



ANDREW J. NOLAN

PARTNER

WICHITA OFFICE

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PROFILE

Andy Nolan, a business attorney and Foulston Siefkin partner, represents corporations, LLCs, partnerships, developers, investors, and company principals in matters ranging from daily operational issues, tax planning, and real estate transactions to complex corporate restructurings, mergers, and acquisitions. He works primarily with family and closely held businesses, including many from the agribusiness, manufacturing, and health care sectors, often serving as outside general counsel. Andy, who joined Foulston Siefkin in 1999, leads the firm's Taxation Practice Group.

Based in Wichita, Andy is known for delivering sound, reasoned advice, especially when tough decisions must be made. Whether advising on entity formation, negotiating financing arrangements, or conducting due diligence, he approaches his clients' issues as if they were his own. By devoting personal attention to every detail and ensuring each matter is handled in a timely, efficient manner, he earns his clients' respect and their repeated business.

Named by Best Lawyers® as the 2022 and 2024 Corporate Law "Lawyer of the Year" in Wichita, Andy was instrumental in helping orchestrate the \$500 million sale of a food processing company in a deal that stands as the largest M&A transaction led by Foulston Siefkin. He also crafted the sale of all the assets of a closely held consumer products company to a private equity fund. Andy's ongoing representation of a Kansas health care company on various corporate matters includes advising on all aspects of its management of the state's largest dialysis program for a group with treatment centers across the country.

Andy provides strategic tax planning counsel to many clients. Applying his deep knowledge of federal and state tax codes, he closes complex commercial real estate deals for investors and developers, as well as for purchasers and sellers from other industries. He is skilled in crafting tax-deferred, forward and reverse 1031 like-kind exchanges; reviewing title and survey documentation; and negotiating leasing, lending, and financing arrangements.

Dedicated to giving back to the community, Andy is involved in a number of cultural, educational, and civic endeavors throughout Wichita, including serving as the president of the city's KU Alumni Association chapter. A Kansas native, he enjoys spending time with his wife and two children, cheering on the Jayhawks' basketball team, and running in half-marathons.

FOULSTON

ATTORNEYS AT LAW

Education

- University of Kansas (J.D., 1998)
Order of the Coif; Editor - *University of Kansas Law Review*
- New York University (LL.M (Taxation), 1999)
Graduate Editor - *Tax Law Review*
- University of Kansas (B.A., 1995)
With Distinction; Phi Beta Kappa

Admissions

- U.S. District Court for the District of Kansas (1998)
- U.S. Court of Federal Claims (2002)
- U.S. Tax Court (2001)
- Kansas (1998)

PRACTICE AREAS

- Taxation
- Business & Corporate Law
- Mergers & Acquisitions
- Estate Planning & Probate
- Real Estate
- Startup/Entrepreneurship

INDUSTRIES

- Real Estate
- Agribusiness
- Closely Held Business

COMMUNITY INVOLVEMENT

- Wichita Regional Chamber of Commerce Board, 2021-present
- Giving the Basics, Board of Directors, 2023
- Arts Partners, Board Member, Treasurer
- Chamber of Commerce Young Professionals of Wichita, Advisory Council, 2005-present; Steering Committee, 2004- 2005
- Communities & Schools of Wichita / Sedgwick County, Board Member, 2003- 2013

FOULSTON

ATTORNEYS AT LAW

- KPTS Channel 8, Past Chair, 2005- present; Chair, 2003-2005; Past Board of Trustees Member
- United Way Young Leaders, Member
- Steering Committee of United Way Young Leaders
- Leadership Wichita, Class of 2006
- KU School of Law Alumni Board of Governors, 2012
- KU Alumni Association Wichita Chapter - Secretary

RELEVANT EXPERIENCE

- Successfully negotiated and closed sale of interests in closely held corporations and related entities valued at \$30 Million.
- Successfully negotiated with a publicly-traded company, on behalf of a physician group, a multi-year medical director agreement providing for annual compensation of approximately \$1 Million.
- Successfully planned, negotiated, and closed a reverse-like kind exchange of franchise rights (in a nationwide concept) in a transaction having an aggregate value of in excess of \$18 Million.

PROFESSIONAL MEMBERSHIPS, AFFILIATIONS, AND HONORS

- Recognized by Best Lawyers® as the 2015 and 2021 Wichita Tax “Lawyer of the Year,” the 2022 and 2024 Wichita Corporate Law “Lawyer of the Year,” and the 2023 Wichita Mergers and Acquisitions Law “Lawyer of the Year”
- Selected by peers for inclusion in *The Best Lawyers in America*® in the areas of Tax Law, 2011-2024; Corporate Law, 2021-2024; Mergers and Acquisitions Law, 2022-2024; and Business Organizations (including LLCs and Partnerships) and Closely Held Companies and Family Businesses Law, 2023-2024
- Selected for inclusion in Missouri & Kansas Super Lawyers® List, 2009, 2013-2015 (a Thomson Reuters business)
- Identified by Chambers USA as an up-and-coming lawyer in the United States for Corporate M&A, 2008; Corporate/M&A: Tax, 2016-2017
- Identified by Chambers USA as a leading lawyer in the United States for Real Estate, 2009-2013; Corporate/M&A: Tax, 2018-2019; and Tax, 2020-2023
- Wichita Business Journal / 40 Under 40 Business Leader, 2006
- Wichita Business Journal, Executives of the Year, 2023
- American Bar Association Tax Section, Agriculture & Business Cooperatives Committee, Past Chair
- Kansas Bar Association Tax Law Section, Executive Committee
- Dick Wintermote Volunteer of the Year Award, KU Alumni Association, 2018
- President's Award, Wichita Bar Association, 2020

PRESENTATIONS

FOULSTON

ATTORNEYS AT LAW

2020

- New Federal Laws in the Time of COVID-19 (Overland Park Chamber of Commerce)

2018

- Purely Cosmetic or Real Substance: Entity Choices for Businesses (Foulston Siefkin, Summer Estate Planning Forum)

2010

- Corporate Tax Update (Kansas Society of CPAs, 60th Annual Kansas Tax Conference)

PUBLICATIONS

2009

- Chapter on Like Kind Exchanges
-KBA Handbook, Kansas Real Estate Practice and Procedures

2002

- Navigating the pitfalls of PTO: avoiding constructive receipt
-Kansas Employment Law Letter, Vol. 9, No. 1

2000

- IRS changes cafeteria plan rules
-Kansas Employment Law Letter

ISSUE ALERTS

2020

- Coronavirus: Key Tax and Business Provisions