



Stephanie Lipinski Galland

Partner

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Stephanie Lipinski Galland has extensive legal experience in state and local taxation with an emphasis on representation before state and local taxing authorities in income, franchise, sales, use and unclaimed property controversies. She has represented clients in developing, implementing and defending tax positions in state audits. Her experience in a Fortune 500 company, as a tax partner in a national law firm and in the Virginia Department of Taxation provides her with valuable skills in all areas of taxation.

Stephanie's experience includes working on a firm government contracts team with government contractors in developing responses to federal and state RFPs, subsequent modifications and appeals of terms and conditions. She has worked on multistate, state and local income, sales and property tax issues with a concentration on matters regarding tax and business planning, mergers and acquisitions (including due diligence issues), administrative appeals and negotiated settlements, tax incentive negotiations and maintenance, audits, unclaimed property issues including audits and voluntary disclosures, tax audits and multistate voluntary disclosures. Stephanie has additional experience in European VAT and Canadian HST. She advises clients on record maintenance as it affects audits, tax record maintenance and SEC issues.

She has also worked with contractors on compliance issues under the Federal Acquisition Regulation ("FAR") and the Federal Acquisition Streamlining Act of 1994 ("FASA") to ensure that the underlying contracts meet all necessary requirements. In addition, she has worked with clients on proprietary information disclosure agreements (unilateral and bilateral), memorandums of agreement, teaming agreements and due diligence for teaming agreements.

She possesses broad experience in corporate governance, including interaction with operations and supply chain functions. This experience includes structuring domestic and international transactions, negotiating contract terms with third party vendors, negotiating with governments on the national, state/provincial and local levels for economic development projects and finance and tax

accommodations. Stephanie also drafts and negotiates tax provisions in licensing agreements between brands and affiliated companies for both trademark and trade dress and with unrelated parties for use of various trademarks.

Stephanie's experience in both the corporate and law firm environment provides her with an understanding of how to work within a team not only to plan but to implement overall goals and objectives. In 2019, she was recognized in *Washingtonian* magazine's list of the best lawyers in D.C. for tax law.

A frequent author and presenter, Stephanie is sought for her extensive knowledge in the area of taxation. She lectures on the State and Local Tax Program at Georgetown University Law School as an adjunct professor. She earned her B.A. from Christopher Newport University and her J.D., with an Emphasis on Taxation, from the College of William & Mary.

Practice Areas

- State & Local Tax
- Tax Law
- Tax Controversy
- Economic Development
- Retail
- Manufacturing
- Solar Energy
- Renewable Energy
- Wind Energy

Education

- College of William & Mary School of Law (J.D.), 1989
- Christopher Newport University (B.A.), 1986

Professional Affiliations

- Georgetown University Law School ? Adjunct Professor, State and Local Tax Program
- American Bar Association Section of Taxation ? Vice Chair of Membership
- Georgetown Law Center ? State and Local Advisory Board
- BNA, State and Local Tax Advisory Board
- NYU (New York University) State and Local Tax Advisory Board
- Virginia Chamber of Commerce ? Tax Policy Committee
- ABA/IPT Program ? Sales & Tax Use Program Planning Committee and Income Tax Planning Committee, Co-Chair (2016-2020)

Awards

- Named to *Washingtonian* Magazine's Top Lawyers of 2018 for Tax Law