



Kevin Keyes

Partner

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[Commercial Real Estate](#)
[Real Estate Project Development](#)
[Leasing](#)
[Land Use Planning](#)
[Public Infrastructure](#)
[Hospitality](#)
[Senior Living & Housing](#)
[China](#)

He advises clients making strategic business decisions, and is routinely involved in the negotiation and preparation of complex commercial agreements and security documentation with respect to:

- land assembly
- annexation
- purchase
- subdivision
- re-zoning
- development approvals
- financing
- leasing
- management and sale of commercial and institutional projects
- public/private sector initiatives

Kevin has had extensive dealings with Calgary City Council, Calgary Planning Commission, Calgary Subdivision and Development Appeal Board and similar administrative bodies in other municipalities.

In addition to his legal background, Kevin has considerable business experience, having previously worked as a project supervisor in a construction company, and as a financial analyst and credit officer in his early career.

Experience

- Negotiated the purchase of five resort/recreational marinas and related businesses on Georgian Bay: 2,200 boat slips, plus office, storage and chandleries.
- Represented the purchaser of a three-hotel (full-service) portfolio in Edmonton: 371 rooms: 426 parking stalls (multi-jurisdictional deal).
- Represented a Schedule I Bank in the sale and leaseback of 15 retail branches in Western Canada with an aggregate value of \$85 million.
- Renegotiated long-term anchor tenant lease (264,000 sq. ft.) of office space in 707 Fifth project in Calgary.
- Assembled commercial land redevelopment site for a UK land development company: Eight parcels in Calgary Beltline District.
- Acted for the owners/developers of the Nexen Tower and Century Gardens Tower in Calgary respecting long-term leases and project construction and development.
- Represented Cenovus Energy (as anchor tenant) in negotiating a new development project lease of 1,000,000 sq. ft. of office space in Brookfield Place Calgary.
- Acted for The Bank of Nova Scotia in its sale of 50 percent of Scotia Centre Calgary to Homburg Canada REIT for \$116 million, and the negotiation of co-ownership agreements and anchor tenant leases, and in its sale of 50 percent of Scotia Centre Calgary to CANMARC REIT for \$140 million, and the negotiation of property management agreements.
- Advised Parkbridge Lifestyle Communities Inc. in respect of its Canadian operations and represented them in the acquisition and financing of more than 60 manufactured home communities, retirement villages, recreational parks and marinas with an aggregate value in excess of \$500 million.
- Acted for CDPQ Mortgage Corporation in the \$600 million financing of Bankers Hall, Fifth Avenue Place, Royal Bank Building and Bankers Court in Calgary.
- Represented Ivanhoé Cambridge in respect of joint venture and development matters involving Eighth Avenue Place, Calgary.
- Acted for Discovery Ridge Development Corporation in respect of the annexation, rezoning, financing, development and sale of a new community for 1,650 homes.
- Represented Kanata Developments in the purchase of five self-storage operations in Alberta and BC.
- Represented the owners of a number of major Calgary office developments involving development, leasing and financing, including Bankers Hall, Gulf Canada Square, Barclay Centre, Nova/TCPL Tower, Western Canadian Place and Watermark Tower.
- Acted for MIG Real Estate in their acquisition of an Edmonton select service Marriott Hotel.
- Represented Bramalea/Trilea in the financing and sale of Southcentre Mall, Crowfoot Centre, and Marlborough Mall.

Insights & Events

- Speaker, "Infrastructure Investment in Canada", GIC Summit: China Outbound, Shenzhen, 2018
- Chair, "Commercial Leasing Challenges," Commercial Real Estate Seminar, Legal Education Society of Alberta, 2017.
- Panelist, "Rapid Fire Legal Roundtable," Calgary Real Estate Leasing Conference, Informa Canada, 2017.
- Speaker, "Risk Management in Commercial Leases," Commercial Real Estate Seminar, Legal Education Society of Alberta, 2017.

- Panelist, “Mastering Lease Negotiations,” Calgary Real Estate Leasing Conference, Informa Canada, 2015.
- Speaker, “Title to Lands,” Commercial Real Estate Seminar, Legal Education Society of Alberta, 2015.
- Co-Author, “Due Diligence,” Commercial Real Estate Transactions Seminar, Legal Education Society of Alberta, 2013.
- Panelist, “How to Understand the Deal,” Calgary Real Estate Leasing Conference, Informa Canada, 2013.
- Panelist, “Negotiating in Today’s Market,” Calgary Real Estate Leasing Conference, MMPI Canada Inc., 2012.
- Moderator, “Mastering Lease Negotiation in Today’s Changing Market,” Calgary Real Estate Leasing Conference, MMPI Canada Inc., 2011.
- Moderator, “Understanding Landlord’s and Tenant’s Rights in Today’s Market,” Calgary Real Estate Leasing Conference, Mmart Canada Inc., 2010.
- Author, “Energy and Infrastructure Investment in Western Canada”, Inter-Pacific Bar Association, Los Angeles, 2008
- Author, “Municipal Approvals,” Real Estate Development from Beginning to End, Lorman Education Services, 2006, 2008.
- Chair and Author, “Easements, Covenants and similar Rights in Alberta,” Lorman Education Services, 2005.

Beyond our Walls

Professional Involvement

- Member, Urban Land Institute
- Member, Canadian Bar Association
- Member, Law Society of Alberta
- Member, Inter-Pacific Bar Association
- Member, Calgary Bar Association

Community Involvement

- Youth leader, Boy Scouts of Canada
- Local volunteer, Annual Food Drive, Calgary Food Bank
- Fundraiser, United Way Calgary

Awards & Recognitions

- Recognized in the 2021 edition of *The Best Lawyers in Canada*® – Calgary Lawyer of the Year (Commercial Leasing Law).
- Recognized in the 2021 edition (and since 2015) of *The Best Lawyers in Canada*® (Commercial Leasing Law and Real Estate Law).
- Recognized in the 2021 edition (and since 2016) of *Chambers Canada* – Canada’s Leading Lawyers for Business (Real Estate: Alberta).
- Recognized in the 2020 edition (and since 2008) of *Expert Guides to the World’s Leading Real Estate Lawyers*.
- Recognized in the 2020 edition (and since 2011) of *The Canadian Legal Lexpert*® Directory (Property Leasing, Property Development).

- Recognized in the 2019 edition of *The Best Lawyers in Canada*® – "Commercial Leasing Lawyer of the Year – Calgary".
- Recognized in the 2018 edition of *The Best Lawyers in Canada*® – "Calgary Real Estate Lawyer of the Year".

Bar Admission & Education

- Alberta, 1984
- MBA, Dalhousie University, 1983
- LLB, Dalhousie University, 1983
- BA, Brigham Young University, 1979

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