

500 L STREET, SUITE 500
ANCHORAGE, ALASKA 99501

SEDOR WENDLANDT WANG

ATTORNEYS AT LAW

TELEPHONE: (907) 677-3600
FACSIMILE: (907) 677-3605

August 16, 2005

Fax & U.S. Mail

North Slope Borough School District
M. Trent Blankenship, Superintendent
Pouch 169
Barrow, Alaska 99723

Re: NSBSD; Response to Request for Proposal
Our File No. 1109-0001

Dear Trent:

I am both pleased and honored to have the opportunity to submit this response to the District's July 29 Request for Proposal for legal services.

Each of the issues identified in the RFP is briefly addressed below. Because the success of the Attorney-Client relationship depends so much on the personal interaction between the attorney and the client, it is difficult to encapsulate all of the nuances and strengths that I believe Sedor, Wendlandt & Wang, LLC (SWW) can bring to the North Slope Borough School District (NSBSD) through the provision of legal services. Therefore, if you or the Board have any questions whatsoever, I would be more than happy to answer them in person (at no cost to the District), telephonically or in writing.

I. Statement of Qualifications and Resume of Previous Related Client Services

It is important to know that while our name has changed, the same people who have always served the school district's legal interests will continue to serve the education clients at Sedor, Wendlandt & Wang. Because of our long history with the NSBSD, I am addressing both the Statement of Qualifications as well as a Resume of Previous Related Client Services in this one section.

I am an honors graduate from the University of Michigan Law School. As a Shareholder at Bankston, Gronning, O'Hara, Sedor, Mills, Givens & Heaphey, I have had the pleasure of representing NSBSD since approximately 1990. This uninterrupted period of representation gives me a unique perspective and insight not only into the issues that the District faces but also strategies for resolving legal issues in the District's best interest and as economically as possible. During the past 15 years, I have assisted the District in every legal issue that it has faced including personnel, student, impact aid, negotiation, construction, special education, board, and insurance matters. Given that a key component in providing legal services is experience, I believe that I am uniquely qualified to serve NSBSD as the District's legal counsel. In addition to work I have done

for NSBSD, I have successfully represented other school clients in state and federal court, in front of administrative agencies, and in arbitrations.

I am joined by Thomas Wang, who has been practicing school law and representing NSBSD with me since 1998. Thomas is a 1997 graduate from Vanderbilt University Law School. Thomas has performed a wide variety of legal services for NSBSD and other school districts around the state, including but not limited to reduction in force plans, negotiations, non-retentions, contracting and construction issues, and student and special education matters. John Wendlandt represents business and personal interests throughout the state including some educational interests. His assistance on litigation and complex transactions will be invaluable. Together, we look forward to working as a team to provide top-quality legal representation in all areas of the District's operations.

II. Reference List of Clients of Similar Scope

Thomas Wang and I handled all education matters at our former firm. We represented nineteen school districts as general counsel and several additional school districts on special projects. A non-exhaustive list of districts that we have represented is attached. For a more statewide perspective on our work and reputation, I recommend that you contact the Association of Alaska School Boards (AASB); we have spoken at many AASB events and have represented AASB on various matters including an *amicus curiae* brief currently pending before the Ninth Circuit Court of Appeals. I also recommend that the District contact Commissioner of Education Rodger Sampson with whom I have worked in several capacities over the years. One of the most important factors in the effective practice of law is service. I believe each client will confirm we have emphasized timely responses to client legal needs. We will continue this emphasis at SWW.

III. Fee Schedule

When reviewing legal fees, at least three factors must be considered. One factor is the hourly rate. Our rate is \$175 per hour for school district work. This is a significant discount from the rate we charge non-school district clients. An hourly rate, however, by itself, is somewhat meaningless unless consideration is given to the number of hours actually billed at that rate. Therefore, a second factor critical to the evaluation of fees is a firm's efficiency. I believe that we have a history of providing the District (and all districts that we have represented) with very efficient, and therefore cost-effective, advice. Finally, the real cost of legal services cannot be evaluated without consideration of the quality of the work produced. In other words, lower legal fees that may result in the District's incurring liability or increased litigation costs are not a savings at all. Sedor, Wendlandt & Wang will provide the district with quality legal work in an efficient manner at a reasonable rate.

IV. Conclusion

In conclusion, I hope NSBSD will continue its long standing relationship with me and Thomas at Sedor, Wendlandt and Wang. Not only are we a known quantity with a proven track record, but NSBSD would be a "cornerstone" client of the firm. If selected, we will continue to provide excellent service for the legal needs and issues faced by the district in the coming years.

We greatly appreciate the opportunity to submit this response to the RFP. As noted above, we would be more than happy to answer questions regarding our new firm, our legal practice, or any other aspect of the attorney-client relationship.

Sincerely,

SEDOR, WENDLANDT & WANG, LLC



John Sedor



Thomas Wang

enclosures

LIST OF SCHOOL DISTRICTS
REPRESENTED BY ATTORNEYS AT
SEDOR, WENDLANDT & WANG, LLC

Aleutian Region School District

Annette Islands School District

Chugach School District

Cordova School District (Special Project)

Denali Borough School District

Dillingham City School District

Haines Borough School District

Juneau School District (Special Project)

Kodiak Island Borough School District

Nenana City Public Schools

North Slope Borough School District

Petersburg City School District

Pribilof School District

Skagway City School District

Southwest Region Schools

St. Mary's School District

Tanana City School District

Unalaska School District

Valdez City Schools

Yakutat School District

Yukon/Koyukuk School District