

Evaluating Business Loss & Interruption Caused by the Gulf Oil Spill Audiocast



October 20, 2010, 2:00 PM ET-4:30 PM ET

2:00 The Losses and How to Analyze Them

- The overall methodology and how one goes about measuring lost profits
 - Proving prior unreported income – Individual and businesses
 - How to assess expenses in relationship to the projection of revenues
 - Separating these economic damages from general recessionary income decreases
 - Expert interaction: how economists and CPA work together to analyze these losses
 - Commercial claims analysis: fishing industries, other product chain participants, etc.
 - Special concerns for local retail, service sectors, & rental property businesses
 - Reputational damage for local BP business and other oil industry impacts arising out of the spill
 - Other potential claimants and analyzing their losses: Government losses (taxes), private property owners and workers
- Edward Wolpert, Ph.D., Raffa Consulting Economists, Inc., Orlando**
Joe Epps, CPA/CFF/ABV, CFE, CVA, President, EPPS CONSULTING PLLC, Scottsdale
Patrick Gaughan, Ph.D., President, Economatrix Research Associates, Inc., New York

3:20 Legal Presentation of Business Loss and Working with Experts on Oil Related Claims

- What kind of documents do you need to gather from your clients?
 - Case selection: Which cases do you want to keep and why?
 - Unique issues for effected industries that have poor paper trails-venue preferences, if any
 - What kind of questions do you want to ask your experts and when do you ask them?
 - Which evidence is the most compelling to present in these cases?
 - Compelling ways to simplify the more complicated evidence
 - What documents do you provide in discovery? Present at trial or at settlement? Does it vary?
- Kenneth Smith, Esq., Sheller P.C., Philadelphia**
Neil Overholtz, Esq., Aylstock, Witkin, Kreis & Overholtz, P.L.C., Pensacola, FL

4:30 Adjourn

3:10 Break



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