

VITA
Allyn B. Needham, Ph.D., CEA
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EDUCATIONAL EXPERIENCE

Ph.D.	Business Administration	1997	California Coast University
M.A.	Economics	1990	Texas Christian University
B.A.	Business Administration and Economics	1978	Austin College

ACADEMIC EXPERIENCE

Institution	Title	Dates	Course Taught
Weatherford College	Adjunct Professor	1997-1999	Macroeconomics, Microeconomics
Texas Christian University	Adjunct Professor	1994-1997	Macroeconomics
Texas Christian University	Guest Lecturer	1994-2015	Macroeconomics, Securities Analysis, Sales Management, Expert's Role in Conflict Resolution

PROFESSIONAL EXPERIENCE

Consulting Economist (1997-present) Shipp Needham Economic Analysis, LLC
 (Formerly, Floyd Durham & Associates, also Shipp, Needham & Durham, LLC)

Duties include providing litigation support for clients by analyzing economic issues related to:

* Personal injury	* Business Interruption
* Wrongful death	* Business Valuation
* Wrongful termination	* Lost profits
* Household Services	* Business Bankruptcy

Contributing author to ***Determining Economic Damages*** (James Publishing).

Previous Professional Experience (1978-1997)

Prior to joining Shipp Needham Economic Analysis, I spent twenty years in manufacturing, banking, and insurance. Manufacturing experience includes acting as treasurer of Jay Needham, Inc., a commercial refrigeration manufacturer (1978-1980), and Vice President and CFO of Bob Bryan Enterprises, a musical accessory manufacturer (1994). Banking experience includes vice presidencies of Texas American Bank (1980-1984), Hulen National Bank (1984-1985), and Texas Commerce Trust Company (also known as MTrust) (1987-1993). Insurance experience (1994-1997) includes being a Registered Representative of New York Life Insurance Company.

CONTINUING EDUCATIONAL EXPERIENCE

American Rehabilitation Economics Association 2023,
Collegium of Pecuniary Damages Experts Conference, 2023
American Rehabilitation Economics Association 2022,
Collegium of Pecuniary Damages Experts Conference 2022,
National Association of Certified Valuators and Analysts, Consultant Training Institute,
Hybrid & Virtual Winter Conference, 2021
Collegium of Pecuniary Damages Experts Conference, 2021
American Rehabilitation Economics Association Virtual Conference 2021
National Association of Certified Valuators and Analysts, Virtual Super Conference,
August 2020
National Association of Certified Valuators and Analysts, Virtual Super Conference, June
2020
National Association of Certified Valuators and Analysts, Annual Conference, 2019
American Rehabilitation Economics Association, 2019
National Association of Certified Valuators and Analysts, Financial Valuation Super
Conference, 2018
American Rehabilitation Economics Association Conference 2018
National Association of Certified Valuators and Analysts, Annual Conference 2018
American Rehabilitation Economics Association Conference 2017
Collegium of Pecuniary Damages Experts Conference 2017
American Rehabilitation Economics Association Conference 2016
Collegium of Pecuniary Damages Experts Conference 2016
American Rehabilitation Economics Association Conference 2015
Collegium of Pecuniary Damages Experts Conference 2015
American Rehabilitation Economics Association Conference 2014
Collegium of Pecuniary Damages Experts Conference 2014
American Rehabilitation Economics Association Conference 2013
Collegium of Pecuniary Damages Experts Conference 2013
American Rehabilitation Economics Association Conference 2012
International Association of Rehabilitation Professionals – Forensic Conference 2011
American Rehabilitation Economics Association Conference 2011
American Rehabilitation Economics Association Conference 2010
American Rehabilitation Economics Association Conference 2009
American Rehabilitation Economics Association Conference 2008
National Association of Forensic Economics – Winter Meeting 2008

American Rehabilitation Economics Association Conference 2007
National Association of Forensic Economics – Winter Meeting, 2007
American Rehabilitation Economics Association Conference, 2006
National Litigation Support Services Association Conference, 2006
American Rehabilitation Economics Association Conference, 2005
Southern Economic Association, NAFE Conference, 2004
American Rehabilitation Economics Association Conference, 2004
American Rehabilitation Economics Association Conference, 2003
American Rehabilitation Economics Association Conference, 2002
Southern Economic Association Joint NAFE / AREA / AAEFE Conference, 2001
American Rehabilitation Economics Association Conference, 2001
National Litigation Support Services Association Conference, 2001
American Rehabilitation Economics Association Conference, 2000
National Advanced Litigation Services Conference, AICPA, 1999
Southwestern Social Sciences Association, NAFE Conference, 1999
Southwestern Social Sciences Association, NAFE Conference, 1998

Mastering Appraisal Skills for Valuing the Closely Held Business,
Institute of Business Appraisers, 1998

RELATED CONTINUING EDUCATION

Intermediate School of Banking, Southern Methodist University, 1985
Introduction to Commercial Lending, American Institute of Banking, 1982
Analyzing Financial Statements, American Institute of Banking, 1982
Principles of Banking, American Institute of Banking, 1981

PROFESSIONAL / CIVIC MEMBERSHIPS

National Association of Forensic Economics
American Rehabilitation Economics Association
 President, 2019-21
 President, 2005-06
 Certified Earnings Analyst, since 2000
Collegium of Pecuniary Damages Experts
 President, 2016-17
American Academy of Economic and Financial Experts
National Association of Certified Valuators and Analysts

Member of Quick Read Editorial Board, since 2020

Received Outstanding Member Award from the National Association of Certified
Valuators and Analysts in 2021

Served on Board of Editors / Referees for the following:

The Earnings Analyst,
Journal of Forensic Economics

Southwestern Society of Economics
 President, 1994-1995
United States Soccer Federation, Licensed Coach

PUBLICATIONS

Looking Back to Go Forward: A Review of the Basics for Lost Profits (Part V), **Quick Read**, National Association of Certified Valuators and Analysts, 5/10/2023, <https://quickreadbuzz.com/2023/05/10/litigation-allyn-needham-looking-back-to-go-forward-5/>

Looking Back to Go Forward: A Review of the Basics for Lost Profits (Part IV), **Quick Read**, National Association of Certified Valuators and Analysts, 4/5/2023, <https://quickreadbuzz.com/2023/04/05/litigation-allyn-needham-looking-back-to-go-forward-4/>

Looking Back to Go Forward: A Review of the Basics for Lost Profits (Part III), **Quick Read**, National Association of Certified Valuators and Analysts, 12/7/2022, <https://quickreadbuzz.com/2022/12/07/litigation-allyn-needham-looking-back-to-go-forward-3/>

Looking Back to Go Forward: A Review of the Basics for Lost Profits (Part II), **Quick Read**, National Association of Certified Valuators and Analysts, 8/31/2022, <https://quickreadbuzz.com/2022/08/31/litigation-allyn-needham-looking-back-to-go-forward-2/>

Looking Back to Go Forward: A Review of the Basics for Lost Profits (Part I), **Quick Read**, National Association of Certified Valuators and Analysts, 8/24/2022, <https://quickreadbuzz.com/2022/08/24/litigation-allyn-needham-looking-back-to-go-forward/>

“Daubert Challenge: End of Life or Another Day at the Office,” **Quick Read**, National Association of Certified Valuators and Analysts, 5/31/2022, <https://quickreadbuzz.com/2022/05/31/litigation-allyn-needham-daubert-challenge/>

“Lost Profits: Revisiting the Energy Capital Corp. v United States Case,” **Quick Read**, National Association of Certified Valuators and Analysts, 3/17/2022, <https://quickreadbuzz.com/2022/03/16/litigation-consulting-allyn-needham-lost-profits/>

“COVID-19’s Impact on Lost Profits Calculations,” **The Value Examiner**, January/February 2022, National Association of Certified Valuators and Analysts, www.NACVA.com/TVE

“Lost Profits and COVID-19: A Unique Take on Causation,” **Quick Read**, National Association of Certified Valuators and Analysts, 12/1/2021, <http://quickreadbuzz.com/2021/12/01/litigation-consulting-allyn-needham-lost-profits-and-covid-19/>

“Estimating the Economic Loss of the Self-Employed: Lost Profits or Lost Earning Capacity,” **The Value Examiner**, September/October 2021, National Association of Certified Valuators and Analysts, www.NACVA.com/TVE

“Lost Profits: Question from the NACVA Conference Regarding Discounting Lost Earnings for Self-Employed Individuals,” **Quick Read**, National Association of Certified

Valuators and Analysts, 9/8/2021, <http://quickreadbuzz.com/2021/09/08/valuation-litigation-allyn-needham-lost-profits/>

“Assessing Lost Profits After the COVID-19 Pandemic,” **Quick Read**, National Association of Certified Valuators and Analysts, 5/24/2021, <http://quickreadbuzz.com/2021/05/26/valuation-litigation-allyn-needham-assessing-lost-profits/>

“Lost Profits: Moving Forward During COVID-19,” **Quick Read**, National Association of Certified Valuators and Analysts, 2/24/2021, <http://quickreadbuzz.com/2021/02/24/bv-litigation-allyn-needham-lost-profits/>

“Case Study: Changing Assignments from Fairness Opinion to Business Valuation,” **Quick Read**, National Associations of Certified Valuators and Analysts, 1/13/2021, <http://quickreadbuzz.com/2021/01/13/valuation-litigation-allyn-needham-case-study/>

“Chapter 11 Bankruptcy, Expert Assignments and COVID-19,” **Quick Read**, National Association of Certified Valuators and Analysts, 8/19/2020, Co-authors J. Robert Forshey & Dylan Ross, <http://quickreadbuzz.com/2020/08/19/litigation-needham-forshey-chapter-11-bankruptcy/>

“Covid-19, Proximate Cause and its Impact on Lost Profits Calculations,” **Quick Read**, National Association of Certified Valuators and Analysts, 7/22/2020, <http://quickreadbuzz.com/2020/07/22/litigation-allyn-needham-covid-19-proximate-cause/>

“Lost Profits and Discount Rates: What Do the Courts Want?,” **Quick Read**, National Association of Certified Valuators and Analysts, 3/11/2020, <http://quickreadbuzz.com/2020/03/11/litigation-consulting-allyn-needham-lost-profits-and-discount-rates/>

“Case Study – Royalties and Lost Profits from Intellectual Property Infringement,” **Quick Read**, National Association of Certified Valuators and Analysts, 12/18/2019, <http://quickreadbuzz.com/2019/12/18/litigation-allyn-needham-case-study-royalties-and-lost-profits-infringement/>

“Lost Profits, Modern New Business Rule and How it Has Been Applied by the Courts,” **Quick Read**, National Association of Certified Valuators and Analysts, 8/7/2019, <http://quickreadbuzz.com/2019/08/07/litigation-needham-lost-profits-2/>

“Lost Profits, Modern New Business Rule and Defense Strategies Beyond Reasonable Certainty,” **Quick Read**, National Association of Certified Valuators and Analysts, 3/6/2019, <http://quickreadbuzz.com/2019/03/06/litigation-needham-lost-profits-new-business-rule/>

“Lost Profits: Fifth Circuit Decision Clarifies Reasonable Certainty for the Modern New Business Rule,” **Quick Read**, National Association of Certified Valuators and Analysts,

2/27/2019, <http://quickreadbuzz.com/2019/02/27/litigation-needham-lost-profits/>

“Discounting Lost Profits to Present Value, *Ex ante*, *Ex post* and Hybrid Methodologies,

Quick Read, National Association of Certified Valuators and Analysts, 9/19/2018, <http://quickreadbuzz.com/2018/09/19/discounting-lost-profits-to-present-value/>

“Unique Circumstances When Calculating Lost Profits: Reliability of Client’s Data,” **Quick Read**, National Association of Certified Valuators and Analysts, 6/13/2018, <http://quickreadbuzz.com/2018/06/13/unique-circumstances-when-calculating-lost-profits/>

“Commercial Damages and Lost Profits: Case Study of a Real Estate Developer,” **Quick Read**, National Association of Certified Valuators and Analysts, 3/28/2018, <http://quickreadbuzz.com/2018/03/28/commercial-damages-and-lost-profits/>

“Unsecured Creditors: Risk and Cramdown Rates (Part II of II),” **Quick Read**, National Association of Certified Valuators and Analysts, 11/29/2017, <http://quickreadbuzz.com/2017/11/29/chapter-11-bankruptcy-2/>

“Unsecured Creditors: Risk and Cramdown Rates (Part I of II),” **Quick Read**, National Association of Certified Valuators and Analysts, 11/21/2017, <http://quickreadbuzz.com/2017/11/21/chapter-11-bankruptcy/>

“Business Interruption: A Unique Assessment of Commercial Damages,” **Quick Read**, National Association of Certified Valuators and Analysts, 9/20/2017, <http://quickreadbuzz.com/2017/09/20/business-interruption/>

“Revisiting Modeling and Discounting Future Damages The Case for Use of a Risk-Adjusted Rate in Damages Cases,” **Quick Read**, National Association of Certified Valuators and Analysts, 5/30/2017, <http://quickreadbuzz.com/2017/05/31/revisiting-modeling-discounting-future-damages/>

“Revisiting Modeling for Future Lost Profits,” **Quick Read**, National Association of Certified Valuators and Analysts, 3/29/2017, <http://quickreadbuzz.com/2017/03/29/revisiting-modeling/>

“Lost Profits and Other Commercial Damages: A Case Study (Part II of II),” **Quick Read**, National Association of Certified Valuators and Analysts, 12/20/2016, <http://quickreadbuzz.com/2016/12/20/lost-profits-commercial-damages-3/>

“Lost Profits and Other Commercial Damages: A Case Study (Part I of II),” **Quick Read**, National Association of Certified Valuators and Analysts, 12/14/2016, <http://quickreadbuzz.com/2016/12/14/lost-profits-commercial-damages-2/>

“Discount Rates for Determining the Present Value of Different Types of Pecuniary Damages – 2016,” **The Earnings Analyst**, Vol. 15, 2016, (Online) www.TheEarningsAnalyst.com, Co-authors Joseph Rosenberg, Rob Schlegel,

“Analyzing Lost Earning Capacity for the Self-Employed, Income of Partners and Owners of Pass-through Entities (Part II of II),” **Quick Read**, National Association of Certified Valuators and Analysts, 8/17/2016, <http://quickreadbuzz.com/2016/08/17/analyzing-lost-earning-capacity-self-employed-2/>

“Analyzing Lost Earning Capacity for the Self-Employed, Income of Partners and Owners of Pass-through Entities (Part I of II),” **Quick Read**, National Association of Certified Valuators and Analysts, 8/10/2016,
<http://quickreadbuzz.com/2016/08/10/analyzing-lost-earning-capacity-self-employed/>

“Foreseeability Standard in Lost Profits Litigation,” **Quick Read**, National Association of Certified Valuators and Analysts, 5/18/2016,
<http://quickreadbuzz.com/2016/05/18/foreseeability-standard-lost-profits-litigation/>

“Including Causation in a Lost Profits Analysis,” **Quick Read**, National Association of Certified Valuators and Analysts, 4/20/2016,
<http://quickreadbuzz.com/2016/04/20/including-causation-lost-profits-analysis/>

“Reasonable Certainty in Lost Profits Calculations,” **Quick Read**, National Association of Certified Valuators and Analysts, 1/6/2016,
<http://quickreadbuzz.com/2016/01/06/reasonable-certainty-in-lost-profits-calculations/>

“The Present Value of Future Lost Profits and the Time Value of Money,” **Quick Read**, National Association of Certified Valuators and Analysts, 12/16/2015,
<http://quickreadbuzz.com/2015/12/16/discount-rates/>

“Terms of Art: Understanding the Language of Chapter 11 Cramdown,” **Quick Read**, National Association of Certified Valuators and Analysts, 9/9/2015,
<http://quickreadbuzz.com/2015/09/09/terms-of-art/>

“Financial Experts in Chapter 11 Bankruptcies: Unique Situations from Common Assignments,” Repost via Link of Quick Read Article Published 4/22/2015,
Harvard Law School Bankruptcy Roundtable, 7/28/2015,
<http://blogs.law.harvard.edu/bankruptcyroundtable/2015/07/28/financial-experts-in-chapter-11-bankruptcies-unique-situations-from-common-assignments/>

“Commercial Real Estate, Chapter 11 Bankruptcy, Cram Down Interest Rates, Part 2 of 2,” **Quick Read**, National Association of Certified Valuators and Analysts, 6/3/2015,
<http://quickreadbuzz.com/2015/06/03/commercial-real-estate-chapter-11-bankruptcy-2/>

“Commercial Real Estate, Chapter 11 Bankruptcy, Cram Down Interest Rates, Part 1 of 2,” **Quick Read**, National Association of Certified Valuators and Analysts, 5/27/2015,
<http://quickreadbuzz.com/2015/05/27/commercial-real-estate-chapter-11-bankruptcy/>

“Financial Experts in Chapter 11 Bankruptcies, Unique Situations from Common Assignments,” **Quick Read**, National Association of Certified Valuators and Analysts, 4/22/2015,
<http://quickreadbuzz.com/2015/04/22/financial-experts-in-chapter-11-bankruptcies/>

“Recommended Change Not Needed for Chapter 11 Cramdown Rates,” **Quick Read**, National Association of Certified Valuators and Analysts, 3/11/2015,
<http://quickreadbuzz.com/2015/03/11/recommended-change-not-needed-for-chapter-11-cramdown-rates/>

“Difficulty with Applying the Contract Rate Approach to Chapter 11 Bankruptcy, A Case Study Part 2 of 2,” **Quick Read**, National Association of Certified Valuators and

Analysts, 1/21/2015, <http://quickreadbuzz.com/2015/01/21/contract-rate-approach-chapter-11-bankruptcy-2/>

“Difficulty with Applying the Contract Rate Approach to Chapter 11 Bankruptcy, A Case Study Part 1 of 2,” **Quick Read**, National Association of Certified Valuators and Analysts, 1/14/2015, <http://quickreadbuzz.com/2015/01/14/contract-rate-approach-chapter-11-bankruptcy/>

“The Role of an Economic Expert in Chapter 11 Bankruptcy Matters: Common & Unique Engagements”, **The Earnings Analyst**, Vol. 14, 2014, (Online January 2015), www.TheEarningsAnalyst.com

“Three Common Roles for Financial Experts in Chapter 11 Bankruptcies, Part 2”, **Quick Read**, National Association of Certified Valuators and Analysts, 11/12/2014, <http://quickreadbuzz.com/2014/11/12/three-common-roles-for-financial-experts-2/>

“Three Common Roles for Financial Experts in Chapter 11 Bankruptcies, Part 1 of 2”, **Quick Read**, National Association of Certified Valuators and Analysts, 11/4/2014, <http://quickreadbuzz.com/2014/11/04/three-common-roles-financial-experts/>

“Commercial Real Estate, Chapter 11 Bankruptcy & Cram Down Interest Rates”, **The Earnings Analyst**, Vol. 13, 2013, (Online Fall 2014), www.TheEarningsAnalyst.com, Co-author Kristin Schroeder

“Cram Down Interest Rate Analysis in Chapter 11 Bankruptcy Matters: An Overview”, **The Earnings Analyst**, Vol. 12, 2012, (Online Winter 2013), www.TheEarningsAnalyst.com, Co-author Kristin Schroeder

“Alcohol and Drug Abuse and Its Impact on Employment and Earnings for Blue Collar Workers”, **TARPPS (IARP-Texas), Summer Journal 2012**, Co-author Shannon Shipp

“The Impact of Criminal Convictions on Calculations of Lost Earnings in Personal Injury and Wrongful Death: Issues for Forensic Economics and Vocational Assessment”, **Journal of Forensic Economics**, Vol. XVII, Numbers 2-3, Spring / Summer 2005 – Fall 2005, (Published July 2006), Co-author Shannon Shipp

“Substance Abuse and Its Impact on Employment and Earnings for Blue Collar Workers”, **The Earnings Analyst**, Vol. VIII, May 2006, Co-author Shannon Shipp

“The Impact of Recidivism on Projecting Future Earnings for Individuals with a History of Correctional Supervision”, **Journal of Forensic Economics**, Vol. XVI, Number 3, Fall 2003 (Published October 2004), Co-author Shannon Shipp

“Surviving A Daubert Challenge: A Survey of Attorneys”, **The Earnings Analyst**, Vol. V, May 2003.

PPC’s Personal Damage Specialist Calculator and Report Writer for Personal Injury, Wrongful Death, and Wrongful Termination Cases, Practitioner’s Publishing Corporation, 1st Edition, 1999, 2nd Edition 2002, Co-author Shannon Shipp

“Using TIPS and Non-Indexed Treasury Securities to Project Future Inflation”, **The Earnings Analyst**, Vol. IV, May 2001. Co-author Shannon Shipp

“Placing a Value on Lost Active Leisure”, **2001 Expert Witness Update New Developments in Personal Injury Litigation**, Chapter 8, Aspen Law & Business, New York, New York, 2001. Co-author Shannon Shipp

“The Value of Active Leisure”, **The Earnings Analyst**, Vol. III, May 2000. Co-author Shannon Shipp

“The Concept of the Value of Active Leisure”, **Southwestern Economic Proceedings Selected Papers**, Vol. 27, No. 1, 2000. Co-author Shannon Shipp

“An Overview in Worklife Expectancy Technique: An Analysis of the DOL Worklife Tables v LPE”, **Southwestern Economic Proceedings Selected Papers**, Vol. 26, No.1, 1999. Co-author Shannon Shipp

“Inflation Exposure: The Case of the American Pharmaceutical Industry”, **Southwestern Economic Review**, Vol. 24, No.1, 1997. Co-author Charles Becker

“The American Pharmaceutical Industry in the 1990’s: A Statistical Overview”, **Southwestern Economic Review**, Vol. 23, No. 1, 1996. Co-author Charles Becker

“Fulfilling Market Expectations: A Preliminary Study of Youth Soccer in Fort Worth, Texas”, **Southwestern Economic Proceedings Selected Papers**, Vol. 22, No. 2, 1995.

“An Analysis of the Impact of Two Potential Health Care Reforms: The Case of the North American Pharmaceutical Industry”, **Southwestern Economic Review**, Vol. 22, No. 1, 1995. Co-author Charles Becker

“A Solution to the Impact of Probable Health Care Reform: The Case of the North American Pharmaceutical Industry”, **Southwestern Journal of Economic Abstracts**, Vol. 15, No. 1, 1994. Co-author Charles Becker

“Savings, Debt and Long Term Interest Rates: A Practitioner’s Perspective”, **Southwestern Economic Proceedings Selected Papers**, Vol. 20, No. 2, 1993. Co-author Charles Becker

“A Contrarian View of the Manufacturers Hanover / Chemical Bank Merger”, **The International Journal of Finance**, Dec. 1993. Co-author Charles Becker

“The Manufacturers Hanover / Chemical Bank Merger: A Contrarian Perspective”, **Southwestern Journal of Abstracts**, Vol. 13, No. 1, 1992. Co-author Charles Becker

“Using T-Bills and Moving Averages to Create a Buy/ Sell Strategy for Utility Stocks”, **Journal of the Southwestern Society of Economists**, Vol. 19, No.1, 1992. Co-author Charles Becker

“A Non-Quantitative Approach to Investment Risk”, **Southwestern Journal of Abstracts**, Vol. 12, No. 1, 1991. Co-author Charles Becker

“Using a TBill Buy/Sell Model in Tandem with a Moving Average”, **Journal of the Southwestern Society of Economists**, Vol. 18, No.1, 1991. Co-authors Charles Becker, Harold Drummond

“The Practical Use of Moving Averages to Determine Bond Market Trends”, **Southwestern Journal of Economic Abstracts**, Vol. 11, No. 1, 1990. Co-author Charles Becker

“U.S. 90 Day Treasury Bills Rates as a Stock Market Indicator”, **Journal of the Southwestern Society of Economists**, Vol. 16, No. 1, 1989. Co-authors Charles Becker, Harold Drummond

PRESENTATIONS

“Looking Back to Go Forward: A Review of the Basics for Lost Profits,” National Association of Certified Valuators and Analysts, National State Chapter Day Virtual Conference, June 14, 2023

“Estimating the Economic Damages of the Self-Employed: Lost Profits or Lost Earning Capacity,” American Rehabilitation Economics Association, Annual Conference, May 18, 2023, Reno, Nevada

“Lost Profits in Commercial Litigation: Proving and Defending Damages,” CLE Webinar, Strafford Publications, Inc., (1.5 CLE credit), March 14, 2023, co-presenter Cameron Byrd

“Similarities & Differences Between Business Valuation & Lost Profits Analysis,” Collegium of Pecuniary Damages Experts Conference, March 4, 2023

“Looking Back to Go Forward: A Review of the Basics for Lost Profits,” National Association of Certified Valuators and Analysts, 2022 Business Valuation & Financial Litigation Hybrid & Virtual Super Conference, December 15, 2022

Rebroadcast of “Lost Profits in Commercial Litigation: Proving and Defending Damages,” CLE Webinar, Strafford Publications, Inc., (1.5 CLE credit), June 22, 2022, co-presenters Derrick Boyd, Cameron Byrd, Joseph Lesovitz, Answered questions live for June attendees

“Intermediate Boot Camp – Estimating Lost Earning Capacity and Mitigation from the Ground Up, American Rehabilitation Economic Association, Annual Conference, May 28, 2022

“Elements of a Lost Profits Engagement,” Collegium of Pecuniary Damages Experts Conference, April 23, 2022, Henderson, Nevada, co-presenter Jeremiah Grant

“Lost Profits in Commercial Litigation: Proving and Defending Damages,” CLE Webinar, Strafford Publications, Inc., (1.5 CLE credit), March 10, 2022, co-presenters Derrick Boyd, Cameron Byrd, Joseph Lesovitz

“Impact of COVID-19 on Causation,” National Association of Certified Valuators and Analysts, Hybrid & Virtual Winter Conference, Ft. Lauderdale, Florida, December 16, 2021

Around the Valuation World Morning Show, Panelist to discuss session on the impact of COVID-19 when calculating commercial damages in litigation, National Association of Certified Valuators and Analysts, Hybrid & Virtual Winter Conference, Fort Lauderdale, Florida, December 16, 2021

“Personal Goodwill – When Do We See It?” Collegium of Pecuniary Damages Experts, Henderson, Nevada, September 24, 2021, co-presenter Rob Schlegel

“Impact of COVID-19 on Causation,” Collegium of Pecuniary Damages Experts, Henderson, Nevada, September 25, 2021

“Estimating Economic Loss of the Self-Employed – Lost Profits or Lost Earning Capacity,” National Association of Certified Valuators and Analysts, Hybrid & Virtual Super Conference, June 24, 2021

“Intermediate Boot Camp - Estimating Personal Injury and Wrongful Death Damages: Making the Calculations and Critiquing an Opposing Expert’s Work,” American Rehabilitation Economics Association, Virtual Conference, May 20, 2021

“Lost Profits in Commercial Litigation: Proving and Defending Damages,” CLE Webinar, Strafford Publications, Inc., (1.5 CLE credit), March 10, 2021, co-presenters Derrick Boyd, Cameron Byrd, Joseph Lesovitz

“Assessing Economic Damages of the Self-Employed: A Fundamental Review of Vocational & Economic Techniques for Estimating Lost Earning Capacity and Lost Economic Support,” IARP Virtual Annual Conference, October 7, 2020, co-presenter Neil Bennett

“Lost Profits and the Modern New Business Rule – How it Works and How Defendants Try to Attack it,” National Association of Certified Valuators and Analysts, Virtual Super Conference, August 6, 2020

“Lunch and Learn with Financial Litigation Experts,” National Association of Certified Valuators and Analysts, Virtual Super Conference, June 18, 2020, co-presenter Rebekah Smith

“Lost Profits and the Modern New Business Rule – How it Works and How Defendants Try to Attack it,” National Association of Certified Valuators and Analysts, Virtual Super Conference, June 18, 2020

“Lost Profits – Methodology, Court Standards, and Discounting to Present Value,” Financial Valuation Super Conference, National Association of Certified Valuators and Analysts, Ft. Lauderdale, Florida, December 10, 2019

“Lost Profits in Commercial Litigation: Proving and Defending Damages,” CLE Webinar, Strafford Publications, Inc., (1.5 CLE credit), September 25, 2019, co-presenter Jeffrey Totten

“Methodologies for Discounting Lost Profits – Ex Ante, Ex Post, and Hybrid,” Annual Conference, National Association of Certified Valuators and Analysts, Salt Lake City, Utah, June 7, 2019

“Challenges and Pitfalls in Expert Testimony,” American Rehabilitation Economics Association, Ft. Lauderdale, Florida, May 25, 2019, co-presenters Jeffrey Joy, Steve Bast

“Intermediate Boot Camp, Estimating Damages for Personal Injury and Wrongful Death: Knowing and Using the Right Tools,” American Rehabilitation Economics Association, Ft. Lauderdale, Florida, May 23, 2019

“Estimating the Economic Losses of the Self-Employed – Lost Profits or Lost Earning Capacity,” Financial Valuation Super Conference, National Association of Certified Valuators and Analysts, Ft. Lauderdale, Florida, December 12, 2018

“Lost Earning Capacity of Long Haul Truck Drivers: Independent vs. Rank & File Truckers,” American Rehabilitation Economics Association, Austin, Texas, June 22, 2018

“Introduction to Lost Profits – An Overview of Methodology, Discounting, and How They Work in Real Life,” Annual Conference, National Association of Certified Valuators and Analysts, Las Vegas, Nevada, June 20, 2018

“Analyzing the Lost Earning Capacity of the Self Employed,” Dallas Bar Association, North Dallas Clinic, Dallas, Texas, June 9, 2017, (provided 1.00 MCLE credit)

“Intermediate Boot Camp – Back to Basics: Present Value Calculations,” American Rehabilitation Economics Association, San Diego, California, May 11, 2017

“Lost Earning Capacity and Lost Earnings of the Self-Employed,” Collegium of Pecuniary Damages Experts, Las Vegas, Nevada, April 1, 2017, co-presenter Gregson Parker

“Commercial Damages: A Case Study,” Collegium of Pecuniary Damages Experts, Las Vegas, Nevada, March 31, 2017

“How to Determine True Income through the Review of an Individual’s Tax Returns,” American Rehabilitation Economics Association, Philadelphia, Pennsylvania, June 4, 2016, co-presenter George McLaughlin, (replaced Ygnacio Garza)

“Intermediate Boot Camp - Assessing Economic Damages of the Self Employed: A Fundamental Review for Estimating Lost Earning Capacity, Lost Economic Support, and Loss of Business Value,” American Rehabilitation Economics Association, Philadelphia, Pennsylvania, June 2, 2016

“Calculating Lost Profits Including Appropriate Discount Rates,” Collegium of Pecuniary Damages Experts, Las Vegas, Nevada, March 18, 2016, co-presenter Jeremiah Grant

“Collaboration with Forensic Economists: Understanding Their Work,” 2016 International Leisure and Learn Workshop, Collaboration: The Essence of Effective Life Care Planning, Ajijic, Mexico, March 11, 2016

“Projecting Future Recidivism for Former Offenders,” American Rehabilitation Economics Association, Reno, Nevada, June 6, 2015, co-presenter Shannon Shipp

“Intermediate Boot Camp - Estimating Lost Earning Capacity: Fitting Facts, Statistics & Models Together,” American Rehabilitation Economics Association, Reno, Nevada, June 4 -5, 2015

“Discount Rates for Different Types of Pecuniary Damages 2015,” Issues & Practices 2015, Collegium of Pecuniary Damages Experts, Las Vegas, Nevada, March 19, 2015, co-presenters Joseph Rosenberg, Robert Schlegel

“Chapter 11 Bankruptcy, Cram Down Rates, & the Contract Rate Approach,” Collegium of Pecuniary Damages Experts, Las Vegas, Nevada, March 21, 2014

“The Ins and Outs of Present Value Calculations – A review of the Three Commonly Accepted Methods,” National Association of Certified Valuators and Analysts, Litigation Consulting Webinar Series, November 7, 2013, (webinar provided 1.0 CPE credit for NACVA members)

“Fun with Numbers (Not) ... The Ins and Outs of Present Value Calculations,” American Rehabilitation Economics Association, New Orleans, Louisiana, May 4, 2013

“Intermediate Boot Camp - Calculating Lost Earning Capacity: Spreadsheet Preparation,” American Rehabilitation Economics Association, New Orleans, Louisiana, May 2 – 3, 2013

“Role of an Economic Expert in Chapter 11 Bankruptcy Matters,” Collegium of Pecuniary Damages Experts, Las Vegas, Nevada, March 23, 2013

“Do Former Prisoners Earn Less? Impact of Correctional Supervision on Earnings,” IARP Webinar Series, June 27, 2012, (webinar provided 2.0 CEU’s for IARP members)

“Intermediate Boot Camp,” American Rehabilitation Economics Association, Seattle, Washington, June 7 – 8, 2012

“Returning Past Offenders to Work: Do Former Prisoners Earn Less? – Impact of Correctional Supervision on Earnings”, Texas Association of Rehabilitation Professionals and Providers of Services, Winter All Day Seminar 2012, Plano, Texas, February 24, 2012

“Do Former Prisoners Earn Less? – Impact of Correctional Supervision on Earnings”, International Association of Rehabilitation Professionals – Forensic Conference, Las Vegas, Nevada, November 5, 2011

“Ethical Issues in the Interface between Vocational and Economic Experts”, American Rehabilitation Economics Association, Chicago, Illinois, June 11 – 14, 2009, co-presenter - Shannon Shipp, Ph.D.

“Boot Camp ‘Determining Personal Damages 201’”, Pre-Conference Session, American Rehabilitation Economics Association, Chicago, Illinois, June 11 – 14, 2009, co-presenters – Kevin Marshall, J.D., MPA, Shannon Shipp, Ph.D., (course provided one hour of graduate credit for economics from University of La Verne)

“Cram Down Interest Rates in Chapter 11 Cases: Looking for the Magic Bullet”, April 20, 2009, Tarrant County Bar Association, Bankruptcy Bar, Fort Worth, Texas, (provided 30 minutes of CLE credit)

“Forensics Economics 101”, Boot Camp, Pre-Conference Session, American Rehabilitation Economics Association, Pittsburgh, Pennsylvania, May 15 – 16, 2008, co-presenters – Kevin Marshall, J.D., MPA, Shannon Shipp, Ph.D., (course, in conjunction with two other sessions, provided one hour of graduate credit for economics from University of La Verne)

“Analyzing Reorganization Plans and Assessing Cram Down Interest Rates for the Repayment of Debt in Chapter 11 Bankruptcy Cases”, National Association of Forensic Economics – Winter Meeting, Curacao, Netherlands Antilles, February 1, 2008

“The Self-Employed & Damages: Legal, Vocational & Economic Perspectives”, Pre-Conference Session, American Rehabilitation Economics Association, Pittsburgh Pennsylvania, May 17 – 18, 2007, co-presenters, legal perspective – Derrick Boyd, Esq., vocational perspective – William Reed, Ph.D., (course provided one hour of graduate credit for economics from University of La Verne)

“Cram Down Interest Rates for Unsecured Creditors: Where is the Risk?”, National Association of Forensic Economics – Winter Meeting, Western Caribbean Cruise, January 28, 2007

“Double Counting: What It Is and How to Avoid It”, American Rehabilitation Economics Association, Reno Nevada, May 20, 2006

“Personal Damages Calculations and the Courts: A Square Peg in a Round Hole or Common Sense for the Common Man”, National Litigation Support Services Association, Las Vegas, Nevada, May 9, 2006

Panel on “Some Key Issues in Employment Termination Cases”, American Rehabilitation Economics Association, Reno, Nevada, May 14, 2005

“The Sources and Uses of Growth and Discount Rate Data in a Litigious Environment”, Pre-Conference Session, American Rehabilitation Economics Association, Reno Nevada, May 12-13, 2005, Co-presenter – Gene Trevino, (course provided one hour of graduate credit for economics from Our Lady of the Lake University, Reno Nevada)

Panel on “Differences Between the Roles of a Forensic Economist for the Plaintiff and for the Defendant in Personal Injury / Wrongful Death Litigation”, Southern Economic Association, NAFE Conference, New Orleans, Louisiana, November 21, 2004

“Issues in Estimating Final Date of Separation from the Workforce”, Panel on Issues Calculating Work Life Expectancy: Quantitative vs. Qualitative Data, American Rehabilitation Economics Association, Fort Worth, Texas, May 17, 2003.

“The Best of ‘Bad’ Testimony: Strategies and Techniques No Expert Should Ever Use – And Why.” American Rehabilitation Economics Association, Fort Worth, Texas, May 16, 2003 (replaced Jim Rodgers on panel with Jerry Martin).

“Surviving a Daubert Challenge: A Survey of Attorneys”, American Rehabilitation Economics Association Conference, Reno, Nevada, May 18, 2002

“Understanding the MCPI: Lists of Terms and Definitions of Categories / The Appropriate Use and Application of the MCPI in a Litigation Context”, American Rehabilitation Economics Conference, Reno, Nevada, May 18, 2002

“Expense Offsets in Lost Earnings Calculations”, Panel Presentation: Issues Relating to Offsets Between Damage Elements in Forensic Economics, Southern Economic Association, Joint NAFE / AREA / AAEFE Conference, Tampa, Florida, November 18, 2001

Panel Presentation: Discount Rates in Lost Profits Cases, Discounting Methods and Theories, Discounting Methods on Other Issues, National Litigation Support Services Association, Las Vegas, Nevada, May 18, 2001.

“Inflation, Yield Curves and Inflation Indexed Bonds”, Southwestern Society of Economists, New Orleans, Louisiana, March 2, 2001.

“Head to Head: A Close-up View of Damage Software for Economic Professionals”, American Rehabilitation Economics Association Conference, Reno, Nevada, May 20, 2000.

“Head to Head to Head: A Close-up View of Software for Damage Calculations”, Southern Economic Association, New Orleans, Louisiana, November 21, 1999.

“The Concept of the Value of Active Leisure”, National Association of Forensic Economists, Southwestern Meeting, San Antonio, Texas, April 2, 1999.

Panel Discussion on Different Perspectives of Discount Rates, National Association of Forensic Economists, Southwestern Meeting, San Antonio, Texas, April 2, 1999.

“Lost Earning Capacity: A Comparison of the Gamboa Tables, LPE and the Department of Labor Tables”, Southwestern Society of Economists, Houston, Texas, March 11, 1999.

Round Table on Wrongful Death, National Association of Forensic Economists, Southwestern Meeting, Corpus Christi, Texas, March 21, 1998.

“An Overview in Worklife Expectancy Technique: An Analysis of the DOL Worklife Tables versus LPE”, Southwestern Society of Economists, Dallas, Texas, March 6, 1998.