



## Lisa J. Hansen

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### KANSAS CITY

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### PRACTICE AREAS

Closely Held & Family Business

Corporate & Business

Entrepreneurial Services

Nonprofit & Tax-Exempt  
Organizations

Social Enterprises & Social  
Entrepreneurship

Tax

Appeals & Litigation

Corporate Tax & Transactions

Financial Institutions & Real  
Estate

Tax Issues in Health Care

Taxation of Partnerships and  
Other Pass-Through Entities

State & Local Taxes

Opportunity Zones

Real Estate & Development

### INDUSTRIES

Disruptive Technology

**According to Lisa, "Tax law isn't simply about numbers—it's about strategy, perspective and the ability to navigate layers of legislation. This compels me to continually stay on the cutting edge of the field, ensuring clients receive the most comprehensive advice possible. It's the combination of these factors that makes practicing tax law my vocation."**

Lisa Hansen is a seasoned corporate tax attorney, bringing almost 25 years of experience to Lathrop GPM's Business Transactions Group. A partner in the firm, Lisa is adept in the multifaceted domain of federal income taxation, handling issues spanning from entity formation and dissolution to corporate reorganization and tax matters affecting charitable and other tax-exempt entities. She is also skilled in state income and sales tax issues, proving her mettle in litigation before administrative bodies in both Missouri and Kansas.

As a corporate tax attorney, Lisa regularly counsels privately held manufacturers, wholesalers, retailers, renewable energy companies, partnerships, limited liability companies, and nonprofit organizations. Her approach is practical and efficient with a knack for piercing the nucleus of a problem and finding the most practical and efficient solutions.

Recognizing tax law's intricate nature, Lisa communicates complex matters with clarity, ensuring clients remain well-informed and empowered. She appreciates that many clients are not seeking a history of the tax code, but rather, they want clear and concise advice that serves their best interests - which she strives to deliver. Her ability to tailor counsel to precisely what each client needs sets Lisa apart in

## COURT MEMBERSHIPS

- Kansas
- Missouri
- U.S. District Court for the District of Kansas
- U.S. Tax Court

## EDUCATION

University of Missouri-Kansas  
City School of Law, L.L.M.  
Taxation, 2000

University of Kansas School of  
Law, J.D., 1996

Augustana College, B.A., 1993

her field. When looking for legal advice in tax matters, her experience, unique approach and commitment to clients make her a reliable choice. Lisa's far-reaching proficiency in tax law intersects with a broad range of industries and legal areas. She:

- Represents clients in tax court matters
- Guides clients through tax audits
- Addresses corporate employment tax law and benefits issues
- Assists clients with the tax planning and the tax implications of mergers and acquisitions
- Counsels clients on corporate structuring and restructuring
- Provides clients with year-over-year tax planning from the legal perspective
- Supports estate planners and accountants, ensuring that their strategies align with tax laws and address the legal side of tax audits

With expertise is not solely confined to federal tax law, Lisa navigates state laws advising companies on income tax filings, particularly in the burgeoning era of remote work. She helps organizations understand their tax obligations across different states, ensuring companies are compliant with withholding taxes and varied state income tax requirements. Her knowledge and career-long insights into tax law allow her to provide clients with comprehensive, tailored advice, making her an invaluable asset in any industry.

Some highlights of Lisa's work include working with manufacturers and other businesses undergoing tax audits where the states of Missouri or Kansas claim that a valid exemption does not apply. Lisa has been instrumental in advising clients on the intricate issues and laws surrounding such matters which have often resulted in the client regaining their exemption status. This kind of scenario is not uncommon in Lisa's line of work, and she regularly assists clients in navigating routine audits and making successful appeals.

Lisa also handles transactional work, providing integral tax advice during standard corporate operations. She is actively involved in the documentation of tax work, ensuring clients have a comprehensive

record that can be referred to in the future. This aspect of her work serves as a testament to her holistic approach to tax law. Her proficiency extends across state lines, with considerable experience in handling tax issues in both Kansas and Missouri. Regardless of the complexity of the case or the state laws involved, Lisa's nuanced understanding of tax law makes her an invaluable asset to any organization.

Prior to returning to Lathrop GPM in 2021, Lisa served as vice president and general counsel for a renewables-focused energy company. She also has served as an adjunct instructor in business law at the Bloch School of Business, University of Missouri-Kansas City.

#### **WHEN ASKED ...**

##### **What inspires you about the practice of law?**

What truly inspires me about the practice of tax law is its intricate nature, akin to deciphering a complex puzzle. In this field, my passion for problem-solving and my background in mathematics and accounting converge. Tax law is not merely an application of rigid rules but a dynamic and challenging domain that requires a deft understanding of mathematical concepts. Unraveling complicated tax issues by leveraging my skills and knowledge is immensely fulfilling.

##### **What do you do outside of work?**

Outside of my professional endeavors, I indulge in a variety of activities that nurture my personal growth and contribute to the community. I am an avid cook and baker, with the holiday season being my favorite time of year. Additionally, I'm actively involved in nonprofit work. I regularly volunteer with Metro Lutheran Ministries, helping to provide breakfast to homeless individuals. You will often find me at these volunteer events working as the pancake cook. I'm also affiliated with Win For KC, an organization aimed at promoting women in sports, a cause I am deeply passionate about. Irrespective of the avenue, my core belief is in treating everyone with respect, and each of these activities provides an opportunity for me to uphold this principle in different ways.

## Presentations

- Co-presenter, "Corporate Tax Update" UMKC School of Law Annual Seminar on Recent Developments in Federal Taxes, January 28, 2023
- Presenter, "2022 Recent Developments in Federal Taxes," UMKC School of Law, January 22, 2022
- Speaker: *Like Kind Exchanges* - Lorman Business Center
- Speaker: *Tax Exempt Organizations in Missouri* - Lorman Business Center

## In The News

- Law360 Quotes Partner Lisa Hansen In Summary of State And Local Tax Cases To Watch In 2023  
January 2, 2023
- Law360 Quotes Lisa Hansen on Changing Tax Policies  
July 12, 2021
- Law360: Lathrop Gage Announces Partner Promotions in 2015  
April 15, 2015

## News Releases

- Lathrop GPM Franchise Practice Group Closes Deal Between Home Health Care Giants  
August 13, 2021
- Lathrop GPM Franchise Practice Group Closes \$13.5 Million Deal with BBQ Holdings, Village Inn and Bakers Square  
August 3, 2021
- Partner Lisa Hansen Joins Lathrop GPM  
May 10, 2021
- Lathrop Gage Promotes Seven to Partner  
January 16, 2015

## Professional Affiliations

- Missouri Bar Association
- Kansas Bar Association
- Kansas City Metropolitan Bar Association
- American Bar Association, Tax Section

## Community Involvement

- Adjunct Professor, UMKC (Taxation of Property Transactions)
- Board Chair, Metro Lutheran Ministries Foundation
- Advisory Board Member, WIN for KC