. I developed OLM’s Public Policy Series (PPS) in 2005 to advance the conversation and understanding of several national issues for our readers. Each series of original storytelling runs from 6 to 12 issues. PPS series titles include Aboriginal Pathways, Patient Centered Healthcare, Pharmacare Now, From Coast to Coast to Coast –The Coastguard, Arctic Net, Greenstream, Police Misconduct, Building a Better Canada, Metis Nation, The China-Canada Friendship series, Canada-Kazakhstan, Close to Home Far From Ordinary and many others. I have extensive knowledge of the inner workings of Parliament Hill and have built up and maintained an exceptional network of contacts in politics, the civil service, within the associations and lobbyist community, in media, at unions, in business and with NGO leaders. I understand the ins and outs of Ottawa and its players like no other. I know how Ottawa operates from a political, civil service, and practical perspective. I have exceptional research skills and great instincts. I have worked on stories that have exposed government waste of taxpayer dollars, bureaucratic delays, hypocrisy, misconduct and unethical activities. I have a proven track record of over twenty years of interviewing everyone from Prime Ministers and Premiers to Ambassadors and business leaders. I have written many editorials for the magazine. I have led a talented team to build a successful, independent and reputable magazine covering federal and related issues while growing OLM’s reach and reputation far beyond Ottawa. I created the OLA Awards, Cover Me Contest and the **Annual TOP 25 People in the Capital** issue (now in its 18th year). I oversee the magazine sales, digital media and social marketing team.

Vice President Public & Government Affairs, Magna International (October 2004-January 2008) Magna International, a large, publicly traded, Fortune 500 Company. Magna is the most diversified automotive supplier in the world, with 130,000 employees in 220 manufacturing operations and 56 product development and engineering centers in 28 countries. I represented Magna in a favourable light to a variety of constituencies and served as a key strategic advisor to the Chairman and CEO. I advised on key messages and positions for Magna. I was responsible for motivating a staff of personnel, while ensuring that Magna’s corporate objectives in all public and government affairs, CSR, media and communications were met. I met with Provincial Premiers, State Governors, foreign leaders and delegations from numerous countries who wished to do business with Magna. My key Magna file was to lead, develop and implement the overall strategy for the Stronach Centre for Innovation (SCFI), multi- million dollar project developed in Ontario

between Magna, 8 universities, 4 colleges and several private sector supplier chain companies in Canada and Europe. I secured a 60 million dollar grant from the Ontario government for SCFI in 2007 and additional financial commitments from investors. I led the SCFI team that identified and assessed the projects for the initial round of project funding. I worked with Magna's Vice Chair to lead Magna's corporate and social responsibility (CSR) disaster relief response to Hurricane Katrina in 2005. Known as Canadaville, this project set a new standard for a corporate response to natural disaster. This project received extensive global media coverage. I developed wrote and co-produced "The Next Great Prime Minister" (NGPM 2004-2008), a Magna CBC co-production to encourage young Canadians to become involved in public service. I secured all funds for the shows. The show was nominated for an International Emmy Award in 2008 and negotiated the rights to sell the show to foreign entities where it was re-produced in Korea and Germany.

Director Government Affairs, Wildlife Habitat Canada (March 1995-June 1997) In 1995 I left the federal government to work for WHC, a non-governmental organization whose mandate is to protect lands for species. I was retained by WHC to develop their partnership strategy and to lobby the federal government to secure their core operating funding during the massive federal cuts of the 1996. I negotiated an agreement with federal government to guarantee WHC core annual funding of one million dollars per year for ten years.

Government of Canada & International NGO Experience * 1986-1996

Chief of Staff (EA) Secretary of State, Labour and Youth, (December 1993-February 1995) (Office of the Hon. Lloyd Axworthy, Minister of Human Resources Development). I was responsible for directing operations in Minister's Office, including all communications and media. I was interlocutor on *difficult files* for Minister Axworthy and was often tasked to resolve problems involving disputes including the Queen Charlotte Islands Port and Fishing Dispute; Manitoba Self Governance file; NWT Diamond Project, Canada Student Loan file and others.

Director of Environment Policy, International Chamber of Commerce, Paris, France (December 1992-December 1993) Based on my success at NRTEE, I was recruited to serve as Director of Policy at the ICC's World Industry Council on the Environment (WICE) in 1993. The role involved working with over thirty CEO's from Global corporations who served on the ICC Board and directed the ICC sustainability policies at the WTO and other forums. In 1995 WICE became the Business Council for Sustainable Development (BCSD) in Geneva. I left the ICC in 1994 to return to Canada as a Chief of Staff to a federal Minister.

Director of Publications, Marketing and Communications, National Round Table on the Environment and the Economy (NRTEE) (June 1990-December 1992) The NRTEE is an advisory body to the Prime Minister of Canada. I was responsible for the NRTEE's sponsorships and partnership program which was attached to its communications, marketing and publishing strategy. I was the Sr. Policy Advisor on energy and sustainability matters. I reported directly to the President of the NRTEE.

Senior Research Analyst and Media Liaison Officer, Royal Commission on National Passenger Transportation (January –June 1990). My work at the Royal Commission involved preparing research, writing papers and briefing the Commissioners as they traveled to 30 communities across Canada for hearings. I completed substantive work on energy issues related to alternative fuels for cars and aviation and combo flights in Northern and remote communities. I wrote the chapter in the final report on *Fuel Alternatives and Privatization Matters in the*

Canadian Transportation Sector. I was the point of contact person for all media inquiries related to the Commission's work.

Legislative Assistant and Speechwriter, House of Commons. (August 1986-January 1990) Legislative Assistant and Speechwriter to Dennis Mills, MP (Toronto-Danforth) Deputy Industry Critic. **Legislative Assistant and Speechwriter** for David Dingwall MP (Cape Breton East Richmond, Nova Scotia) Health Critic and Deputy Finance Critic.

Researcher, Access Information Consultants (AIC) (September 1985-August 1986) I started this company while still in university. The work involved tracking federal agencies to identify companies who were illegally selling arms and other military material to countries with poor human rights records. My research was written about in several articles in *The Globe and Mail*, *Southam News*, and *the Sun* and this led to me being recruited to work on Parliament Hill.

Intern, Council of Europe, Human Rights Division (school year October 1984-June 1985) I worked in the human rights department compiling information and reports on victims of torture from Iran, Iraq, Turkey and Kurdistan who had made their way to Europe.

Special Assistant, Peter Itinnuar, MP Western Arctic (summer 1984) Peter was the first Inuit MP elected to Parliament.

Academic Summary

2011- Graduate Studies, University of Ottawa in Business History, Thesis Advisor Dr. Jeff Keshen, 1993-1997 University of Ottawa, M.A. History Program, and Honors B.A., 1984-1985 D.U.E.P. Universite de Strasbourg Institute d'Etudes Politiques mention economie, University of Ottawa. 1981-1984 University of Ottawa, Faculty of Arts.

Published Work: 1996-Present- Numerous articles in *Ottawa Life Magazine*, the *Ottawa Sun*, *Ottawa Citizen*, and *The Globe and Mail*. Op-Ed articles in Financial Post, The Ottawa Sun, Toronto Sun, *Masthead Magazine* **1985-1997-***The Hill Times*, *The Globe and Mail*, *The Ottawa Citizen*, *The Financial Post*, *Metro Magazine*, various articles on sustainable development, politics and government. Contributor, Research Assistant, *A Life Less Taxing* by Dennis Mills. **1992-1993-***True Grips*, Author, published by Hemlock Publishing. *The Sustainable Development Series*, Editor, NRTEE/Hemlock Press, a series of 10 books on environment and business integration **1989-** Research Assistant, *The Single Tax*, by Dennis Mills.

MEDIA/Broadcast Credits 2009-Present -Actor in the Pollinator Films Movie, *The Bad Mother* (2016), frequent guest pundit on the *Charles Adler Radio show*, the #1 talk radio show in Canada and *Adler on SUN Media TV*, 1997-Present: frequent guest commentator on CFRA in Ottawa, CBC Northern radio and on CBC on public policy issues. 2005-2008 Co-producer of Magna/CBC *The Next Great Prime Minister*, 2004 Co-producer of Magna/CTV *The Next Great Prime Minister*. Management Team for Canadian Family Farm Festivals (in 1999, 2000 and 2001) Director of Communications for the Toronto SARS Rolling Stones concert in 2003. **Rogers Television Host/Producer**, in 2003 and 2004, for *Daytime* and for *Enviro-Mental* from 1991-1993. Hosted and Produced *Correct Me If I'm Wrong*, a political and business affairs show in 2001-2002. Comedy writing credits for several television and commercial productions. Stand-up Comedian *Yuk Yuks* 1986-1993.

Miscellaneous: Recipient, Queen Elizabeth II Diamond Jubilee Medal 2012 for significant contributions and achievements with CDAI on behalf of Defence and Security of Canada. Board of Directors: *Ottawa Life Magazine*, Board of Directors: *The Conference of Defence Associations Institute CDAI (2006-2015)*, Chair of the CDAI Fundraising Advisory Committee and Chair, Industrial Research Benefits Committee (2011-2015), Board of Directors, *The National Cycling Centre (2007-2011)*, Board of Governors, *Canada's Sports Hall of Fame (2006-2010)*, *President's Advisory Board University of Ottawa (2008-2011)*. Coach, *Aurora Panthers Bantam BB Rep Team (2006-2014)*, **Recipient- Sylvia Claydon Memorial Volunteer of the Year Award (2013-2014) Central York Girls Hockey Association**, Supporter- Maison-Libere-elles Fund Raiser (Women's Shelter) 2000-2018, Supporter (2000-2005) SAGE Youth Ottawa-(Charity for Immigrant Children). I retain several screenwriting and acting credits and have worked on numerous public and charitable campaigns with the United Way, Big Brothers, Independent Living Centre, Maison Libere-elle, and Sage Youth Ottawa. I am married to Karen Temple (Donovan) and we have 3 children, McKenzie 22, Madisson 20 and Haley 19. My interests are hockey, comedy, swimming, chess, travel, writing and music.