



## Don MacKinnon

Partner

Commercial Real Estate Law  
Indigenous Business & Economic Development

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### Profile

Being a builder has always resonated with Don, who went from renovating homes to helping clients build communities.

Don has a range of solicitor's experience in commercial real estate, with an emphasis on acquisitions and sales of real estate, leasing, development and financing.

#### Work Highlights

##### Ready mix concrete plant

- > Purchase of ready mix concrete plant and its business in Surrey

##### Surrey townhouse development

- > Worked through entire development process - from land assembly to unit sales on a four-phased, 100+ townhouse development in Surrey's Panorama area

##### Mixed-use tower project in Coquitlam

- > Acting for a limited partnership on the development approval for mixed-use tower project and the subsequent sale of the development lands

He works with a range of clients, including developers on a variety of ambitious projects, from single subdivisions to low-rise condominiums, townhouse developments and high-rise projects. He has experience representing purchasers and vendors with respect to the purchase and sale of their businesses.

#### Services

- > Buy, sell, lease and finance all types of commercial real estate
- > Negotiate purchase and sale agreements
- > Create and maintain limited partnership, joint venture and trust structures
- > Negotiate loan commitments and financing documents
- > Negotiate ongoing deal points commencing with due diligence processes through to completion of a purchase or sale
- > Create, maintain and advise mortgage investment corporations and mortgage investment trusts
- > Raise equity for a variety of real estate investment and development projects through various structures
- > Land subdivisions and related easements, statutory rights of way, and covenants

He actively seeks to understand his clients' concerns and creates a framework for finding practical resolutions that will reduce risk and satisfy their bottom line. Don previously co-owned and operated a construction company and was primarily responsible for hiring and managing trades for the revitalization of homes from the ground up. The experience provided valuable insight into many of the challenges his clients face today.

Being part of change and innovation is an inspiration to Don. He believes there is something special about taking a step back to look at a finished development or building and realizing that it's the product of many forged partnerships and idea sharing, resulting in a positive impact on a community.

## Credentials

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#### Industry Involvement

- > Canadian Bar Association
- > Vancouver Bar Association
- > Urban Development Institute, Committee Member for the Fraser Valley, 2014 to 2019

#### Community Commitments

- > Surrey Board of Trade Land Use and Development, Committee Member, 2016 to 2019
- > Abbotsford Development and Advisor Committee, Committee Member, 2016 to present
- > Surrey Board and Trade Association Member, 2010 to 2019
- > South Surrey / White Rock Chamber of Commerce
- > Morgan Creek Golf Club: Player's Club membership

#### Education and Call to Bar

- > Call to Bar: British Columbia, 2010
- > National Committee on Accreditation
- > Bachelor of Laws, Victoria University of Wellington (New Zealand), 2007
- > Bachelor of Arts, University of British Columbia, 2002

## **Additional Work Highlights**

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### **Heritage revitalization projects**

- > Worked with developer on a number of heritage revitalization strata projects in the city of Coquitlam