



Gregory G. Southam
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Expertise
Commercial Real Estate
Corporate
Capital Markets and Securities
Infrastructure

Bar Admissions
Ontario, 1998

“Greg is intelligent, creative, authoritative and an extremely valuable resource on the most complex projects. He is a strong advocate but never loses sight of the ultimate goal, which is to create a win-win result.”

Client – Chambers Global

In his two decades of practice, Greg has taken a lead role in some of the largest and most significant private-public partnership (PPP) and infrastructure projects in Canada and the United States. He has successfully guided projects across all transportation, rail, social/urban renewal, water/wastewater and alternative energy asset classes. Greg heads up the firm's North American infrastructure/PPP practice and is one of the senior members in our commercial real estate group. He has worked on some of Canada's largest office, development, construction, multi-family and hospitality sector transactions.

Greg is a former member of the firm's Management Committee.

REPRESENTATIVE WORK

Canada Infrastructure Bank

Acted for Canada Infrastructure Bank in its financing of HTEC Hydrogen Technology & Energy Corporation to construct and operate a hydrogen liquefaction facility in Vancouver, British Columbia, as well as three gaseous hydrogen production facilities in Burnaby, Nanaimo and Prince George, in addition to construction and operation of 20 hydrogen fueling stations in Western Canada.

Plenary-led consortium, Connect 6ix

Acted for the Plenary-led consortium, Connect 6ix, consisting of Plenary Americas, Astaldi Group, Hitach, WeBuild and Transdev, with its bid to design, build, finance, operate and maintain the Ontario Line - Rolling Stock, System, Operations and Maintenance (RSSOM) project. The RSSOM project is one of three P3 contracts to deliver the Ontario Line.

Ontario Transit Group

Acted for Ontario Transit Group, a consortium led by Ferrovial and Vinci, on its bid for the design, build and financing of the Ontario Line Southern Civil, Stations and Tunnel project. The Southern Civil project is one of three PPP contracts to deliver the Ontario Line.

DIF Capital Partners and Valley Fiber Limited

Acted as lead transaction counsel to DIF Capital Partners and Valley Fiber Ltd. in their investment together with Canada Infrastructure Bank in the \$328-million Manitoba Fibre project, which involves the construction of 2,657 kilometres of mainline fibreoptic cabling, targeting 48,500 underserved households with dedicated fibre-to-the-home.

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AECOM Infrastructure Management Inc., Dragados Canada Inc. and Ghella Canada Ltd.

Acted for West End Connectors, which includes AECOM Infrastructure Management Inc., Dragados Canada Inc. and Ghella Canada Ltd., in its successful C\$729.2-million contract to design, build and finance the Advance Tunnel phase of the Eglinton Crosstown West Extension project.

Canada Infrastructure Bank

Acted for Canada Infrastructure Bank in its development of a first of its kind, flexible financing program for the Government of Canada's zero-emission buses initiative.

Enwave Energy Corporation

Acted for Enwave Energy Corporation as the successful proponent for Syracuse University's steam station operations project. Along with serving Syracuse University, the Steam Station serves the State University of New York College of Environmental Science and Forestry, SUNY Upstate Medical University, Syracuse VA Medical Center and Crouse Irving Memorial Hospital.

EAS Energy Partners

Acted for EAS Energy Partners (a consortium comprising Enwave, AECOM and Saunders Concessions), which have entered into a concession agreement with the National Western Center Authority for the construction, financing, operation and maintenance of a campus energy program for the National Western Center in Denver.

Alstom Transport Canada Inc.

Acted for Alstom Transport Canada Inc. in its role as maintenance subcontractor for the light rail extension to the Confederation Line, which is the first stage of the new light rail transit system in Ottawa, Ontario.

LA Gateway Partners

Acted for LA Gateway Partners in its approximately US\$2-billion contract to design, build, finance, operate and maintain the Los Angeles International Airport (LAX) Consolidated Rent-A-Car Facility (ConRAC) development project. The development of the new facility will consolidate the operations of rental car agencies at LAX, which are currently spread across 23 separate properties surrounding the airport. Comprising 5.3 million square feet, the LAX ConRAC will be the largest ConRAC facility ever built.

RECOGNITIONS

Chambers Global: The World's Leading Lawyers for Business—Projects: PPP and Infrastructure (Band 1)

Chambers Canada: Canada's Leading Lawyers for Business—Projects: PPP and Infrastructure (Band 1)

IFLR1000: The Guide to the World's Leading Financial Law Firms—Project Finance (Market Leader)

The Legal 500 Canada—Infrastructure Projects (Hall of Fame)

Lexpert Special Edition: Infrastructure

DAVIES

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Lexpert Guide to US/Canada Cross-Border Lawyers in Canada—Business Issues

The Canadian Legal Lexpert Directory—Infrastructure Law (Most Frequently Recommended); Project Finance; Corporate Commercial Law

The Best Lawyers in Canada—Project Finance Law

Who's Who Legal: Government—Government Contracts; *Who's Who Legal: Canada*—Government Contracts; Project Finance

Expert Guides—Project Finance

INSIGHTS

Interview, *Lexpert Special Edition: Infrastructure*, “Infrastructure market shifting to collaborative contracting as demand meets macroeconomic headwinds”
May 13, 2024

Interview, *Lexpert Special Edition: Infrastructure*, “Government priorities – Ottawa looks to green and clean, provinces focus on public transit and roads”
May 23, 2023

Ontario Unveils a New 15% Land Transfer Tax and Expanded Rent Controls
Apr. 20, 2017

Recent Developments in Ontario Real Estate
Feb. 26, 2016

EDUCATION

University of Western Ontario, LLB, 1996

University of Western Ontario, BA, 1993