



Jennifer Archer

Partner

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Jennifer represents and advises clients on a wide range of corporate and commercial matters, with a particular focus in the areas of mergers and acquisitions, domestic and international corporate reorganizations, energy transactions and public procurement.

She has experience advising clients in connection with:

- a wide range of commercial agreements
- outsourcing arrangements
- governance-related matters

Jennifer is a member of the firm's [Environmental, Social & Governance \(ESG\)](#) leadership team. She was an Adjunct Professor at the University of British Columbia Faculty of Law from 2010 until 2014.

She also served as Acting Chief Governance Officer for Mountain Equipment Co-Op in 2012, facilitating the work of the Board of Directors, advising on a wide range of governance-related matters from both a strategic and legal perspective.

Jennifer provides legal services through a Law Corporation.

Experience

- Finning International Inc. in acquisitions both domestic and international (UK, Europe and South America), including Finning's \$230 million acquisition of a Caterpillar dealership in Saskatchewan in 2015.
- Boston Pizza in a reorganization of its business that resulted in the succession of the ownership of Boston Pizza and a reorganization of the other jointly held assets of Mr. Treliving and Mr. Melville.
- Weyerhaeuser Company Limited in the disposition of its Canadian building materials distribution business to a U.S. private equity firm.
- Phillips, Hager & North Investment Management Ltd. (PH&N) in the sale of PH&N to Royal Bank of Canada in 2008, a transaction that created the largest retail mutual fund company in Canada, one of the top five managers in the Canadian institutional market for defined benefit and defined contribution pension plans, and one of the largest private client investment counselling businesses in Canada.
- Vendors of an international bakery equipment manufacturing business when they sold to a U.S. based private equity group.
- Vendors of a clothing retail business when they sold to a B.C. based private equity group.
- Numerous purchasers and sellers in connection with both share and asset sale transactions across a variety of industries and sectors, including forestry, manufacturing, distribution, investment management and the hospitality sector.
- BC Hydro in respect of a variety of large scale procurements, including procurements for certain equipment and infrastructure for the Site C Clean Energy Project.
- Acted as a fairness advisor in connection with a municipal infrastructure procurement process and in respect of a provincial health authority IT procurement.
- BC Hydro in respect of its C\$1.5-billion outsourcing and partnership transaction with Accenture and related ongoing matters.
- BC Hydro in the development and implementation of renewable energy calls for power in BC, including the Standing Offer Program, the 2010 Bioenergy Phase II Call for Power and the 2010 community-based Bioenergy Power Call, including negotiating and managing electricity purchase agreements for wind, biomass, waste heat and run-of-river projects.

Insights & Events

- Private equity: The rise of ESG considerations
- Trends to watch in 2021 – U.S. election: impact on Canada
- Presenter, Forum for Women Entrepreneurs (FWE), E-series, April 2019
- Co-Presenter, BLG's Start Up Seminar Series, 2017 "Talking the Talk: Negotiation Techniques for Start Ups"
- Speaker, Excelerate Conference (Vancouver), 2017, "Business Exit Strategy: A Roadmap to Successful Transition".
- Presenter, BLG U, 2015, "Dodging the Corporate Veil: Directors' Duties and Liabilities".
- Presenter, BLG's Legal Boot Camp for Entrepreneurs, 2014 and 2015, "Key Considerations for Legal Structures".
- Co-Author, "Fair or Foul: The Role of the Fairness Advisor in the Procurement Process," Construction Business Design Quarterly, 2013.
- Presenter, BLG U, 2012, "The Unique Position of Corporate Counsel Among the Management Group: Divided Loyalties".

Beyond Our Walls

Professional Involvement

- Member, Law Society of British Columbia
- Member, Canadian Bar Association, Business Law Section
- Member, Next Leaders Council, Business Council of BC
- Member, Vancouver Board of Trade
- Member, Vancouver Chapter of Association of Corporate Growth

Awards & Recognitions

- Recognized in the 2021, 2019 and 2018 editions of *Lexpert Special Edition: Energy*
- Recognized in the 2021 edition of *Lexpert Special Edition: Finance and M&A*
- Recognized in the 2022 edition (and since 2020) of *The Best Lawyers in Canada*® (Corporate Law).
- Recognized in the 2021 edition of the *Canadian Legal Lexpert Directory* (Corporate Mid-Market) and in the 2020 edition (Corporate Mid-Market and Private Equity).
- Recognized in the 2018 edition of *Canadian Legal Lexpert*® *Directory* (Corporate Mid-Market).
- Recognized as a *2017 Lexpert*® *Rising Star*.

Bar Admission & Education

- British Columbia, 2005
- LLB, University of British Columbia, 2004
- BA, University of Regina, 2001

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As the largest, truly full-service Canadian law firm, Borden Ladner Gervais LLP (BLG) delivers practical legal advice for domestic and international clients across more practices and industries than any Canadian firm. With over 725 lawyers, intellectual property agents and other professionals, BLG serves the legal needs of businesses and institutions across Canada and beyond – from M&A and capital markets, to disputes, financing, and trademark & patent registration.

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