



To Taylor Zeinert, Interim Economic Development Director  
From Attorneys Rick Manthe, Larry Konopacki, and Derek Panches  
Date May 13, 2024  
Re Community Development Authority Legal Services

---

Stafford Rosenbaum LLP (“Stafford”) is pleased to provide this Proposal in response to the City of Whitewater Community Development Authority’s (“the CDA”) Request for Proposals for Legal Services (the “Request”). We are very interested in providing these legal services for the CDA. After reviewing this Proposal, please do not hesitate to contact Attorney Rick Manthe, the proposed lead attorney for this project, at 608.259.2684 or [rmanthe@staffordlaw.com](mailto:rmanthe@staffordlaw.com) with any additional questions you may have about our firm, our attorneys, or our experience.

### **I. STAFFORD ROSENBAUM: ABOUT THE FIRM**

Backed by 60 attorneys, Stafford is a multidisciplinary firm of practical and innovative lawyers representing clients in a wide range of matters. Stafford’s primary office is located in Madison; the firm also has an office in Milwaukee. Our firm has a rich history that stretches back to 1879: one of hard work, dedication to clients, and commitment to excellence.

Client service is the cornerstone of our practice, and we strive to act as strategic partners to our clients by leveraging our experience to provide innovative, responsive, and cost-effective legal services. We understand that the law is often a means to accomplish our clients’ objectives, and we pride ourselves on our intimate understanding of their operations and the challenges they face. We know that municipalities face constant new challenges, whether it is economic development or adjusting to new laws, and we have the knowledge and experience to help them confidently adapt to a constantly changing landscape with legal solutions. With Stafford’s representation, the CDA would receive client services of both the highest quality and priority.

Longstanding client relationships are one of the surest measures of a law firm’s success in meeting its clients’ needs for legal services. Stafford lawyers pride themselves on developing client relationships that are productive, professional, and collegial. We view

our client relationships as partnerships—we work together to accomplish client goals efficiently and effectively. We serve clients by staffing matters leanly, working efficiently, and thinking creatively while never reinventing the wheel. In order to better serve our clients, Stafford has also made a major commitment to understand and utilize the best available legal resource materials and technology in our law practice.

## **II. LEGAL SERVICES**

One of Stafford Rosenbaum's recognized strengths is our expertise as representation and counsel for local governments and special purpose entities. Our municipal work frequently overlaps with municipal and administrative law; environment, land use, water law; and public utilities law. Our Government Law team actively works with a variety of local government units throughout the State of Wisconsin, serving as both general and special counsel. Our experience is broad enough to address all of the CDA's needs but deep enough to advise it on complex issues in the areas of community development, land use and zoning, municipal and administrative law, real estate law, tax incremental financing, and more that may arise from time to time.

Our team has extensive experience in strategizing and implementing plans for community development. We have assisted our municipal clients in successfully implementing multimillion-dollar developments, such as corporate headquarters, multi-family and mixed-use projects, redevelopments involving environmental remediation, and industrial projects. While our practice primarily involves representing municipalities, our experience in representing private developers means that we bring a collaborative and pragmatic approach to finding creative solutions to bring projects to fruition. And, while our team may be based in Madison, we believe that is actually beneficial to the CDA for legal services, because our firm is less likely to have conflicts with any potential developers or adverse parties that would prohibit us from representing the CDA.

Additionally, Stafford Rosenbaum is a full-service law firm. We have experts that are able to assist in the multitude of issues that arise in the development context. We have extensive experience with environmental and administrative law, whether it is remediation work, obtaining permits from the Wisconsin Department of Natural Resources, or even addressing issues with railroads. No matter what issues the CDA will face, we will have an attorney with experience that can help navigate the challenges confronting the CDA.

Our ability to communicate and work collaboratively not only serves our clients well, but also allows us to enjoy long-term relationships with them—and we have a track record that demonstrates our success in effective representation. While the proposal asked for a list of all of our firm's municipal clients, that list is extensive, and includes previously representing the City of Whitewater itself. However, we have not obtained consent to provide a list of the well over 50 municipalities and governmental entities we represent. However, we are happy to provide the CDA with the following municipal client references.

Matt Giese  
Village Administrator  
Village of Cottage Grove  
[mgiese@villageofcottagegrove.gov](mailto:mgiese@villageofcottagegrove.gov)  
(608) 839.4704

Trent Campbell  
Executive Vice President  
Beaver Dam Area Development Corporation  
(920) 887.4661  
[bdadc@ci.beaverdam.wi.gov](mailto:bdadc@ci.beaverdam.wi.gov)

Jean M. Werbie-Harris  
Community Development Director  
Village of Pleasant Prairie  
[CommunityDevelopment@pleasantprairiewi.gov](mailto:CommunityDevelopment@pleasantprairiewi.gov)  
(262) 925.6717

Martin Shanks  
Village Administrator  
Village of Oregon  
[mshanks@vil.oregon.wi.us](mailto:mshanks@vil.oregon.wi.us)  
(608) 835.6280

### **III. PROPOSED LEGAL TEAM**

Stafford has extensive experience solving the legal matters that the CDA faces. All of our attorneys are licensed to practice in the State of Wisconsin. Attorney Rick Manthe will act as lead attorney and oversee the legal services for the CDA; other attorneys whom we expect to be involved are Larry Konopacki and Derek Panches. Atty. Manthe would undertake a team approach to providing service to the CDA. Professional biographies of each attorney and a summary of the services provided are attached.

*Proposed Legal Team:*

**Lead Attorney Rick Manthe**, Partner  
222 W. Washington Ave, Suite 900  
Madison, WI 53703  
(608) 259.2684  
[rmanthe@staffordlaw.com](mailto:rmanthe@staffordlaw.com)

**Attorney Larry Konopacki**, Partner  
222 W. Washington Ave, Suite 900  
Madison, WI 53703  
(608) 259.2607  
[lkonopacki@staffordlaw.com](mailto:lkonopacki@staffordlaw.com)

**Attorney Derek Punches**, Senior Associate  
222 W. Washington Ave, Suite 900  
Madison, WI 53703  
(608) 259.2691  
dpunches@staffordlaw.com

#### **IV. LEGAL FEES**

Stafford Rosenbaum proposes to provide legal services at the hourly rates listed in Exhibit A.

As a general practice, statements are issued by the firm at least monthly, unless otherwise directed by the CDA. Billings are itemized to the one-tenth hour and indicate the date of the service performed, the attorney performing the service, and a detailed description of the legal service rendered. The CDA would be charged for the actual time spent on any given matter and will receive the benefit of our experience on similar matters.

Actual costs and disbursements would be itemized and billed on the next monthly statement. No markup is added to costs and disbursements. The costs anticipated to result in a charge to the CDA are filing and recording fees, costs of certified copies of public documents, lien searches, title insurance premiums, postage, mileage (at the 2024 per-mile federal reimbursement rate), and express delivery. Sales tax may be added to an expense item if the expense is taxable. We may forward some invoices for expenses (such as title insurance) directly to the CDA for payment.

We believe you will find that Stafford Rosenbaum has the experience to provide effective representation to the CDA. We have limited the description of our firm and our areas of practice; therefore, if the CDA has specific questions as to our experience in areas of law that are not covered here, we will be happy to supplement the information we have provided. Further information about the firm is also available at [www.staffordlaw.com](http://www.staffordlaw.com).

We would be pleased to undertake representation of the CDA of the City of Whitewater. We understand and agree that if Stafford Rosenbaum is selected, the parties will enter into an initial agreement that will commence on an agreed-upon date that is to be determined.

If you have any further questions or require any additional information, please don't hesitate to let us know. Thank you for your consideration.

Sincerely,



Attorney Rick Manthe



## Rick Manthe | Partner



(608) 259.2684



rmanthe@staffordlaw.com

Rick is a partner in Stafford Rosenbaum's Madison office, leading the firm's Government Law team and serving on its Environment & Land Use Law team. His practice focuses on local government, representing municipalities across Wisconsin in all facets from special projects to day-to-day operations, specializing on matters like the negotiation of complex development agreements, zoning and land use, and advising on liquor licensing.

Additionally, Rick has an extensive election law background. He advises municipalities on election administration, such as challenges to electors, processing ballots, record requests, and post-election challenges

Rick regularly presents at local government conferences on various issues related to municipal law. Rick also worked as Legal Counsel for the Wisconsin Towns Association where he provided legal assistance to the nearly 1,250 towns in Wisconsin.

### EDUCATION

- ◆ University of Wisconsin Law School, J.D., *cum laude*
- ◆ University of Wisconsin – Stevens Point, B.A., *cum laude*

### PROFESSIONAL AFFILIATIONS AND COURT ADMISSIONS

- ◆ State Bar of Wisconsin
  - Administrative & Local Government Law Section, Board of Directors
- ◆ American Constitution Society
  - Madison Lawyers Chapter, Board of Directors
- ◆ Dane County Bar Association



## Larry Konopacki | Partner



(608) 259.2607



lkonopacki@staffordlaw.com

Larry Konopacki's practice has focused on issues related to environmental law, natural resources, agriculture, administrative law, government affairs, local governments, energy and other utilities, and other various regulatory matters.

Prior to joining Stafford Rosenbaum, Larry worked as an attorney for more than a decade with the Wisconsin Legislative Council, which provides nonpartisan legal services to the Wisconsin State Legislature. In that capacity, Larry was closely involved in developing legislation on a wide range of topics, including numerous initiatives related to all of his primary practice focus areas along with matters related to transportation, rural development, property rights, alcohol beverage regulation, taxation, emergency management, economic development, business promotion, tourism, and consumer protection.

Larry was the instructor of a class at UW-Madison on agricultural business law for more than ten years, he has served on or supported a number of agency advisory committees and legislative study committees, and he has served as a volunteer instructor at the University of Wisconsin Law School. Larry has been a frequent presenter to various groups regarding matters in his primary practice areas, including programs sponsored by the State Bar of Wisconsin, the Wisconsin Department of Natural Resources, and associations of Wisconsin local governments, and serves on the Madison College Paralegal Advisory Board. Larry also authors legal articles and blog posts often and earned a 2023 Top Contributor recognition from the State Bar of Wisconsin.

Larry is admitted to practice in Wisconsin and the federal Western District of Wisconsin.

### EDUCATION

- ◆ University of Wisconsin Law School (J.D.)
- ◆ University of Wisconsin-Madison (B.S., Natural Sciences)

## Derek J. Punches | Attorney



(608) 259.2691



dpunches@staffordlaw.com

Attorney Derek Punches is a senior associate based in the firm's Madison office. His practice focuses on municipal law, environmental and land use law, public utility and energy law, and government relations. Derek provides general and special counsel services to several Wisconsin municipalities and special purpose districts, including work on residential and commercial developments. He has worked on issues related to wetlands, WPDES and waterways permits, and municipal sewer and water ordinances. In addition, Derek is a registered lobbyist working on legislative and administrative rulemaking matters related to municipal wastewater facilities.

Derek has positioned himself as a subject matter expert, frequently authoring pieces on topics related to his practice. He has written articles for the League of Wisconsin Municipalities' *The Municipality* magazine and the State Bar's Environmental Law Section Blog, as well as posts for the firm's legal blog.

Prior to joining Stafford Rosenbaum, Derek was heavily involved with Wisconsin lawmaking. He worked for the Wisconsin State Legislature for more than a decade and also spent time with the Wisconsin Department of Transportation. In the Legislature, Derek specialized in advising legislators and stakeholders on all aspects of public policy development and working extensively on the development of legislation and the agency administrative rulemaking.

Derek is admitted to practice in Wisconsin.

### EDUCATION

- ◆ University of Wisconsin Law School, J.D., *cum laude*
- ◆ University of Wisconsin-Madison, B.A., Political Science

### PROFESSIONAL AFFILIATIONS AND COURT ADMISSIONS

- ◆ State Bar of Wisconsin
  - Environmental Law Section Board of Directors
- ◆ Member, Dane County Bar Association



Partners

Johanna Allex  
Ryan Braithwaite  
Laura Callan  
Amy Collins O'Hara  
David Davis  
Erin Deeley  
Matthew Dregne  
Olivia Dunn  
James Egle  
Kyle Engelke  
Matthew Fisher  
Katherine Harrell  
Tiffany Highstrom  
David Hollander  
Christopher Hughes  
Eileen Kelley  
Paul Kent  
Bryan Kleinmaier  
\*Larry Konopacki  
Jamie Konopacky  
Jane Landretti

Richard Latta  
Margaret Lund  
\*Rick Manthe  
Jill Martin  
Jessica Mederson  
Anthony Menting  
Pamela Floor  
Douglas Poland  
Jared Potter  
Olivier Reiher  
Denasha Scott  
Scott Seid  
James Severson  
James Statz  
Clementine Uwabera  
Iana Vladimirova  
Ted Waskowski  
Vanessa Wishart  
Jeffrey Younger

Associates

Isaac Brodkey  
Carly Gerads  
Mason Higgins  
Seep Paliwal  
\*Derek Panches  
Scott Smith  
Rachel Snyder  
Pahoua Thao  
Katherine Tompson

Of Counsel

David Billing  
Thomas Brush  
Bruce Huibregtse  
Robert Kilkelly  
Michael Lund  
Barbara Neider  
Loren Paulson  
Anne Schacherl  
Thomas Solheim  
Terrence Thom

\*CDA Attorneys

**Madison Office**

222 West Washington Avenue  
P.O. Box 1784  
Madison, Wisconsin  
53701-1784  
608.256.0226  
888.655.4752  
Fax 608.259.2600  
www.staffordlaw.com

**Milwaukee Office**

1200 North Mayfair Road  
Suite 430  
Milwaukee, Wisconsin  
53226-3282  
414.982.2850  
888.655.4752  
Fax 414.982.2889  
www.staffordlaw.com



**CDA LEGAL SERVICES RATES  
STAFFORD ROSENBAUM LLP  
EXHIBIT A**

<u>Type of Services</u>	<u>Description of Services</u>	<u>Hourly Rates</u>
Land Use and Development Related Services	Advising and representing in the review, processing, and action on land use and development-related matters, including annexation, zoning, land division, tax increment financing, sewer service area amendments; negotiating and drafting permits, agreements, and other documents relating to land use and development issues.	Partners     \$335 Associates    \$265 Paralegals    \$150

Additional Services, including Litigation and Environmental Services

Rates for other matter types will be determined on a case-by-case basis and will be mutually agreed upon by the CDA and Stafford Rosenbaum prior to providing any legal services.

Miscellaneous costs (e.g. filing and recording fees, costs of certified copies of public documents, lien searches, title insurance premiums, postage, mileage at the 2024 per-mile federal reimbursement rate, and express delivery.

Actual costs and disbursements would be itemized and billed on the next monthly statement. No markup is added to costs and disbursements. Sales tax may be added to an expense item if the expense is taxable.