



**MALCOLM PARRY**  
VANCOUVER SUN  
COLUMNIST

**SHANNON DOLPHIN's** Dolphin Enterprises Ltd. — [www.dolphinent.com](http://www.dolphinent.com) — devises and furnishes assets-and-liabilities software for the management of private-equity-funded mortgages. For a small firm, that's a big field — \$55 billion annually in Canada, said Dolphin, which would put it about on par with mortgage lending by the banks.

She might still be assisting her father, Trail-born **Dan Dolphin**, at what was a medical-equipment leasing firm when he founded it in 1977.

But that telecommunications engineer and former University of B.C. and Capilano College marketing and statistics instructor died unexpectedly in late 2006, two years after inviting investor-relations specialist Shannon back from Manhattan to join the firm.

By then, he was developing MIC Manager (it stands for Mortgage Investor Corp.) from software he custom-wrote in the 1980s for firms like Granville Savings, the Bayshore hotel and Citizens Trust (now part of Vancity), where he was V-P of technology for three years.

This is a bright family. University of Victoria political-science grad Shannon, 37, may be on Stanford University's Palo Alto campus today, seeing three-years-younger brother **Michael** receive his PhD in astrophysics — a rocket scientist, that is.

Sensing a large market for mortgage-investment software before MIC Manager's introduction in May 2006, Shannon suggested they hire another programmer, **Steve Mason**. This would ease dad's load and speed development of the now-releasing and more complex Syndicate Manager, which is a program that administers numerous capital inputs to single large mortgages.

Her firm's clients manage portfolios ranging from \$30 million to \$2.2 billion, says Dolphin. And although almost all are based in Western Canada, Ontario mortgage lenders "are calling us more than we're calling them."

Because of the three-year lead Dan gave the firm, its business is growing "exponentially," said Dolphin. She called such success "bittersweet," but said of her much-loved late father: "I'm probably more aggressive regarding growth than he was."



**Shannon Dolphin's plans to maintain or widen the lead in mortgage-management software that her late father Dan gave Dolphin Enterprises.**