RFP2017-14 LEGAL SERVICES- WORKER’S COMPENSATION DEFENSE COUNSEL FOR TRENTON DEPARTMENT OF LAW FOR A PERIOD OF ONE YEAR BID OPENING MAY 16, 2017 AT 11:00AM

MEMBER OF RESPONSIBLE BIDDER

NAME OF BIDDER
WEINER LAW GROUP, LLP

BIDDER ADDRESS
1600 VALLEY BROOK AVENUE, P.O. BOX 790
NEW BRUNSWICK, NJ 08902

BIDDER INFORMATION
WILLIAM T. FREEMAN, ESQ.
N/A
973-341-5107
CERT.#41774 EXP. 04/15/2022

CERT. #:

CERTIFICATE OF INSURANCE
INCLUDED
EXCEPTIONS (IF ANY)
NONE

DISCLOSURE OF INVESTED POLITICAL CONTRIBUTIONS
INCLUDED

NON-COLLUSION AFFADAVIT
INCLUDED

CERTIFICATION AND DISCLOSURE OF 1990 LANGUAGE AFFIRMATIVE ACTION STATEMENT
INCLUDED

E-MAIL CONTACT NAME
LMASUCCI@WEINER.LAW

TELEPHONE CONTACT NAME
973-624-1503

ADDRESS
44 EUCLID STREET
PHILADELPHIA, PA 19103

CITY, STATE, ZIP
PHILADELPHIA, PA 19103

BIDDER ADDRESS
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BIDDER INFORMATION
LOUIS M. MASUCCI, JR.
N/A
973-624-6440
CERT.#11738 EXP. 09/15/2018

CERT. #:

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NONE

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BIDDER INFORMATION
ALLEN SAFRIN, ESQ.
N/A
201-896-4100
CERT.#4050 EXP. 08/15/2019

CERT. #:

CERTIFICATE OF INSURANCE
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EXCEPTIONS (IF ANY)
NONE

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E-MAIL CONTACT NAME
ALLEN@BBS-LAW.COM

TELEPHONE CONTACT NAME
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ADDRESS
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BIDDER INFORMATION
DOUGLAS M. LONG
N/A
610-666-7740
CERT.#41774 EXP. 09/15/2018

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E-MAIL CONTACT NAME
DLONG@LONGMARMERO.COM

TELEPHONE CONTACT NAME
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ADDRESS
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856-235-2786
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E-MAIL CONTACT NAME
LMOORE@MOORELAWFIRMNJ.COM

TELEPHONE CONTACT NAME
215-665-3302

ADDRESS
44 EUCLID STREET
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PHILADELPHIA, PA 19103

BIDDER ADDRESS
732-549-0068
NEWARK, NJ 07102

BIDDER INFORMATION
MEVA DE BRICKLIN & SALTZBURG BENNETT, ESQ.
N/A
732-549-0068
CERT.#11547 EXP. 07/15/2017

CERT. #:

CERTIFICATE OF INSURANCE
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EXCEPTIONS (IF ANY)
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DISCLOSURE OF INVESTED POLITICAL CONTRIBUTIONS
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NON-COLLUSION AFFADAVIT
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CERTIFICATION AND DISCLOSURE OF 1990 LANGUAGE AFFIRMATIVE ACTION STATEMENT
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E-MAIL CONTACT NAME
MGIGLIOTTI@CAPEHART.COM

TELEPHONE CONTACT NAME
215-561-6661

ADDRESS
201-896-4100
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CITY, STATE, ZIP
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BIDDER ADDRESS
732-549-0068
NEWARK, NJ 07102

BIDDER INFORMATION
CHARITY HYDE, ESQ.
N/A
856-234-6800
CERT.#47178 EXP. 04/15/2020

CERT. #:

CERTIFICATE OF INSURANCE
INCLUDED
EXCEPTIONS (IF ANY)
NONE

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NON-COLLUSION AFFADAVIT
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CERTIFICATION AND DISCLOSURE OF 1990 LANGUAGE AFFIRMATIVE ACTION STATEMENT
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HYDE@BBS-LAW.COM

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ADDRESS
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BIDDER INFORMATION
KHALIFAH L. SHABAZZ
N/A
732-549-0068
CERT.#12316 EXP. 08/15/2018

CERT. #:

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EXCEPTIONS (IF ANY)
NONE

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E-MAIL CONTACT NAME
KSHABAZZ@SHABAZZLAWFIRM.COM

TELEPHONE CONTACT NAME
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ADDRESS
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CITY, STATE, ZIP
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BIDDER ADDRESS
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BIDDER INFORMATION
JOSEPH V. BIANCAMANO,
P.C.
10 PARSONAGE ROAD,
BIAVCAMANO & DI'STEFANO, P.C.

CERT. #:

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PHILADELPHIA, PA 19103

BIDDER INFORMATION
WILLIAM J. SCARINCI, ESQ.
N/A
201-896-4100
CERT.#11552 EXP. 07/15/2017

CERT. #:

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CERTIFICATION AND DISCLOSURE OF 1990 LANGUAGE AFFIRMATIVE ACTION STATEMENT
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E-MAIL CONTACT NAME
WTFREEMAN@BROWNCONN.COM

TELEPHONE CONTACT NAME
300 E-MAIL CONTACT NAME

ADDRESS
201-896-4100
PHILADELPHIA, PA 19103

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BIDDER ADDRESS
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PHILADELPHIA, PA 19103

BIDDER INFORMATION
ERIC M. BERSTEIN, ESQ.
N/A
732-805-3346
CERT.#12316 EXP. 08/15/2018

CERT. #:

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E-MAIL CONTACT NAME
HYE@BBS-LAW.COM

TELEPHONE CONTACT NAME
856-234-6800

ADDRESS
201-896-4100
PHILADELPHIA, PA 19103

CITY, STATE, ZIP
PHILADELPHIA, PA 19103
RESPONDENTS PRICE PROPOSAL

The Weiner Law Group LLP proposes to provide all legal services performed by attorneys licensed to practice law in the State of New Jersey at the blended rate of $150.00 per hour. Respondent also proposes to provide paralegal services at the rate of $75.00 per hour. We ask that the City of Trenton reimburse us for all litigation costs incurred, including postage, mileage and parking expenses, and we will charge $.10 a page for photocopying.

WEINER LAW GROUP LLP

By: [Signature]
Louis M. Masucci, Jr., Esq.
Authorized Representative
1. **Legal Services for Consideration**

Our Firm wishes to be considered for the providing of legal services for the City of Trenton in the following areas of law:

*Workers’ Compensation*

2. **Rate for 2017**

Our Firm’s billing rate for Partners is $115.00, Associates is $105.00 and paralegal is $70.00 per hour.

3. **Plan for Provision of Services**

*Our Firm is a mid-size law firm specializing in the handling of insurance defense claims, in particular, in the areas of public entity liability, workers' compensation, general liability, automobile liability, medical malpractice, employment liability, professional liability and trucking liability and are qualified to handle the defense of claims in all of these areas.*

Our Firm had many goals in mind when it was organized in October 1994 to defend insurance claims within the State of New Jersey. We have developed a philosophy of being proactive, as opposed to reactive in the handling of all claims. That is, we attempt to utilize the facts of each case, along with the applicable law, as a sword to gain control over the claim, rather than a shield to merely defend the claim. More specifically, our goal has been to provide our clients with quality representation and to aid in solving legal problems which arise within New Jersey law, whether they occur in litigation or during the infant stages of a claim prior to a claimant seeking legal representation.

Our Firm philosophy with respect to our civil litigation practice, is to take an aggressive approach to determining the validity of the plaintiff's claims and the ability to defend our client's position. In doing so, we are able to evaluate at the earliest possible juncture in the litigation whether the case is defensible or whether there truly are problems with the defense which would ultimately direct the matter toward the path of settlement. We can then be in the best position to focus the defense of this matter toward a complete defense toward Trial, or toward a defense which would put us in the position to negotiate the lowest possible settlement. In an effort to reduce defense costs, we would not perform significant legal work which would not achieve the goals which we are seeking in a particular case. Also, conscious attempts are made to decrease defense costs by utilizing associates and paralegals when appropriate.

With regards to Workers' Compensation claims, much occurs before the intervention of attorneys into the process. The Workers’ Compensation process begins with the occurrence of an accident at the workplace. Even at this earliest stage of a claim, there are far-reaching legal implication decisions which may ultimately impact on the outcome of the claim. For that reason, we have made ourselves available to our clients, whether such availability occurs via the telephone, in person, or through a private mini
diversity of clients which affords us with the opportunity to have experience in every coverage arrangement and employment setting.

We have broad public sector exposure. We represent public entities such as NJT, South Jersey Transportation Authority, stand-alone government entities such as Counties and Cities, Joint Insurance funds which insure several municipalities, school boards or municipal utility authorities. We represent many self-insureds which employ a variety of insurance products in the administration or their workers' compensation programs. These clients include UPS, Barnes and Noble, Alcoa, Bloomin Brands, Darden Restaurants, Atlanticare, TD bank, PSEG, American Water and many others. We represent WC Insurance Carrier's as well. For example, through Travelers operating as a TPA in the New Jersey involuntary market we represent Hartford, Zurich, Travelers and CNA. In the traditional voluntary market we represent Liberty Mutual, Travelers, NJM, Hartford, MEMIC and Selective among others. We also represent mono-line Carrier's such as Strategic Comp which utilizes a non-traditional claims model.

The Brown and Connery firm is now the most experienced New Jersey Law firm defending employers in the Division of Workers' Compensation. This practice group is managed by William Freeman, Esquire and is comprised of ten attorneys focused on the representation of public and private employers. Several of the firm's attorneys have been designated as Certified Workers' Compensation Law Attorneys by the New Jersey Supreme Court. The Certification denotes our attorney's high level of experience, knowledge and competence in the field of Workers' Compensation Law. Our attorneys are the foremost authorities in the field of New Jersey Workers' Compensation. Brown and Connery attorneys have decades of experience in aggressively and successfully defending workers' compensation claims in the Division of Workers Compensation, Appellate Division of the Superior Court of New Jersey and New Jersey Supreme Court.

**Fee Proposal**

The fee proposal is a flat fee of NINE HUNDRED FIFTY ($950.00) DOLLARS per claim. The bid includes all legal work necessary to handle the files from the opening of the file and filing of initial Answer with the Division through final disposition which is described below.

In order to discharge our obligation our scope of services will include;

The assigned attorney will review all file and investigative materials to assess any potential issues of compensability. An answering statement will be filed with the Division of Workers Compensation within the time prescribed by the New Jersey Statutes and Administrative Code.

The attorney, as part of the initial analysis will provide a detailed, comprehensive overview of the claim to the City and its Third Party Administrator. The initial analysis letter will advise of any additional investigation required, including but not limited to:

- Prior and/or intervening Injuries
- Pre-existing medical records from Primary Care Physician or other provider
- Employment History
of Interstate Highway 78. Access to the New Jersey Turnpike and the Garden State Parkway are also within minutes of the office.

**ACCEPTANCE OF AUTHORIZED COMPENSATION**

The Law Firm of Eric M. Bernstein & Associates, L.L.C. will accept all rates and compensation as set forth in the Request for Proposal in accordance with such rates as may be determined by the City of Trenton by Resolution or Ordinance.

**PROPOSAL COSTS**

<table>
<thead>
<tr>
<th>Event/Activity</th>
<th>Rate per Hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Law Firm of Eric M. Bernstein &amp; Associates, L.L.C. will accept all rates and compensation as set forth in the Request for Qualifications in accordance with such rates as may be determined by the City of Trenton by Resolution or Ordinance.</td>
<td></td>
</tr>
<tr>
<td>Hourly Rate – All Special Counsel services, before courts, agency, Office of Administrative Law, Department of Personnel or in negotiations, or in-office, including client meetings, depositions, motion or conference hearings, and trial time. Hrourly Rate - All Attorneys</td>
<td>$150.00 per hour</td>
</tr>
<tr>
<td>Hourly Rate - Paralegals (when requested and authorized)</td>
<td>$60.00 per hour</td>
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<td>Postage (includes Federal Express and USPS Priority)</td>
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</tr>
<tr>
<td>Copying (in house, legal or letter sized)</td>
<td>$0.20 per page</td>
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<td>Market Rate</td>
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<td>Facsimile transmittal (sending only)</td>
<td>$0.20 per page</td>
</tr>
<tr>
<td>Electronic transmission (email or other)</td>
<td>None</td>
</tr>
</tbody>
</table>

**CONFLICTS OF INTEREST**

The Law Firm represents that representation of the City of Trenton will not give rise to any conflict which might adversely affect that representation. In addition, New Jersey Regulatory Disclosure of Financial Interest/Conflict of Interest Data Form pursuant to N.J.A.C. 11:15 – 2.6 (c) (10) is attached in the Appendix.

**CERTIFICATION OF PROFESSIONAL STANDING**

All members of the Law Firm of Eric M. Bernstein & Associates, L.L.C. and all staff attorneys assigned for the provision of professional services to the City of Trenton are
In the Moorestown, NJ office, there are six attorneys (three partners) dedicated solely to the practice of workers’ compensation. Attached please find the resumes of these attorneys. Each of these attorneys appear routinely in court and handle all aspects of their assigned claims.

In the Moorestown, NJ office, there are also two paralegals, each of whom dedicate their practice solely to NJ workers’ compensation. Each paralegal is presently responsible for assisting two to three attorneys, affording the capacity to provide comprehensive support services.

1. Jane Galloway has over 20 years of experience as a workers’ compensation paralegal. Prior to joining Respondent, Ms. Galloway worked as a workers’ compensation paralegal for several other defense firms, as well as one petitioner firm.

2. Susan Hallquist has over 13 years of paralegal experience with nine years as a workers’ compensation paralegal. Prior to joining Respondent, Ms. Hallquist was a workers’ compensation paralegal with AIG/Chartis Insurance for nine years.

There is one full time legal assistant with 10 years of experience, and a part time file clerk for all administrative needs.

B. Price proposal

Partner: $150/hour
Associate: $140/hour
Paralegal: $70/hour

The above rates cover the costs for all attorney and paralegal services rendered. Respondent charges only for non-administrative activities, as those items are handled by non-billable staff. When at all possible, Respondent makes every effort to transmit all correspondence and/or documentation electronically. When necessary, charges for copying and postage are billed separately at the prevailing Federal rates. Charges for other forms of delivery, such as courier, will be billed at their actual, market charges and reserved only for unique or extreme circumstances where less expensive methods of document transmission are not available. Any charges that may be incurred for legal research will be submitted for approval by the City in advance of any incurred charges.

C. History and experience of firm conducting workers’ compensation matters in the State of New Jersey

Respondent has over 15 years of experience defending clients in workers’ compensation matters and currently represents many clients in New Jersey. While Respondent does not currently represent any governmental agencies in New Jersey, Respondent does represent several governmental agencies in Pennsylvania and has done so for over 10 years.

One of Respondent’s New Jersey partners has previously represented Newark Public Schools as workers’ compensation counsel for more than three years and successfully litigated cases to conclusion on their behalf.
C) Facilities

LMA is a South Jersey firm with its main office located in historical Woodbury on “Lawyers’ Row”. LMA also has offices in Mount Holly, Vineland and Tinton Falls, New Jersey. LMA employs a total of 15 people, 7 of which are attorneys. LMA hours of operation are 8am – 6pm Monday through Friday and can easily service the City of Trenton 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 LMA will alert the City of Trenton.

E) Fees

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

Proposed rate for service rendered by Long, 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
LMA will comply with all the General Terms and Conditions required by the City of Trenton and enter into a Standard Professional Services Contract.

Insurance in Accordance
Long, 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
Ramon E. Rivera, Partner, Chair, Labor and Employment Law Group

Education
Rutgers University Law School (JD, 2000)
Wesleyan University (BA, 1995)

Bar Admissions
2000, New Jersey

Ramon Rivera focuses his practice on the representation of public employers and private corporations in traditional labor and employment matters. He is primarily responsible for the representation of numerous public entities and municipalities with regard to various labor and employment issues. Additionally, he specifically focused on labor negotiations, interest arbitrations, grievance arbitrations and disciplinary hearings for public employers. Mr. Rivera also reviews and revises employee manuals and aids in conducting anti-harassment training for employees. Further, he has appeared before the federal, state and administrative courts on various labor and employment matters, including but not limited to, trials, settlement negotiations and motions. Mr. Rivera also has significant experience dealing with issues under federal and state statutes including, inter alia, Title VII, NJLAD, ADA, ADEA, FMLA and NJFLA. Mr. Rivera is a member of the Executive Committee of the Section on Labor and Employment of the New Jersey State Bar Association. Mr. Rivera has been practicing law for 17 years and has been with the firm for over 11 years.

B. Price Proposal including a breakdown of the fees and costs necessary to complete workers’ compensation work (i.e., photocopying, postage, etc.)

Our firm recognizes the fact that cost limitations are of great concern to our clients, especially our public sector clients. We always look for ways to speed the process along in order to get the job done in a minimal amount of time, without undue confrontation.

We propose a blended hourly rate of $130 per hour for all attorneys at the firm for legal services as outlined in the City’s request for proposal for Workers’ Compensation Defense Counsel. We will also charge for out-of-pocket expenses such as photocopying, faxing, long distance telephone charges, legal research costs, travel expenses, travel time, and courier services. We charge $.20 per page for photocopying and $.75 per page for faxing. Other out-of-pocket expenses will be determined later.

C. History and experience of firm or attorney conducting workers’ compensation matters in the State of New Jersey.

The attorneys highlighted in this letter who would defend the City’s Workers’ Compensation claims have over 20 years experience in workers’ compensation defense work. Allen Safrin, our lead Workers Compensation defense attorney has been practicing workers compensation law for about 23 years. Most of his experience has been representing clients as defense counsel. However, Mr. Safrin has experience representing petitioners. This has given him a unique perspective as to
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 attorneys and $60 per hour for all work performed by any member of the administrative staff. The Law Firm also requests all reasonable reimbursements, which are associated with defending any claims.
PROPOSAL COSTS

<table>
<thead>
<tr>
<th>Event/Activity</th>
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<tr>
<td>The Woolridge Law Firm will accept all rates and compensation as set forth in the Request for Qualifications in accordance with such rates as may be determined by the City of Trenton by Resolution or Ordinance</td>
<td>Rate as provided in the RFQ</td>
</tr>
<tr>
<td>Hourly Rates for Partners/ Of Counsel</td>
<td>$150.00- per hour</td>
</tr>
<tr>
<td>Hourly Rates for Associates</td>
<td>$90.00- per hour</td>
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CONFLICT OF INTEREST
The Law Firm testifies that representation of the City of Trenton will not give rise to any conflict, which might adversely affect that representation.

CERTIFICATION OF PROFESSIONAL STANDING
All members of the Woolridge Law Firm and all staff attorneys assigned for the provision of legal and professional services to the Woolridge Law Firm are admitted to practice in the State of New Jersey and the Federal District Court of the District of New Jersey, and are in good standing. There have been no judgments within the last three years where members of the Firm or of counsel to the Firm have been found liable for professional malpractice. The Firm has not been involved in any bankruptcy or re-organization proceeding in the last ten (10) years.

AFFIRMATIVE ACTION
The Woolridge Law Firm fully complies with all Civil Rights Statutes and Regulations, Non-Discrimination Laws and Affirmative Action Provisions of the New Jersey Procurement Law, and the Affirmative Action Provisions, which will be followed if The Woolridge Law Firm is awarded a contract, are enclosed.
May 12, 2017

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 charges a flat rate of $140.00 per hour for fees for the aforementioned legal services. 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:als
A. Qualifications, experience and reputation of staff that will conduct workers’ compensation matters.

Ana-Eliza T. Bauersachs, Esq. and Lora V. Northen, Esq. will be the primary attorneys assigned to advise the City of Trenton on any workers’ compensation matters.

Ana-Eliza T. Bauersachs, Esq. is a shareholder in Capehart Scatchard’s Workers’ Compensation Group and has been a member of the firm since 2009. For over eight years, she has focused her practice in the representation of employers, self-insured companies, and insurance carriers in workers’ compensation defense matters. Ms. Bauersachs received her J.D. degree, cum laude, from The Florida State University College of Law and her B.A. degree, cum laude, from The Florida State University. She is admitted to practice in New Jersey and Florida.

Lora V. Northen, Esq. is Co-Chair of Capehart Scatchard’s Workers’ Compensation Group and has been a member of the firm since 1988. For over 25 years, Ms. Northen has focused her practice in the representation of employers, self-insured companies, and insurance carriers in workers’ compensation matters.

Certified by the Supreme Court of New Jersey as a Workers’ Compensation Law attorney, Ms. Northen is President of the National Workers’ Compensation Defense Network, a network of law firms dedicated to protecting employers in workers’ compensation claims. She is a member of the American, New Jersey and Pennsylvania Bar Associations, the Defense Research Institute (Workers’ Compensation Committee), Larson’s National Workers’ Comp Advisory Board Member, RIMS - National and Delaware Valley, and a Fellow of the College of Workers’ Compensation Lawyers.

She received her law degree from Rutgers University School of Law - Camden and her B.A. degree in Education from the University College at Buffalo. She is admitted to practice law in New Jersey, Pennsylvania and the United States Supreme Court.

All of Capehart Scatchard’s attorneys are licensed to practice law in the state of New Jersey. Some attorneys are licensed to practice in other states as well, including Pennsylvania.

In addition to Ms. Bauersachs and Ms. Northen, all claims will be handled by experienced partners. The following is a list of partners within the firm who will likely work on the City’s files.


A resume for each of these attorneys may be found at Attachment 1.

B. Price proposal including a breakdown of the fees and costs necessary to complete workers’ compensation work (i.e., photocopying, postage, etc.)

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.

It has been our practice to base all legal services on an hourly fee rather than a retainer. We propose an hourly rate for shareholders of $150 per hour, associates of $140 per hour and $95 per hour for paralegals. 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.
Compensation Proposal

We propose a blended rate of $125 per hour for Partners and Associates; and $80 per hour for paralegals.
RHEA L. MOORE, ESQ.
Attorney at Law
28 Washington Street, Suite 101
East Orange, New Jersey 07017
(973) 341-5107
(973) 453-8118 FAX

May 10, 2017

Sent Via Hand Delivery
City of Trenton, Division of Purchasing
City Hall, Annex, First Floor
319 East State Street
Trenton, New Jersey 08608

Re: Proposal to provide Worker’s Compensation Counsel Services
RFP2017-14

Dear Council Members:

Kindly accept this submission as request to provide my services as worker’s compensation counsel services to the City of Trenton. My firm currently handles all workers’ compensation matters for the hourly rate of $150.00. My professional experience and professionalism would be an asset to working as an attorney for the City of Trenton and I would like to providing legal services.

Thank you for the opportunity to work for the City of Trenton. Should you have any questions please feel free to contact me. I look forward to your reply.

Very truly yours,

Rhea L. Moore

Encl.