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Khalifah L. Shabazz \* + ∞

\* Managing Attorney  
+ Admitted in NJ & NY  
∞ Admitted in PA

April 4, 2019

**Cost Proposal**

The Law Firm of Shabazz & Associates, LLC believe in providing aggressive and competent legal services for reasonable rates. While, **all legal fees are negotiable**, the law firm generally charges a flat rate of **\$135** per hour for shareholders; **\$125** per hour for all other attorneys and **\$70** per hour for all work performed by any member of the administrative staff.

The Law Firm of Shabazz & Associates, LLC also charges **.08** cents per page for copying and scanning for all black and white print. There is a charge of **.15** cents per page for all color copying.



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New Brunswick, NJ 08901  
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Michele G. Haas  
Partner  
Certified by the Supreme Court of New Jersey as a Workers'  
Compensation Law Attorney  
mhaas@hoaglandlongo.com

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April 9, 2019

Isabel C. Garcia  
Purchasing Agent  
Division of Purchasing  
319 East State Street  
Trenton, NJ 08608

**Re: RFP Response – Legal Services – Workers’ Compensation Defense Counsel  
Price Proposal**

Ms. Garcia:

Pursuant to the City of Trenton’s Request for Proposals for Legal Services – Workers’ Compensation Defense counsel, please be advised that the Firm of Hoagland, Longo, Moran, Dunst & Doukas, LLP changes the proposed rates of \$140.00 per hour for shareholders, \$125.00 per hour for attorneys and \$85.00 per hour for paralegals. Furthermore, the Firm does not charge for costs such as photocopying, postage, etc.

Should you require any additional information please do not hesitate to contact my office.

Very truly yours,

MICHELE G. HAAS

MGH:lip

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**FEE PROPOSAL**

Brown & Connery is committed to the delivery of the finest quality legal services to our clients. Our law firm is also committed to improving the quality of life in the community in which we live and work -- including improving the level of government services. Brown & Connery would like to assist in the efficient and economic delivery of services. We recognize that local governments and institutions have limited resources and are faced with increasing demand for services. Brown & Connery has, in its prior representation of similar entities, provided its legal services at fee levels that are far less than those usually charged to private and corporate clients. **The firm proposes to provide legal services at an hourly rate of \$150 for all partners, \$135 for all other attorneys and \$85 for law clerks/paralegals.**

Billable time would include reasonable time spent in all aspects of client representation, including, but not limited to, telephone conversations, drafting and review of correspondence and other documents, conferences, preparation for and attendance at court hearings and depositions and client meetings and legal research. Secretary time and word processors time would not be billed. There is no fee for administrative costs such as photocopying or postage.

Our invoices are itemized by date, name of professional, description of service and number of hours, and type and amount of disbursement. Invoices are issued monthly and payment is due within thirty days.

Respectfully submitted,

**BROWN & CONNERY, LLP**



Christine P. O'Hearn



### **C) Facilities**

GMA is a South Jersey firm with its main office located in historical Woodbury on “Lawyers’ Row”. GMA also has offices in Mount Holly, Vineland and Tinton Falls, New Jersey. GMA employs a total of 16 people, 8 of which are attorneys. GMA hours of operation are 8am – 6pm Monday through Friday and can easily service the City of Trenton Department of Law with the time, participation and requirements presented in the Request for Proposals/Qualifications. However, to service your City’s emergency needs, attorneys will be accessible 24 hours a day via emergency phone lines.

### **D) Conflicts of Interest**

No foreseeable conflicts exist at this time. However, if a conflict arises GMA will alert the City of Trenton Department of Law.

### **E) Fees**

With the knowledge of the individuals named herein, along with the proper documents included from GMA, the firm’s grasp of timelines, protocol, procedures and other issues, GMA will accomplish each task in a timely, skilled manner.

Proposed rate for service rendered by Grace, Marmero & Associates, LLP: **\$150.00 per hour**

### **F) Other Information**

#### Services in the United States of America

All Services will be performed within the United States of America.

#### Terms and Conditions

GMA will comply with all the General Terms and Conditions required by the City of Trenton Department of Law and enter into a Standard Professional Services Contract.

#### Insurance in Accordance

Grace, Marmero & Associates, LLP has both Professional Liability Insurance and Workers’ Compensation in accordance with New Jersey law.

#### References

Due to the confidentiality of cases, references can be discussed with the attorneys from our firm. Please note the firm handles hundreds of cases per year.

#### Proof of Insurance

Attached

#### Affirmative Action Statement

Attached

#### Non-Collusion Affidavit

Attached



**CAPEHART  
SCATCHARD**

ATTORNEYS AT LAW

Mt. Laurel, NJ ♦ 856.234.6800

Trenton, NJ ♦ 609.394.2400

Holmdel, NJ ♦ 732.526.1128

New York, NY ♦ 646.600.7154

Elmira, NY ♦ 607.428.8877

Philadelphia, PA ♦ 215.825.8329

Wilmington, DE ♦ 302.351.4037

[www.capehart.com](http://www.capehart.com)



**CAPEHART SCATCHARD'S  
PROPOSED FEES FOR  
LEGAL SERVICES – WORKERS' COMPENSATION LITIGATION  
AND OTHER RELATED MATTERS**

Capehart Scatchard has a long-standing commitment to staffing client matters according to the task at hand, utilizing shareholders, associates, and paralegals where required in order to deliver the best product and service in an effective and cost-efficient manner.

We propose an hourly rate for shareholders of \$165 per hour, \$140 per hour for all other attorneys and \$95 per hour for paralegals. We would invoice you monthly for work performed during the preceding calendar month. Capehart Scatchard does not charge for administrative fees. Out-of-pocket expenses would be charged at our actual cost, without application of any mark up.

**If the above rate is unacceptable, we would be happy to negotiate a mutually-acceptable fee schedule.**




## COMPENSATION PROPOSAL

With respect to hourly rates and scope of services, please be advised that this Firm will bill monthly at the hourly rates of \$175.00 per hour for shareholders, \$135.00 per hour for all other attorneys, and \$85.00 per hour for paralegals. Monthly fees, exclusive of costs shall be capped at \$15,000.00. The Firm shall provide all required legal services on behalf of the City of Trenton in connection with its workers' compensation claims including but not limited to, the defense of workers' compensation claims, the filing of Answers and Counterclaims, Motion practice, negotiations with adverse counsel, and appearances before the Administrative Law Judge assigned the case. Fees for matters appealed to the Superior Court Appellate Division will be separately negotiated.

Out-of-pocket disbursements and costs incurred on behalf of the City, will be itemized on each bill and will be billed at the actual cost incurred in accordance with the City of Trenton outside counsel guidelines.

SHAIN SCHAFFER PC  
A Professional Corporation Organized and  
Existing Under the Laws of the State of  
New Jersey

  
Marguerite M. Schaffer, Esq.

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**FLORIO ♦ KENNY ♦ RAVAL, L.L.P.**

**ATTORNEYS AT LAW**

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EDWARD J. FLORIO  
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DAVID J. YANOTCHKO  
KEITH KANDEL^  
WILLIAM J. MASLO  
MICHAEL T. WILKOS\*  
MATTHEW R. TAVARES\*  
MICHAEL S. URCUYO

\*ADMITTED TO NJ & NY BAR  
^CERTIFIED AS A WORKERS'  
COMPENSATION ATTORNEY

March 27, 2019

Isabel C. Garcia, QPA  
City Hall Annex  
Division of Purchasing  
City of Trenton  
319 East State Street  
Trenton, New Jersey 08608

**RE: FEE PROPOSAL FOR LEGAL SERVICES- WORKERS COMPENSATION  
LITIGATION AND OTHER RELATED MATTERS RFP 2019-23**

Dear Ms. Garcia:

We propose a rate of \$175.00 per hour per partners, \$135.00 per hour per attorneys, and \$85.00 per hour per paralegals for the term of the Contract.

Respectfully submitted,

FLORIO♦KENNY♦RAVAL, L.L.P.

EDWARD J. FLORIO  
[eflorio@fkrlaw.com](mailto:eflorio@fkrlaw.com)

Writer's direct email address:  
EJF/lnf





**Price proposal must include separate rates for shareholders, all other attorneys and paralegals.**

Malamut and Associates has a long-standing commitment to staffing client matters according to the task at hand, utilizing shareholders, associates, and paralegals where required in order to deliver the best product and service in an effective and cost-efficient manner.

It has been our practice to base all legal services on an hourly fee rather than a retainer. Our current hourly rate is \$175.00 per hour for shareholders. We would invoice you monthly for work performed during the preceding calendar month. Out-of-pocket expenses would be charged at our actual cost, without application of any mark up. Out-of-pocket expenses include, but are not limited to, records we pay for, transcripts we pay for, but not mileage to court or meetings.

Other associate attorneys at the firm may assist where necessary and appropriate. The maximum rate that the firm will charge for those attorneys' services will be \$135.00 per hour. Paralegal services will be charged at \$85.00 per hour.

**Fee Proposal**

Biancamano & Di Stefano, P.C, agrees to the rates as outlined by The City of Trenton:

**Legal Services – Workers Compensation Litigation and Other Related Matters  
RFP2019-23**

**Partners - \$175.00 per hour**

**Associates - \$135.00 per hour**

**Paralegals - \$85.00 per hour**

Our Firm does not charge for administrative fees (*i.e.*, photocopying, postage, etc.).

**LEGAL SERVICES-WORKER'S COMPENSATION LITIGATION AND OTHER RELATED MATTERS FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION PROPOSALS OPENED 4/12/19 AT 11:00AM**

RFP2019-23 LEGAL SERVICES-WORKER'S COMPENSATION LITIGATION AND OTHER RELATED MATTERS FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION		
NUMBER OF RESPONDENTS:		
NAME OF BIDDER		
ADDRESS		
CITY, STATE, ZIP		
CONTACT NAME		
TELEPHONE		
FAX		
E-MAIL		
STATEMENT OF OWNERSHIP DISCLOSURE		
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE		
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA		
EQUAL EMPLOYMENT OPPORTUNITY LANGUAGE		
NJ BUSINESS REGISTRATION CERTIFICATE		
NON-COLLUSION AFFADAVIT		
ETHICS COMPLAINT DISCLOSURE		
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE		
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS		
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN		
DEBARMENT NOTICE REQUIRED		
EIC		
CERTIFICATE OF INSURANCE		
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY		
60-DAY EXTENSION COMPLIANCE		
WILLING TO PROVIDE PRIORITY EMERGENCY SERVICES		
REFERENCES		
W-9		
HOURLY RATE		
FATAL DEFECT		