



## Nicole St-Louis

Partner

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Nicole leads up Canada's largest leasing group and supports clients with large national portfolios. Nicole brings a business-focused perspective to Leasing, garnered from her long experience as an executive at Canada's largest retailer. She is the driving force behind Leasing's unrelenting focus on process, technology and efficiency.

Nicole has over 20 years of experience in the real estate industry. She has managed large real estate portfolios and has extensive experience working with both landlords and tenants and complex project management including leading a large managed service portfolio for one Canada's leading property owners. Nicole leads a collaborative, dedicated team of leasing specialists whose mission is to bring clients the very best leasing services, on a fully integrated national platform, utilizing the most cutting-edge technologies and incorporating the best practices from across the country.

## Experience

- Lead a team of 11 professionals dedicated to the legal support of a portfolio consisting of 20 major shopping centres across the country, including the preparation of all legal documentation and support related to operational issues and litigation arising therefrom.
- Assist one of Canada's largest retailers in the negotiation of retail food store, pharmacy leases and physiotherapy clinics in numerous locations across Canada ranging from regional malls, outdoor power centres and mixed-use urban projects.
- Provides leasing support on a managed service basis to a multi-national chain of convenience stores for Ontario urban store program.

- Provide leasing-related services to the largest network of office, co-working and meeting spaces in the world with over 3,000 locations in 120 countries.
- Provide leasing support (from offers to lease, leases, amendments, opinions and interpretations) to one of Canada's five largest banks for office and retail locations across Canada.
- Provide a range of leasing services to one of Ontario's largest municipalities, including the development of leasing guidelines, precedent development, and advice regarding process mapping and best practices, as well as general leasing support.
- Represent Canada's largest union in the negotiation of office leases across Canada.
- Provide real estate advice and support to a U.S. based retailer including leasing and leasing related issues across Canada for retail and office locations.
- Provides leasing support and general real estate advice to a multinational heavy equipment manufacturer specializing in agricultural and forestry machinery for retail, office and industrial locations in Ontario.
- Assist with lease negotiations and day to lease administration support for a leading international financial services group.
- Assist a major global environmental consulting company with all types of real estate matters across Canada.
- Provide general leasing-related services to a regional real estate holding and investment firm including lease drafting and negotiations, template lease development and general advice.
- Provide leasing advice to Canada's largest bilingual university in regard to various leasing issues.
- Provide a full range of leasing support (from template creation to offers to lease, leases, and amendments, and negotiations to completion) to a national chain of cannabis retail stores.

## Presentations & Publications

- Speaker, BLG Presentation, "Fast Forward Leasing: Retail Leasing Trends", February 2025
- Author, "How to get ready for legal managed services: 5 essential steps for commercial leasing teams", BLG Article, May 2024
- Author, "The managed service at the intersection of property management and commercial leasing", BLG Article, December 2023
- Author, "What does a managed service look like in the legal world?", BLG Article, October 2023
- Author, "Six ways technology can enhance legal services in the leasing industry", BLG Article, August 2023
- Author, "Ontario Courts consider force majeure clause in the context of COVID-19", BLG Article, November 2020
- Author, "Details announced on the Canada emergency rent subsidy", BLG Article, October 2020
- Author, "Details announced on the Canada Emergency Commercial Rent Assistance program", BLG Article, May 2020
- Author, "Rent deferment agreements in light of COVID-19", BLG Article, March 2020
- Panelist, "Mixed-Use Properties and the Leasing Dilemma," 16th Annual Real Estate Strategy & Leasing Conference, Toronto, 2017.
- Roundtable Leader, "So You Want to Come to Canada? What to Expect in your Canadian Lease," ICSC Shopping Centre Law Conference, San Antonio, TX, 2017.
- Panelist, "Who are Today's Tenants and What are Their Criteria in Leasing Decisions," National RealLeasing Conference, Toronto, 2016.

## Beyond Our Walls

### Professional Involvement

- Member, ICSC

### Community Involvement

- Volunteer, Habitat for Humanity
- Former Board Member, Ottawa Community Housing
- Volunteer, BLG Reads to Kids

## Awards & Recognition

- Recognized in the 2025 edition (and since 2020) of *The Canadian Legal Lexpert*® (Property Leasing).
- Recognized as a 2023 *Thomson Reuters* Stand-out Lawyer

## Bar Admission & Education

- Ontario, 2000
- LLB (Magna Cum Laude), University of Ottawa, 1998
- B.Soc.Sc in Political Science (Cum Laude), University of Ottawa, 1995

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