

Karen M. Rezendes
Attorney at Law

E-mail: krezendes@lozanosmith.com

June 5, 2017

Brenth Cushenbery
Superintendent
Point Arena Schools District
P.O. Box 87
Point Arena, CA 95468

Re: 2017-2018 Agreement for Legal Services

Dear Mr. Cushenbery:

Thank you for the opportunity to partner with you during the 2016-17 school year. We appreciate the trust you place in Lozano Smith, and we look forward to another promising year for your district and students.

We are pleased to note that there are no changes to our 2017-18 agreement for legal services and our rate structure remains unchanged.

As a valued client, we invite you to take advantage of Lozano Smith's portal of client resources at (LozanoSmith.com/clientresources). The portal contains resources for some of the most pertinent legal issues, and incorporates trainings prepared in partnership with the State's leading education associations.

As a firm, we will continue to bill actual time spent, without any required minimum billing period for phone calls or email correspondence. Our practice, designed to save costs for clients, will remain at the industry-leading 1/10 (.10) of an hour increment. In addition, we also continue to use a "tiered" billing system to ensure that when appropriate, associate attorneys can be utilized, providing you with cost savings. Each of our attorneys is placed at the appropriate "tier" based on their experience.

As part of an annual review, we adjust legal staff fees to reflect updated tiered status for attorneys based upon their years of experience. The tier structure established in our current agreement for legal services is not changing, and we will extend our current agreement into the 2017-2018 year. Should you have questions regarding the billing rate for a particular attorney, please feel free to contact us.

Limited Liability Partnership

Because there are no changes to our agreement for legal services, there is no legal requirement for Board approval. If you prefer to take the matter to the Board, we would be pleased to provide you with a new agreement for 2017-2018.

We look forward to another rewarding year, together.

Sincerely,

LOZANO SMITH

A handwritten signature in cursive script that reads "Karen M. Rezendes".

Karen M. Rezendes
Managing Partner

KMR/lt