



OVERLAND PARK

7300 West 110th Street
Suite 150
Overland Park, KS 66210

T: 913.451.5131
F: 913.451.0875

Assistant

Angie Sanders
816.460.5770

PRACTICE AREAS

Corporate & Business

Nonprofit & Tax-Exempt
Organizations

Real Estate & Development

Development & Incentives

Land Use

Sales, Exchanges & Leases

Antitrust & Trade Regulation

Health Law

COURT MEMBERSHIPS

- Kansas
- Missouri

EDUCATION

University of Michigan Law
School, J.D., *magna cum laude*,
1980

University of Kansas, B.A., *with
highest distinction and with
honors*, 1977

Harry E. Wigner, Jr.

Partner | harry.wigner@lathropgpm.com

"I'm interested in 'win-win' endings for clients and their deals," said Harry E. Wigner, Jr. "And I bring 43-plus years of experience seeking such endings to each matter I handle." Clients cite Harry for his versatility, experience, and institutional knowledge of them and their organizations, reassured by how he's helped guide them through a variety of business deals and matters to help them achieve their goals.

Harry Wigner is a versatile corporate lawyer with more than 43 years of experience guiding clients ranging from large corporations to closely held family businesses through a variety of transactions involving the sale, purchase, leasing or financing of companies, real estate or other property. He is a partner in Lathrop GPM's Business Transaction group. Harry describes himself as "cross-trained" on legal and business matters - to help clients save time and money and make the process more efficient.

"My approach and experience allow for a seamless process in deals, and it's more cost-effective for the client," Harry said. "I can also help clients spot an issue before it impacts their business."

Harry has been instrumental in a variety of complex and sophisticated deals throughout his career, including a 100+ acre high-end, multibuilding office park, a medical center campus, a 100+ acre mega-church campus, high-end residential developments, and a 600+ acre mixed-use development. Harry works across numerous industries including:

- Mortarboard
- Omicron Delta Kappa
- Phi Beta Kappa
- Phi Kappa Phi

- Banks
- Commercial, industrial and large-scale residential developers
- Health care providers
- International software installers
- Manufacturers and retailers
- Nonprofit and tax-exempt organizations
- Religious institutions
- Universities

Harry also enjoys focusing on clients' long-term goals, not just the deal in front of him. "It's important to listen to the client - including asking questions to be sure I understand all their issues and goals - and then counseling them on how to go about achieving those goals," he said.

With extensive experience in real estate development and corporate matters, Harry advises clients on:

- Antitrust and trade regulation
- Development and incentives
- Loan documentation, workouts and foreclosures
- Land use and zoning
- Negotiating financing, construction, leases, loans and sale agreements
- Negotiating state and local government incentive packages
- Sales, exchanges and leases

Harry's experience serving on planning commissions and development boards provides clients with insights to help navigate them through the deal process. And because of Harry's experience and 360-degree approach, he helps clients navigate uncertainty and anticipate potential pitfalls. He also provides strategies to help leverage opportunities and avoid common mistakes.

WHEN ASKED ...

Why did you become a lawyer?

In my family you either were a farmer or a lawyer. At an early age (grade school), I enjoyed listening to classmates with "problems" and talking them through to a resolution so I chose to pursue a legal career.

What do you do outside of work?

I like to spend time with family, oversee the family farm, do yard work and I participate in a group called the Civil War Roundtable of Kansas City.

REPRESENTATIVE EXPERIENCE

- Assisted a Kansas chartered company that owns annuity/insurance company subsidiaries in issuing various debt instruments in excess of \$1 billion.
- Currently working on helping a university foundation create, finance and enter into ground leases for a business/research park next to the university campus.
- Assisted a university foundation acquire a golf practice facility and a multisport venue for track, softball, soccer, tennis and other sports for the university's student athletes)
- Assisted a university foundation in creating entities in which it is an equity investor along with others which ground leases tracts and is constructing apartment complexes to serve the university personnel and students.
- Formed and advised a non-profit entity which administers scholarships awarded to minorities.

Presentations

- Guest speaker, *Commercial Real Estate Leasing in Kansas*
- *Basic Corporate Law in Kansas*
- *Dealing with Locally Unwanted Land Uses*
- *Risk Allocation in Mortgages*

Publications

- Co-author, Real Estate Finance: Kansas Q&A, Thomson Reuters, November 26, 2019
- Co-author, Foreign Investment in Real Estate: Kansas Q&A, Thomson Reuters, November 26, 2019

Client Alerts And Blog Posts

- Local Kansas City Funding for Small Businesses and Nonprofit Organizations
April 6, 2020

News Releases

- Eight Lathrop GPM Attorneys Named Lawyer of the Year, 89 Ranked as The Best Lawyers in America©
August 17, 2023
- 14 Lathrop GPM LLP Practice Groups and 35 Attorneys Ranked in Chambers USA 2023
June 1, 2023
- Six Lathrop GPM Attorneys Named Lawyer of the Year, 95 Ranked as The Best Lawyers in America©
August 18, 2022
- Chambers USA 2022 Names Lathrop GPM a Top Law Firm, Franchise Group Ranked Nationwide
June 1, 2022
- Seven Lathrop GPM Attorneys Named Lawyer of the Year, 100 Ranked as The Best Lawyers in America©
August 19, 2021
- Lathrop GPM Attorneys Named to The Best Lawyers in America©, Lawyer of the Year, and Ones to Watch for 2021
August 20, 2020
- Best Lawyers in America 2020 Names 72 Lathrop Gage Attorneys; 13 Lawyers of the Year
August 15, 2019
- Best Lawyers in America Recognizes 70 Lathrop Gage Attorneys
August 15, 2018
- Best Lawyers in America Recognizes 78 Lathrop Gage Attorneys
August 15, 2017
- Lathrop Gage Recognized as a Leading Law Firm by Chambers USA
June 8, 2017
- Best Lawyers in America Recognizes 78 Lathrop Gage Attorneys
August 16, 2016
- Super Lawyers Recognizes 71 Lathrop Gage Attorneys
October 14, 2013

- 81 Lathrop Gage Attorneys Named “Best Lawyers in America”
August 15, 2013
- Lathrop Gage LLP Receives Honors from Chambers USA
May 24, 2013
- 75 Lathrop Gage Attorneys Named Missouri & Kansas Super
Lawyers
October 15, 2012
- 80 Lathrop Gage Attorneys Named “Best Lawyers in America”
August 22, 2012
- Lathrop Gage Receives Leading Law Firm and Lawyer Rankings
from Chambers USA
June 7, 2012
- Lathrop Gage Receives Top Rankings from Chambers USA
June 10, 2011
- 59 Lathrop Gage Attorneys Named Best Lawyers in America
August 6, 2010
- Lathrop Gage Obtains Leading Law Firm Ratings from Chambers
USA
June 11, 2010
- 56 Lathrop Gage Attorneys Named Best Lawyers in America
August 3, 2009
- Chambers USA Names Lathrop Gage a Leading Firm in Ten
Practice Areas for 2009
June 11, 2009
- Lathrop Gage's National Chambers USA Roster Grows in 2008
June 13, 2008

Professional Affiliations

- American Bar Association, Antitrust Section
- Johnson County Bar Association
- Kansas Bar Association, Business Law Committee
- The Missouri Bar

Community Involvement

- Overland Park Economic Development Council, Chair
- National Agricultural Center and Hall of Fame, Board of Governors
and Board of Directors, 1995-2002
- Kansas Development Finance Authority, Director, 1987-91; Vice
Chair, 1990-91

- The City of Prairie Village, Kansas, Planning Commission, Member, 1986-98; Chair, 1992-98; Vice Chair, 1987-92
- YMCA of Greater Kansas City, Southwest District, Board of Managers, 1993-96; Kansas Public Policy Committee, 1993-95; Division Manager, 1987-89; Invest in Youth Campaign, Team Captain, 1982-87
- Kansas Teacher of the Year, Regional Steering Committee, 1992-95
- Wonderscope Children's Museum of Kansas City, Board of Directors, 1989-95; President, 1992-95
- Old Mission United Methodist Church, Administrative Board, 1985-89
- Economic Lifelines, Coordinating Committee, Johnson County Co-Chair, 1988-89
- The Kansas Chamber of Commerce, Leadership Kansas, Class of 1989
- Shawnee Mission School District, Committee for Excellence, 1986-87
- Johnson County Civic/Cultural Center Task Force, 1984-85

Honors

- Selected among *The Best Lawyers in America*®, 2010-2024
 - "Lawyer of the Year," 2015, 2016, 2021, 2024
- *Chambers USA: America's Leading Lawyers for Business*, Kansas Real Estate, 2008-2014; Recognized Practitioner, 2017; 2022-2023
- Missouri/Kansas *Super Lawyers*, 2005-2008, 2012-2015
- Martindale-Hubbell® "AV" rating
- Rating Who's Who in American Law