Nicole St-Louis

Partner

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Leasing
Commercial Real Estate

Nicole is a Partner in our Commercial Real Estate Group whose practice focuses primarily on commercial leasing transactions, including drafting and negotiating retail, office, public sector and industrial leases, and ancillary documentation.

Nicole represents landlords and tenants of all sizes, drawing on over 25 years of experience in the real estate industry. Her practice is informed by more than a decade in senior leadership in-house roles at Canada's largest retailer, experience that shaped her deep understanding of the operational demands and complexity of large-scale, national real estate portfolios.

She is known for implementing managed service arrangements for landlords and tenants with complex, multi-jurisdictional portfolios, with a focus on consistency, efficiency, and strategic execution. Nicole's work is grounded in strong processes and the thoughtful use of technology, enabling clients to manage leasing activity at scale through BLG's fully integrated national platform.

Nicole led BLG's Ivanhoé Cambridge managed service, integrating its in-house leasing team into BLG Beyond Leasing and winning the Financial Times "Innovation in New Services" award.

Experience

- Provides leasing support to major health care institutions in connection with medical research and manufacturing facilities, transitional and supportive housing and clinical space leases, addressing the

unique regulatory, operational, and infrastructure requirements associated with health care-related occupancy

- Manages and delivers comprehensive leasing services to one of Canada's five largest banks for office and retail locations across the country
- Managed and develops a managed service leasing support model for one of Canada's largest shopping mall owners, leading a team of 11 professionals providing legal support for a national portfolio of 20 major shopping centres, including preparation of legal documentation and advice on operational and litigation-related matters
- Represents Canada's largest union in the negotiation of office leases across Canada
- Provides managed leasing services to a multinational convenience store/gas bar operator for all locations across Canada, including new-to-industry locations and support for its existing network
- Supports one of Canada's largest municipalities in a wide range of leasing transactions including recreational and municipal facilities
- 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
- Provides leasing services to a regional real estate holding and investment firm, including lease drafting and negotiations, template development and general advisory support
- Assisted one of Canada's largest retailers in the negotiation of retail food store, pharmacy and physiotherapy clinics leases across Canada, including regional malls, power centres and mixed-use urban developments
- Provided a full range of leasing support to a national cannabis retail chain, from template development through offers to lease, leases, amendments and negotiations to completion
- Advised Canada's largest bilingual university on a range of leasing-related issues

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, Canadian Bar Association
- Member, Law Society of Ontario
- Member, International Council of Shopping Centres (ICSC)

Community Involvement

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

Awards & Recognition

- Recognized in the 2026 edition of *The Canadian Legal Lexpert® Directory* (and since 2020) (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

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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