



## Joe A. Harter

**Phone**

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**Email**

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**Practice Areas**

[Banking & Financial Services](#)

[Corporate & Business Transactions](#)

[Real Estate Law](#)

[Tax Law](#)

Joe Harter practices in areas involving business, real estate, and taxation transactions. He provides services to small and mid sized businesses, real estate developers, and entrepreneurial individuals, emphasizing favorable tax structuring. Mr. Harter is a former CPA. He worked for an extended period of time with two "Big Six" accounting firms in their tax departments and headed the tax practice of a large law firm.

Mr. Harter handles commercial and residential real estate transactions and development with tax emphasis, including asset review and evaluation, platting, zoning, contract work, land use restriction agreements, condominium documentation, and specialized work such as low income tax credits and historic tax credits; negotiates and documents real estate finance transactions for borrowers and lenders; closed hundreds of real estate transactions involving all types of real estate from start to finish, including project feasibility analysis, project due diligence, title work, contract negotiation and preparation, closing document negotiation and preparation, like-kind exchanges, and long-term leases.

Mr. Harter also represents and advises small- and medium-sized business entities regarding entity selection and structure, acquisition, disposition, reorganization, and restructuring analysis, evaluation and structuring, documentation and closing, and general business and tax advice; represents lenders and borrowers in all types of loan transactions, including bank loans, securitized lending, bonds, mezzanine lending, and structured financing for real estate and business transactions such as asset-based lending and leveraged buyouts; represents lenders and borrowers in workout, restructuring, and reorganization transactions both in and out of bankruptcy; has acted as lead attorney in more than 200 private equity and debt offerings, including multi family housing, subsidized housing, historic and low income tax credits, commercial land development, and various business acquisition financing arrangements; structured new offerings and coordinated and supervised other professionals throughout the process.

**Distinctions**

[Distinction selection information](#)

AV® Preeminent™ Rated by Martindale-Hubbell\*

**Memberships**

American Bar Association (Tax, Business, and Real Estate Sections)

Missouri Bar Association

Kansas Bar Association

Regular speaker at CLE seminars in the entity selection, real estate, and business fields

**Community**

Mr. Harter has actively participated in Johnson County, Kansas boys' basketball and baseball programs as a coach for more than ten years.

**Education**

**University of Kansas** (J.D., 1972; B.S., 1969, Accounting)

**Certified Public Accountant designation**(1971)

**Court Admissions**

U.S. District Court for the District of  
Kansas

U.S. District Court for the Western  
District of Missouri

**Bar Admissions**

Missouri  
Kansas