

Joel B. Jones

National Business Leader, Corporate Commercial Group

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Mergers & Acquisitions
Private Company
Corporate Governance
Corporate Finance
Energy - Oil & Gas
Autonomous Vehicles
Automotive
Capital Markets
Agribusiness

Joel advises clients on a broad range of securities and corporate matters.

He has significant experience in:

- mergers, acquisitions and disposition of both private and public companies
- financing transactions, including public and private offerings of equity securities
- compliance with both corporate and securities regulatory requirements relating to stock exchange listings, corporate governance, continuous disclosure obligations and shareholders' meetings.

Joel also represents corporate clients in the negotiation, drafting, and review of various commercial agreements.

Joel is a member of BLG's Audit Committee, is Chair of BLG's International Committee and U.S. Task Force, and is National Lead of BLG's Agribusiness Sector Group.

Prior to joining BLG, Joel worked as an equities trader in New York, and as a crude-oil trading analyst in Calgary.

Experience

- Saskatchewan Mining and Minerals Inc. in its acquisition of Compass Minerals Wynyard Inc. from Compass Canada Potash Holdings Inc.
- Tiger Calcium, one of North America's largest producers of calcium chloride, in its sale to Morton Salt Inc.
- Green Energy Services Inc. in its acquisition of the assets and business of Fraction Energy Services Ltd., a wholly owned subsidiary of Trican Well Service Ltd. for the total consideration of C$17.6 million.
- AutoCanada Inc. in a debt refinancing transaction consisting of a $125 million high yield note offering, a $950 million credit facility and a tender offer for its outstanding senior notes, February 2020.
- Berkshire Hathaway Energy Company ("BHE"), in its indirect share purchase acquisition of the Montana Alberta Tie-Line from Enbridge Inc. for an approximate purchase price of $200M.
- Strad Inc. in it's $130MM management led going private acquisition of all shares via a plan of arrangement and all aspects of securing debt financing for the arrangement.
- Acted in relation to the sale of an energy services company that provides catalyst changeover and shutdown services for the oil & gas and petrochemical sectors, to a large, international infrastructure contractor that is publicly listed on the NYSE.
- Stone Canyon Industries Holdings LLC in connection with the Canadian portion of its USD $1.8 billion equity offering of Series A Preferred Units.
- Stone Canyon Industries Holdings LLC in connection with its acquisition of the parent holding company of Industrial Container Services.
- AutoCanada Inc. with its acquisitions of dealerships and commercial properties in eight provinces from the Hyatt Automotive Group Inc.
- AutoCanada Inc. in relation to a new expanded credit facility with a syndicate of bank lenders that provided secured credit facilities.
- AutoCanada Inc. with the sale and long-term lease back of five parcels of real estate to Automotive Properties Real Estate Investment Trust.
- AutoCanada Inc. in its acquisition of Grossinger Auto Group.
- Eagle Tree capital in connection with its acquisition and related financing of a majority stake in FuseFX, LLC.
- Canada One Auto Group Ltd in relation to its consolidation of over 20 automotive dealerships nationwide.
- Variperm Ltd., in its sale to SCF Partners Inc.
- Quadrangle with its sale by BDP.
- CB Engineering Ltd. with its acquisition by Bertram Capital.
- Aclaro Softworks Inc. with its acquisition by 3esi-Enersight.
- Redneck Oilfield Services and Raptor Oilfield Services with the sale of all of their issued and outstanding shares to Strad Energy Services Ltd.
- Fraction Energy Services Ltd. with its acquisition by Canyon Services Group Inc.
- Canadream Corporation with its take-over by Australian based Apollo Tourism and Leisure Ltd.

Insights & Events

- Author, "Acquisition of AI company validates rapid trend towards ag-robotics", BLG Article, April 2021
- Trends to watch in 2021 – Agribusiness: technology and disruption, BLG Perspective, January 2021
- COVID-19 Legal Perspectives

Beyond Our Walls

Professional Involvement

- Member, Canadian Bar Association
- Member, Calgary Bar Association

Awards & Recognition

- Recognized in the 2027 edition of *The Best Lawyers in Canada* (Mergers & Acquisitions Law and Securities Law) and since 2021 (Corporate Law).
- Recognized in the 2026 edition (and since 2025) of *The Canadian Legal Lexpert Directory* (Corporate Commercial Law), since 2023 (Corporate Mid-Market) and since 2022 (Private Equity).
- Recognized in the 2026 edition of *Lexpert Special Edition: M&A*
- Recognized in the 2026 edition of *Lexpert Special Edition: Mining*
- Recognized in the 2026-2023 editions of *Lexpert Special Edition: Energy*
- Recognized in the 2024 edition of *Lexpert Special Edition: Energy and Mining*
- Recognized in the 2019 (and since 2017) editions of *Acritas Stars: Independently Rated Lawyer.*
- Named as a "Corporate Lawyer to Watch" in the 2017 edition of the *Lexpert Guide* to the Leading US/Canada Cross-Border Corporate Lawyers in Canada.
- Recognized as a finalist in the 2016 *Lexpert Rising Stars* — Leading Lawyers Under 40

Bar Admission & Education

- Alberta, 2007

- JD, University of Calgary, 2006
- BComm, Entrepreneurship, University of Victoria, 1999
- Advanced Leadership Program, Harvard Law School, 2016
- Mergers and Acquisitions: Structuring and Leading Deals Program, Harvard Law School, 2019

BLG | Canada's Law Firm

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 800 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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