



Kevin Schouten (He/Him)

Partner

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Overview

Kevin Schouten is a business lawyer who applies years of practical corporate experience in helping clients involved in sophisticated commercial transactions with an Alberta connection. He advises businesses of all sizes throughout Canada with corporate and commercial law issues, such as share and asset acquisitions, business formations, drafting and interpreting commercial contracts and commercial property matters, including both acquisitions and commercial leasing.

Many professional service providers turn to Kevin. He regularly handles sales and acquisitions for dentists, veterinarians, therapists, architects, physicians and other professionals in Alberta. Kevin estimates that he has handled 150 mergers and acquisitions over the last six or seven years.

In addition to M&A and commercial law, Kevin represents corporate clients in business dissolutions, reorganizations, shareholder agreements, various commercial agreements and often represents borrowers in debt financing matters. *"I'm often a business resource in commercial litigation cases, where I can help explain the underlying issues in a contested commercial claim or dispute."*

Value to Clients

Kevin thinks like a businessman and holds a Masters of Business Administration. For 12 years, he worked in marketing and management roles for major Canadian corporations. *"For many years as a business person, I consistently saw lawyers impeding deals. I did not want to be that lawyer. I view my role as making sure my clients understand the risks in a transaction's deal-points, without using legalese. Then, I let my clients decide how to handle an issue as it is their money."*

As a lawyer now, Kevin's years as a client give him a greater appreciation for the client's perspective. For example, Kevin puts a premium on responsiveness and communication. *"Never any surprises. I instill this in our junior lawyers. When the work is done and my client gets an invoice, my objective is for the value I provided the client to exceed the amount billed."*

Outside the Office

Kevin is a veteran baseball, hockey and lacrosse coach who still plays hockey himself. *"I have two knee surgeries and one shoulder surgery to prove it."*

Services

Business
Mergers, Acquisitions + Capital Markets
Compliance + Corporate Governance
Finance + Banking
Corporate + Business Disputes
Buying, Selling + Financing
Commercial Property Leasing
Ownership Structuring
Real Estate Development
Residential Conveyancing
Real Estate

Education

University of Calgary, 2005,
Bachelor of Laws
University of Calgary, 1993, Master
of Business Administration
University of Saskatchewan, 1988,
Bachelor of Commerce

Admissions

Alberta, 2006

Professional

Canadian Bar Association

Member

2002 - Present

Calgary Bar Association

Member

2005 - Present

Calgary Chamber of Commerce

Member

2008 - Present

NAIOP, the Commercial Real Estate Development Association

Member

2008 - Present

Community

Baseball Coach, Bow Ridge Baseball, 2016-Present

Coach, Calgary Hornets Lacrosse Association, 2014-Present

Coach, Bow River Bruins Hockey Association, 2013-Present

Director, Calgary Rotary Challenger Park, 2010-Present

Coach, Calgary West Soccer Club, 2013-2014

Coach, Hillhurst Sunnyside Community Soccer, 2011-2013

Representative, Academic Planning Committee, 2004-2006

Group Leader, Student Legal Services of Calgary, 2003-2005

Client Stories

Helping a client keep their business running despite Calgary's 2013 Flood

- In June 2013, Calgary had a significant flood, with five deaths, 100,000 people displaced and \$5 billion in damages. Downtown Calgary was closed off to the public, seriously disrupting work and life for the region's 1.1 million residents. Meanwhile, a client of Kevin Schouten, a residential builder, was ready to close on over 25 deals. This client had customers who wanted to move into their homes, and the client demanded a plan to handle these closings. Kevin quickly came up with a solution. In about an hour, he and four paralegals set up a temporary, fully functioning remote office, with all of the files, faxing and computer capacity he and his client needed. *"For five days, we didn't miss a single closing. It was business as usual for us. My client said, 'That's when we knew we had a partner.'"*