

Bradley Madison

Partner



Brad's practice focuses mainly in the areas of M&A, corporate and commercial transactions, and the structuring and governance of private business. Brad regularly advises clients on the organizing of business relationships, commercial contracts, and the purchase and sale of businesses. Brad has experience acting for clients in the technology, manufacturing, professional practices, agriculture, transportation and environmental sectors, amongst others.

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Brad has a broad corporate and commercial practice, which includes significant M&A work acting on both vendor and purchaser side of transactions, as well as commercial real estate, leasing and financing transactions. He acts for businesses in all stages of development, from start-ups to mature, multi-jurisdictional operations, and has acted for a number of families in connection with inter-generational transfers of very successful family-owned businesses in Manitoba.

Practice Areas

- Banking and Financial Services
- Business
- Corporate and Commercial
- Corporate Finance

- Mergers and Acquisitions
- Real Estate and Property Development
- Commercial Real Estate

Industries

- Charities and Not-For-Profit
- Infrastructure
- Professional Services
- Real Estate and Property Development



Brad has considerable experience negotiating and drafting a variety of complex business documents including purchase and sale agreements, partnership agreements, shareholder agreements, licensing arrangements, and commercial leases. He frequently works with tax advisors to implement complex corporate reorganizations.

In addition to working with business owners, Brad's practice includes advising non-profit organizations, including with respect to governance matters, the drafting of constitutions, by-laws and policies, and the process of obtaining charitable registration.

Prior to law school, Brad worked for a large, publicly-traded company in various roles, including as a management trainee and a mechanical engineer. Brad obtained his professional engineering designation (P.Eng), but has now officially retired from the practice of engineering, in order to focus on the practice of law.

Education

Admitted to the Manitoba Bar,
2008

LL.B., University of Manitoba,
2007

B.Sc. (Mechanical Engineering)
Queen's University, 1999

Representative Work

Representative Transactional Work by Sector

Software and Technology

Lead external counsel to a multi-national software (SaaS) company, including in connection with a \$40,000,000 investment by a U.S. private equity firm

Counsel to a Manitoba technology start-up, including in connection with its sale to a U.S.-based publicly-traded corporation

Counsel the vendors of a software (SaaS) company in connection with a \$20,000,000 sale to a U.S. private equity firm

Agriculture and Resources

Local counsel for a U.S.-based purchaser in the acquisition of the operating assets of a resource-based manufacturing company valued at approximately \$20,000,000

Counsel for the vendor in connection with the sale of shares of a Manitoba agricultural equipment manufacturing business



Representative Work

Representative Transactional Work by Sector

Environmental

Manitoba counsel for multi-national manufacturing company, including in connection with the successful remediation and sale of environmentally-impacted land

Counsel for the vendor in connection with the inter-generational transfer of a successful pest control business operating across Western Canada

Counsel for multiple vendors in sales wastewater services businesses to a leading national environmental company

Transportation

Counsel for the vendor in connection with an inter-generational transfer of a transportation business valued at approximately \$300,000,000

Counsel for the vendor in the sale of shares of an automotive dealership and associated real property valued at approximately \$26,000,000

Professional Services

Counsel for various professionals, including Engineers, Architects, Dentists, Physicians, Chiropractors, Physiotherapists and Social Workers with respect to various aspects of professional practice, including the governance of, and sales and acquisitions of, such practices

Counsel for a pension plan in connection with its acquisition of a significant interest in a Manitoba consulting company

Counsel for the purchaser in connection with the acquisition and operation of private training colleges across Canada

Counsel for a Manitoba credit union in connection with sale of a financial planning and investment brokerage business

Retail

Counsel for the vendor in connection with sale of assets of a local grocer and food market

Counsel for the purchaser in connection with the acquisition of building products stores in Manitoba and Ontario



Publications and Appearances

Brad has presented on a variety of topics to various groups within the legal profession including the Manitoba Bar Association, the Law Society of Manitoba, and Robson Hall (the University of Manitoba's law school), as well as to financial institutions and industry groups.

Presenter, Manitoba Partnership Law, Manitoba Bar Association Midwinter Conference, January 20, 2017

Author, "Shareholders Agreements: A different kind of insurance for your business", Manitoba Insurance Broker Magazine, Summer 2016

Author, Pitblado blog, "To be continued...(or not?)", October 18, 2014

Author, Pitblado blog, "Canada Not-for-profit Corporations Act takes effect October 17, 2011", November 28, 2011 – view update, August 5, 2014

Author, Pitblado blog, "Physician, Incorporate Thyself!", September 2, 2010

Author, Pitblado blog, "It's a FINE day for a boat ride!", June 11, 2010

Author, Pitblado blog, "Should I Apologize for this PitbLAWg Post?", April 27, 2010

Author, Pitblado blog, "Fake ID and the GST", March 18, 2010

Author, Pitblado blog, "The Importance of Quitting", February 17, 2010

Author, Pitblado blog, "Not-So-Simple Non-Comps (Part 2)", February 9, 2010

Author, Pitblado blog, "Not-So-Simple Non-Comps (Part 1)", February 3, 2010

Author, Pitblado blog, "Hands Free only in Cottage Country", January 25, 2010

Memberships and Associations

Manitoba Bar Association

Canadian Bar Association

Engineers Geoscientists Manitoba



Honours and Awards

D.A. Thompson, Q.C. Prize – Highest standing in section of Income Tax Law and Policy

H.I. Corne Prize – Highest standing in Problems in Contract and Tort

Anthony G. Draper Memorial Prize – Highest standing of 3rd year student in Remedies

D.A. Thompson, Q.C. Prize – Highest standing of a graduating student in Remedies

Community

Learning Group Facilitator, Law Society of Manitoba CPLED program, Contract Drafting Module

Member, Pitblado Law United Way Committee

Director, Big Brothers Big Sisters of Winnipeg Inc., 2013 – 2020

Mentor, University of Manitoba Law Students
