

**REPRESENTATION:** Legal Econometrics, Inc.. ("LEI"), through its principal, Dr. Gary R. Skoog, and its associated contractors, as required, represents and provides consultation to attorneys to involving economics, statistics, and sabermetrics. Attorneys are our clients. We look solely to them for retention, the extent and duration of involvement and payment. Each matter involves separate engagement, accounting, and billing.

We commit to provide you our expert professional services as efficiently as possible. We will use your clerical or computer staff where possible so that you can control your costs. Some costs can be quoted in advance can to assist you in expense planning and in your agreement with your clients. We attempt to work within your time and budget limitations.

**INITIAL CONTACT/CONFLICTS CHECK:** Since I work extensively for both plaintiffs and defense firms, in our initial contact, please do not disclose anything to me which you would not be comfortable with my knowing, if I were working for the other side. (I have sometimes been contacted by both sides, but with different captions to the case.) I will promptly check any conflicts, and advise you if I have any open or recent cases with any of the other firms involved.

**SERVICES:** LEI provides consultation and related research, evaluations and testimony on various economic, statistics, and econometrics related matters. We have experience in providing appraisals with regard to economic damages and statistical analysis. We will participate to the extent counsel determines in the preparation of evaluations, pre-trial analysis and consultation: expert testimony for arbitration and mediation proceedings: trials and other related proceedings. Through associated experts in other specialties, including our knowledge of professors at De Paul University acting as independent consultants, and other forensic economists throughout the country with particular expertise, we cover a broad variety of areas involving business and economics in commercial litigation, employment litigation, and personal injury and wrongful death proceedings.

**ENGAGEMENT:** We serve under a written agreement with law firms and governmental entities and, to avoid conflicts, on individually designated matters. Engagements and work product with regard to a specified issue may not be transferred to another similar or related matter, whether or not involving the same client of the law firm, without our prior consent.

**PROFESSIONAL FEES:** Generally, work is hourly. However, we will charge a flat fee for the preparation of standard personal injury and wrongful death matters, which includes time expended in preliminary interview, data gathering, analysis, loss evaluation preparation and report preparation. Here "standard" refers to straightforward wage loss cases, where wages are computed from W-2's and/or hourly earnings, and the documents reviewed include a deposition or two. In such a case, the fixed fee in 2012 is \$3,850 for all work through the report. This reflects 11 hours of work at my customary and standard hourly billing rate of \$350 per hour. Engagements through another organization are billed by those organizations at their rates. Other ("non-standard") cases, and most defense work which contains consultation, are billed at the straight hourly rate of \$350, including

preparation for and travel to deposition or trial from Glenview, Illinois, and any additional work you ask us to perform.

Charges by Dr. Skoog for deposition and trial testimony at \$350 per hour will include 4 hours minimum or actual time, whichever is larger, reflecting office review, file review en route to the deposition, local travel, plus time from the beginning to the end of the event, including waiting time. (Depositions in Chicago in State of Illinois courts usually run about 6 hours or \$2,100.) Required evaluation updates, supplements requested, review of the work by other economists, income from businesses owned by the plaintiff, complex commercial litigation analysis, travel and other work are also billed at this rate. If extensive travel time, when added to work time, causes the billable hours in any day to exceed a maximum of 12 hours, no additional hours are charged. If a scheduled appearance is canceled with less than two full business days notice, you are subject to a bill for two hours for reservation and preparation time.

There shall be no charges for personnel other than Gary R. Skoog unless mutually agreed to in advance. Since engagements frequently involve matters that extend over many months or years, we reserve the right to update your fee schedule to reflect new rates then charged to those entering into new engagements, no more frequently than annually.