



Thomas J. Keable | In Memoriam (1956-2023)



Thomas J. Keable, 66, of Amherst, NY, peacefully passed away on January 10th from pancreatic cancer.

CAPABILITIES

Born in Brockport, New York, the first of five children, he was the son of Helen and Jack Keable. He attended University of Buffalo and completed his Juris doctor degree from the Ohio State University Law School.

Tom was an avid jazz fan and guitarist, runner, skier, photographer, chef, environmentalist, and supporter of Buffalo's art and music communities.

As the Cross-Border Practice Team Leader at Lippes Mathias LLP, Tom was known and loved in the Canadian business community as a facilitator of cross-border needs, and for helping hundreds of companies to expand into the United States. In 2018, he was elected to the Managing Council of The American Chamber of Commerce (AMCHAM), Greater Toronto Area Chapter, helping to promote the two-way flow of trade, goods, services, and investment.

In addition to his 40-year legal career, Tom was a long-time student and Board Vice President at Community Music School of Buffalo and former Board member of Hallwalls Contemporary Art Center. He was an avid supporter and concertgoer for Jazz Buffalo, Pausa Art House, the Rochester Jazz Festival, the San Francisco Jazz Center, and Toronto's Royal Conservatory, and supporter of the Nature Conservancy. His lasting impact will be felt far beyond his years on this earth.

EDUCATION

- The Ohio State University Moritz College of Law, J.D., *cum laude*, 1981
- University at Buffalo, B.A., *cum laude*, 1978

PROFESSIONAL ASSOCIATIONS

- American Bar Association
- New York State Bar Association

- Bar Association of Erie County, Banking Law Committee
- AmCham Canada Toronto - GTA Chapter, Managing Chapter Council
- Buffalo Niagara Partnership, CanAm Council

COMMUNITY INVOLVEMENT

- Community Music School, Board of Trustees
- Hallwalls, Inc., former Board Member and Chair of the Audit and Finance Committee
- The American Chamber of Commerce in Canada (AmCham Canada), Peel-Halton-Niagara Chapter, Board Member

SPEAKING ENGAGEMENTS

- "U.S. Sales Tax Compliance for Canadian Technology, Software and Other Sellers," Buffalo, NY, October 22, 2020
- "PPSA-UCC Article 9 Conflicts of Law Issues," Law Firm Financial Services Practice Group, Toronto, Ontario, June 3, 2019
- "Provincial vs. State Forms of Agreements," Law Firm Financial Services Practice Group, Toronto, Ontario, June 3, 2019
- "U.S. Limited Liability Companies," Law Firm Financial Services Practice Group, Toronto, Ontario, June 3, 2019
- "E-Commerce: Terms and Conditions, Privacy Policies and Tax Implications," Cross-Border Workshop Series, The Halton Global Business Centre, Tech Place, Burlington, Ontario, March 6, 2019
- "Intellectual Property," Cross-Border Workshop Series, The Halton Global Business Centre, Tech Place, Burlington, Ontario, February 6, 2019
- "U.S. Tax and Legal Considerations: Opportunities and Challenges." Cross-Border Workshop Series, The Halton Global Business Centre, Tech Place, Burlington, Ontario, January 10, 2019
- "Hot Tips for Canadians Embarking on U.S. Activities: What You Need to Know to Avoid Wasting Time and Money," AmCham Canada, Peel-Halton-Niagara Chapter, December 6, 2017
- "State Tax and Other State Law Considerations," Tax Committee of The American Chamber of Commerce in Canada, June 29, 2017
- "Entity Structuring for U.S. Real Estate Investments," Niagara District of Chartered Professional Accountants of Ontario, February 16, 2017
- "Cross-Border Activities – Recent Developments and Considerations," Niagara District of Chartered Professional Accountants of Ontario, November 3, 2016
- "Canadian Ownership of U. S. Properties", Entrepreneurial Chartered Accountants of Oakville, Oakville, Ontario, October 8, 2014
- "Structuring Canadian Ownership of U.S. Entities and Properties", The Niagara District Chartered Professional Accountants of Ontario, Niagara-on-the-Lake, Ontario, September 23, 2014

- "Canadian Investment in U. S. Real Estate", Oakville Real Estate Club, Oakville, Ontario, May 17, 2014.
- "Often-Overlooked Legal and Tax Considerations of Doing Business in the U. S.", The Niagara District Chartered Professional Accountants of Ontario, Niagara-on-the-Lake, Ontario, October 23, 2013
- "Often-Overlooked Legal and Tax Considerations of Doing Business in the U. S.", the American Chamber of Commerce in Canada, Burlington, Ontario, January 23, 2013
- "Structuring Canadian Ownership of U.S. Entities – A Focus on Non-Tax Considerations," Program for U.S. tax practitioners in Hamilton, Ontario, October 22, 2012
- "Structuring Canadian Ownership of U.S. Entities and Properties," Seminar at Institute for Continuing Professional Education, Amherst, N.Y., June 21, 2012
- "Success Stories: Cross-Border Investments and Exits," The Bright Forum for Investors and Entrepreneurs, Buffalo, New York, June 9, 2011
- "U. S. Real Estate Opportunities," HSBC Securities (Canada) Inc., Oakville, Burlington and Hamilton, Ontario, 2010
- "The Changing Challenge of the U.S. Market - Strategies for Getting Paid, Not Sued," York Export Alliance and the Innovation Synergy Centre, Markham, Ontario, September 17, 2009
- "Structures and Strategies to Reduce U.S. Exposure," York Export Alliance and the Innovation Synergy Centre, Markham, Ontario, October 4, 2007
- Chairman of the "Doing Business in the United States" seminar program, and Lecturer on "U.S. Corporate Law Essentials" and "Cross-Border Sale Agreements," Lorman Education, Toronto, Ontario, February 16, 2007
- Chairman of the "Doing Business in the United States" seminar programs, and Lecturer on "Cross-Border Sale Agreements" and "State Sales and Use Taxes," Lorman Education, Toronto, Ontario, annually 2000 - 2002
- Panelist, "Doing Business in the U.S.," Halton Region Business Development Centre, 2003
- Panelist, "U.S. Exporting," Halton Region Business Development Centre, 2002
- "Post-Closing Debtor Changes - Effects on Security Interest Priority and Perfection," Erie County Bar Association Banking Law Committee, Buffalo, New York, October 24, 2011
- "The UCC and PPSA Choice-of-Law Rules," Erie County Bar Association Banking Law Committee, November 26, 2007
- "Environmental Insurance for Lenders," Erie County Bar Association Banking Law Committee, February 23, 2004

- "Issues in Cross-Border Loan Transactions," Erie County Bar Association Banking Law Committee, 1999
- "Secret and Hidden Liens," Erie County Bar Association Banking Law Committee, 1996
- "Intercreditor Agreements," Erie County Bar Association Banking Law Committee, 1993
- "Cross-Border Loan Transactions," Erie County Bar Association Banking Law Committee, 1990

ADMITTED TO PRACTICE

- New York
- Ontario Canada - Foreign Legal Consultant