

Cassels



Andrew Salem

Partner

Contact Information

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Office

Toronto

Expertise

- Real Estate & Development
- Energy
- Municipal, Planning & Environmental
- Universities & Colleges
- Infrastructure

Biography

Andrew Salem is a partner in the Real Estate & Development Group at Cassels. Andrew practices in the areas of commercial real estate, property development and commercial leasing. He represents clients on all aspects of real property purchases and sales and financing transactions, with a specialization in transactions relating to development projects. He also has a very active commercial leasing practice, acting for both landlords and tenants on all types of leasing transactions. Andrew has acted for a wide range of clients, including property developers and investors, federal and provincial government agencies, municipalities, universities, financial institutions, restaurant and retail chains, energy companies, large manufacturers, railways and many others.

Andrew's representative experience includes:

Purchases, Sales, Financing and Joint Ventures

- Acting for property owners and developers on all aspects of commercial real estate acquisitions, dispositions and financing transactions
- Acting for developers of multi-phase and mixed-use projects, including land assembly, financing, municipal agreements, *Land Titles Act* applications, joint venture/co-ownership agreements and management agreements
- Representing clients on all aspects of joint venture arrangements and agreements for the ownership and development of property
- Acting for owners and developers in connection with development management agreements, cost sharing agreements, reciprocal easements and municipal agreements
- Advising on land transfer tax aspects of commercial real estate transactions

Commercial Leasing

- Representing landlords and tenants on commercial lease transactions (including letters of intent, offers to lease, leases and related agreements) for retail and shopping centre sites,

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including construction and development aspects for new-build lease transactions

- Acting on ground leases and subleases for mixed-use development projects
- Acting for landlords and tenants in connection with leases, subleases and related agreements for hotel sites and sports and entertainment complexes
- Acting for universities (as both landlord and tenant) in connection with leasing and licensing matters for office, retail, institutional and laboratory-related uses
- Advising on lease-related matters arising from COVID-19 impacts, including rent deferral agreements, rent reduction agreements and applicable legislative changes and government assistance programs

Achievements

- *Best Lawyers in Canada* (Real Estate)

Recent Representative Work

- TPG Global Acquires Leading Sound Stage Owner Cinespace
- GreenFirst Enters into US\$100 Million Financing Agreement with Blue Torch Finance
- Cassels Real Estate Client Completes Land Sale to Developer
- Tokyo Smoke Expands Retail Footprint Across Ontario
- Shareholders of Integrated Technologies Limited Complete Sale to HCI Equity Partners Portfolio Company, Summit Interconnect, Inc.

Pro Bono & Community Involvement

- Dorothy Ley Hospice, Former Board Chair

Education / Bar Admissions

- LL.M., Osgoode Hall Law School, 1999
- LL.B., University of British Columbia, 1994
- Ryerson University School of Urban and Regional Planning, 1989–1991
- Ontario, 1998

Associations

- Building Industry and Land Development Association (BILD)
- International Council of Shopping Centres (ICSC)
- Commercial Real Estate Development Association (NAIOP)
- Ontario Bar Association, Real Property, Natural Resources and Energy, and Municipal Law Sections