



## Harry E. Wigner, Jr.

### Senior Counsel

Overland Park

D 913.451.5131

[harry.wigner@lathropgpm.com](mailto: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 an attorney in Lathrop GPM's Real Estate 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:

- Banks
- Commercial, industrial and large-scale residential developers
- Health care providers
- International software installers

## Areas of Focus

### Services

[Corporate & Business](#)

[Real Estate & Development](#)

[Antitrust & Trade Regulation](#)

[Development & Incentives](#)

[Land Use](#)

[Sales, Exchanges & Leases](#)

### Sectors

[Health Care](#)

[Nonprofit & Tax-Exempt](#)

[Organizations](#)

- 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.

---

## 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.

## Credentials

### Education

- University of Michigan Law School, J.D., 1980, magna cum laude
- University of Kansas, B.A., 1977, with highest distinction and with honors
  - Mortarboard
  - Omicron Delta Kappa
  - Phi Beta Kappa
  - Phi Kappa Phi

### Bar Admissions

- Kansas
- Missouri

### Recognition

- Selected among *The Best Lawyers in America*®, 2010-2025
  - "Lawyer of the Year," 2015, 2016, 2021, 2024
- *Chambers USA: America's Leading Lawyers for Business*, Kansas Real Estate, 2008-2014, 2025
  - Recognized Practitioner, 2017; 2022-2024
- Missouri/Kansas *Super Lawyers*, 2005-2008, 2012-2015
- Martindale-Hubbell® "AV" rating
- Rating Who's Who in American Law

---

## 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
- 

## **Professional Activities**

- 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