

Carlos S. Mendes

Partner

PROFESSIONAL BACKGROUND

Carlos Mendes is a Partner and Co-Chair of the Commercial Real Estate Practice Group and Chair of the Craft Breweries Practice at Singleton Urquhart Reynolds Vogel LLP.

He primarily advises clients on the financing, development and leasing of institutional real estate and the establishment and operation of commercial breweries.

Carlos' main area of practice is institutional real estate, with a particular focus on assisting governmental and quasi-governmental institutions in the development and financing of social and supportive housing and educational facilities. Carlos understands the complexities that industry players face as they work with public and private partners to realize their unique operational visions, and he relays this experience in the strategic legal advice he provides to his clients.

Carlos works closely with his clients to ensure that they understand the legal side of their operations and get value for their legal budget. Driven by a desire to be more than just an outside advisor, Carlos aims to integrate into his clients' operations so that he can see their legal and strategic issues the same way they do – from the ground up. From starting a business and navigating regulatory approvals, to closing a transaction and resolving a dispute, Carlos recognizes the toll that legal issues can have on his clients, and his considered, 'hands on' approach has helped him earn the privilege of acting as a trusted advisor to his diverse client base.

MEMBERSHIPS

- Board Director, Urbanarium
 - Member, Law Society of British Columbia
 - Member, Canadian Bar Association
 - Member, Urban Development Institute
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EXPERIENCE

Representative Clients

Carlos acts as counsel to the British Columbia Housing Management Commission, advising on a variety of real estate and lending matters in connection with their diverse operational mandate. He also acts as lead counsel to Great Northern Way Campus Ltd., a company established by the University of British Columbia, Simon Fraser University, the British Columbia Institute of Technology, and Emily Carr University of Art + Design, to oversee the revitalization of an 18-acre site on the False Creek Flats, including the relocation of the Emily Carr University of Art + Design campus and the establishment of a digital and creative district. Carlos is also general counsel to the British Columbia Craft Brewer's Guild, the industry organization that represents and advocates for British Columbia's craft brewers, and to numerous breweries that operate throughout the province.

Commercial Real Estate

- Advising the British Columbia Housing Management Commission on a variety of real estate matters, including secured loan transactions, complex, multi-phase development projects, air space parcel subdivisions, commercial leasing, subdivision and rezoning, and acquisitions and sales.
- Advising Great Northern Way Campus Ltd. on numerous aspects of their operational mandate, including



Commercial Real Estate

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EDUCATION

- Juris Doctor, University of British Columbia, 2010
- Master of Arts (History), York University, 2005
- Bachelor of Arts (History), University of British Columbia, 2003

multi-phase subdivisions, land dispositions, government approvals, negotiating and drafting licenses, permits and municipal charges and instruments, commercial leasing, and general corporate matters;

- Assisting with the acquisition of the commercial component of a large, multi-use development in Vancouver's Olympic Village;
- Acting as lead counsel to an institutional land owner on a multiphase 'land swap' transaction;
- Assisting with the acquisition of a large, multi-use development with a significant transit component in New Westminster.

Craft Breweries

- Providing ongoing legal and strategic advice to the board of the BC Craft Brewers Guild on matters ranging from *Societies Act* compliance to government relations;
- Assisting with all aspects of opening a mid-sized brewery in the Thompson-Okanagan region, including business structuring, and incorporation, trademarks and brand protection, permits and licensing, employment, and commercial leasing;
- Successfully resolving a dispute between a large Canadian brewer and the BC Liquor Distribution Branch;
- Providing ongoing advice to a large British Columbia craft brewer on a variety of licensing, permitting and regulatory issues.

PUBLICATIONS

Carlos frequently comments on issues affecting the craft beer industry on his blog *BC Beer Law*, is a regular guest instructor at Kwantlen Polytechnic University and Simon Fraser University in their respective 'Brewery Operations' diploma programs, has been interviewed in numerous media outlets on matters pertaining to the regulation of the craft beer industry, and pens a bi-weekly article on the craft beer scene for *Scout Magazine*.

PRESENTATIONS

- Regular Guest Lecturer, Simon Fraser University, "Craft Beer and Brewing Essentials" course
- Regular Guest Lecturer, Kwantlen Polytechnic University, "Brewing and Brewery Operations" course
- Speaker, Conference Emcee and Moderator, BC Craft Brewers Conference
- Speaker and Beer Judge, BC Beer Awards
- Panel Moderator, BC Business, The Business of Craft Beer Conference

NEWS + INSIGHTS

- [The British Columbia Land Owner Transparency Register: What You Need To Know](#) - Nov 13, 2020 • Co-authored