

**Robert Mitchell**  
Vancouver, BC



### **Equestrian Background**

- Spent two years involved in a therapeutic school that included equine therapy as a key component of its programming.
- Saw first-hand how caring for horses can encourage a level of peace for youth who have significant challenges in their lives.
- Saw daughter benefit from the school and develop a passion for horses. Today, daughter works at a breeding farm as a valuable hand in the barn, liaising with clients and assisting with breeding and training of dressage horses.
- Proud owner of Lady of the Dance DMV – an award-winning dressage horse.
- Support daughter as she aspires to continued advancement in dressage competition.

## **Professional Background**

### **Founder and President – Dixon Mitchell Investment Counsel Inc.**

1999 – Present

- Professional Designation – CFA Charterholder
- Wealth management business serving high net worth families and institutional clients in Ontario and Western Canada.
- Through discretionary investment management, have a fiduciary role to manage retirement accounts for over 900 high net worth families, as well as investment portfolios for numerous charities, First Nations groups, and other non-for-profit organizations.
- Primary responsibility for strategic direction and corporate management.

## **Volunteerism**

### **First National Financial Corporation**

2006 - Present

- Member of the Board of Directors and Audit Committee Chair

### **Discovery Parks Realty Corporation**

2001 – 2016

- Member of the Board of Directors and Audit Committee Chair

### **2010 Vancouver Olympics**

- Alpine Events Volunteer

### **CFA Vancouver**

2002 – 2003

- President and Member of the Board of Directors

## **Education**

### **MBA**

Ivey School of Business, University of Western Ontario

### **BComm.**

University of Calgary

2017.05.26

Equestrian Canada  
100 – 308 promenade Legget Drive  
Ottawa O N K2K 1Y6

Attention: Dominique Chagnon, Chair Nominating Committee

Dear Ms. Chagnon,

Please consider this to be my letter of interest for consideration as a board member for Equestrian Canada.

My appreciation for the value of equine sports comes through my experience observing the benefits of equine therapy for at-risk teenagers. For two years my wife and I were involved with a therapeutic school that included equine therapy as one of the key components of its programming. We saw firsthand how caring for horses can encourage a level of peace for youth who have significant challenges in their lives. Our own daughter (Kirsten) was initially introduced to horses at this school. Once given the responsibility for daily feeding, caring and exercising a horse, the effect on Kirsten was instant and obvious to her parents. The experience took her out of herself and she began to mature as she emotionally connected with a horse that relied on her. Since that time the bond that developed between Kirsten and horses has grown and the benefits to her are immeasurable. From a youth at risk in her early teens, Kirsten has become a confident and self-assured young woman. While her passion for horses is not the sole source of her personal growth, it has been a very important part of the process. She now works on a breeding farm as a valuable hand in the barn, liaises with clients and assists with both breeding and training horses for dressage. This passion is infectious and has led us to now be the proud owners of "Lady of the Dance DMV", an award winning dressage horse. Kirsten aspires to continued advancement in dressage competition.

I believe I am very well qualified to be a member of the board of Equestrian Canada. I have relevant experience on the board of a publicly traded company, as well as the board of an organization with non-profit objectives. I am currently on the board of First National Financial, a Toronto-based company which is Canada's largest non-bank mortgage lender with \$100 billion of mortgages under administration. I am also a member of the audit committee of this board. As a board member I have been involved with this company from when it initially went public and have seen how it successfully evolved and adapted as shifts in markets occurred and strategy was attuned to changing circumstances.

I also spent many years on the board Discovery Parks. Discovery Parks is a not-for-profit organization established by the Province of British Columbia to foster development of technology firms in the province. Discovery Parks has facilitated many successful transitions from invention to viable businesses. For the past five years I have been the Chair of the Audit and Finance Committee of Discovery Parks. I have recently left this board as part of a process to renew board membership, and I wish to replace this involvement with governance of another

social enterprise of interest; thus my interest to be considered for the board of Equestrian Canada.

In addition to my experience with board membership, I have had a successful career building an enterprise from the ground up. I am founder and president of Dixon Mitchell Investment Counsel. Dixon Mitchell is a wealth management business serving high net worth families and institutional clients in Ontario and Western Canada. As a discretionary investment manager we have a fiduciary role to manage retirement accounts for over 900 high net worth families, as well as investment portfolios for numerous charities, First Nations groups, and other not-for-profit organizations. Dixon Mitchell has \$2.0 billion under management and a staff of 24 professionals and support personnel. In addition to providing investment counsel to many clients, I have primary responsibility for strategic direction and corporate management at Dixon Mitchell.

I am a financial analyst by training and a CFA charterholder. I am a past president of CFA Vancouver, the local chapter of our professional organization with over 700 members at the time. As a CFA charterholder, I am qualified to be an audit committee member for publicly-traded companies.

I have a thorough understanding of board responsibilities and would actively participate in the governance of Equestrian Canada. I also have the financial acumen and experience to understand any financial or accounting issues relevant to Equestrian Canada. I understand the role of a board to be principally focused on ensuring sound and progressive governance while continuing to review and shape organizational strategy working with professional management so the various stakeholders' interests can be served in an effective manner.

Thank you for your consideration of my application.

Yours truly,

A handwritten signature in black ink, appearing to read 'Rob Mitchell', with a large, stylized loop at the end.

Rob Mitchell, CFA