

AMERICAN REHABILITATION ECONOMICS ASSOCIATION

JANUARY 2012

**AREA'S 2012 ANNUAL CONFERENCE IN SEATTLE
BE SURE TO CALENDAR THESE DATES ... JUNE 7-10, 2012!**



AREA'S 2012 ANNUAL CONFERENCE AND BOOT CAMP RED LION HOTEL ON FIFTH AVENUE SEATTLE, WASHINGTON

Topics include *(subject to change)*:

Boot Camp—2 sessions:

- Intermediate session
- Advanced session

Main Conference:

- Integrating vocational and economic issues
- Transferability of skills vs. portability of human capital and influence on earning capacity
- Earnings and disability levels
- Surviving a challenging cross-examination
- Thinking on your seat
- Valuing longshore cases
- CPA review of income statements
- Ethics

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PRESIDENT'S MESSAGE

AREA BOARD OF DIRECTORS

PRESIDENT

George Barrett, MBA, MS, FVE
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Margy Ashby
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As 2011 draws to a close, we can look back on our accomplishments over the past year. Without question, the 2011 conference in Seattle was an absolute success. I extend my utmost appreciation to Kent Jayne for organizing the sessions. Most do not understand the amount of work involved in the production of our conference. Locating and negotiating with a conference venue often begins immediately following the conclusion of the preceding year's conference and requires several months to finalize all logistical arrangements. Concurrently, the organization of each session must be choreographed as speakers must be identified who are willing to provide expert presentations on issues determined to be of significant interest to our members. The 2011 main conference was comprised of seven sessions presented by 15 renowned experts in their respective fields. Our Past President, Darryl Zengler, and I also presented the 2011 boot camp which was intended to provide basic instruction on the fundamentals of economic damages calculations and courtroom presentations. Let me congratulate each and every one of the presenters for a job well done.

From a business perspective, our membership has remained constant over the preceding year and we maintain a financial surplus. Preliminary interest in the 2012 conference, which will again be hosted by the Red Lion in downtown Seattle, seems to be growing and we all look forward to another opportunity to share professional experiences, techniques, methodologies, and socialize with our colleagues. There is little doubt that our members would readily attend AREA events even if hosted in less than ideal locations. However, I feel that the Board believes that selecting attractive venues garners increased interest which promotes attendance. Besides,

the conference should provide the opportunity to visit new and interesting locations which you may not encounter otherwise.



George A. Barrett
MBA, MSRC, CRC, CVE, FVE
2011-12 AREA President

One of the largest issues to ever face AREA has been slowly developing over the past several years. As many of you are aware, our peer-reviewed academic journal, *The Earnings Analyst*, has been consistently produced on an annual basis for many years. Unfortunately, interest in submitting manuscripts to our journal has significantly waned recently. Due to this, we have only been able to produce one volume over the preceding three years.

We have investigated the potential reasoning for decreased author contributions to the journal and have concluded that the opportunity cost of forgone billable time might be the primary factor. However, there is no question that an increasing number of available publications are competing for manuscripts. With this knowledge, it was necessary to make dramatic changes to our publication if it is to survive these trying times. Although I have personally served as the Editor of *The Earnings Analyst* for the previous three years, it was clear that the production of this journal should be the responsibility of someone with prior publishing experience. For this reason, I am pleased to announce that Robert Male has been named the new Editor of *The Earnings Analyst*. Bob is someone that most AREA members are familiar with as he was one of the founding members of AREA and was the first Editor of our journal. There is absolutely no doubt that *The Earnings Analyst* is in good hands under this new leadership.

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AREA

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PRESIDENT'S MESSAGE

(cont'd from page 2)

Because there is a clear lack of interest by the vast majority of practitioners to submit manuscripts for publication, it seems necessary to expand the base of individuals from which we might be an attractive publication for potential researchers. Furthermore, it would be in our best interest to cooperate with potential competing organizations which also offer publications. With these ideas in mind, the Board has sought the opinions of our members regarding a collaborative effort with another forensic damages organization, the Collegium of Pecuniary Damages Experts, or CPDE. In early October of last year, we transmitted an email invitation to participate in an online survey and submit comments on this issue to our members. The overwhelming response was that this collaboration should be pursued. Let me assure all AREA members that *The Earnings Analyst* will remain the official publication of AREA and will be produced in cooperation with CPDE. Both organizations will appoint co-editors to the journal and will be responsible for future production. In addition, there are ongoing efforts to transition *The Earnings Analyst* to an electronic format journal, as opposed to the paper-based publication we have seen up to this point. In total, the changes being initiated by your Board will assure that our journal will thrive throughout the future.

On a sadder note, I must regrettably report the passing of one of our long-standing members. Donald Joe Woolwine, of Huntington, West Virginia, died on August 9, 2011. A graduate of Marshall University, Joe focused his practice on vocational rehabilitation and served as a vocational expert with the Social Security Administration for more than 30 years. He was also frequently retained by attorneys to serve as a vocational expert in civil litigation. Joe was a respected colleague in this profession and a worthy adversary in the courtroom. He will be greatly missed.

Finally, I welcome our new Board of Directors members for the 2011-2012 term. Joining the Board in 2011 is John Berg (At-Large), Judith Parker (VP-Internal), and Jeroen Walstra (VP-External). Selfless service is the only vehicle by which organizations such as AREA survive. I appreciate all of our Board members for sacrificing their professional, and often personal, time to serve in a leadership role for our organization.

I hope that each of our members, and their family members, had a pleasant holiday season including a very happy and prosperous new year.

George A. Barrett
President

ABOUT AREA

Established in 1989, AREA has pursued two missions: bringing recognition to the combined use of vocational rehabilitation and economic loss assessment as a distinct discipline, and providing a peer-exchange forum for vocational, economic and rehabilitation experts who practice within this growing field.

AREA supports professional growth by offering opportunities for continuing education at its Annual Conference. AREA also participates in conference sessions held with other vocational, economic and rehabilitation organizations to encourage the sharing of knowledge among related forensic professionals.

Currently, AREA is the only certifying body that has the unique blend of professions in loss assessment. Additionally, it is the first to establish a Registry of both Forensic Vocational and Forensic Economic Experts.

As forensic experts, AREA members offer opinions and testimony in a wide variety of cases. Often they involve some type of injury, which has resulted in an alleged loss of earnings or loss of earning capacity.

Our role is to determine the nature and extent of any loss, from a vocational and/or economic perspective. This, in turn, helps the Court in its assessment of damages.

Vocational experts identify what the person could have earned prior to the incident, compared to what they are likely to earn following the incident. Economic experts calculate the value of those earnings over time, so the difference, if any, between the two income streams is clearly understood. Those who act as vocational/economic experts blend the two disciplines, and offer testimony in both arenas.

NEWEST AREA BOARD & INDIVIDUAL MEMBERS

BOARD MEMBERS:

John F. Berg – MEd, CDMS, CRC, ABVE-D is the owner/operator of Vocational Consulting, Inc., a private vocational rehabilitation practice.

Judith P. Parker – MEd, CDMS, ABVE-D, CLCP is Vocational Counselor/Case Manager of OSC Vocational Systems, Inc.

Jeroen Walstra – MA, CEA is a self-employed Economic and Business Consultant with the firm of Cohen & Walstra.

PROFESSIONAL MEMBERS:

Steve Bast – MHS, CVE, CDMS, CCM is a Rehabilitation Consultant for Dr. John M. Williams & Associates, the Victory Living Program, and Westwind Consulting, Inc., for which he is also President and Development Consultant/Instructor. *Steve's areas of specialty are LCP and VE.*

Saqib Durrani— MBA, M.Ag. (R.Econ.), CFE, RFE is Managing Principal for the economic consulting firm of Durrani & Associates, Inc. *Saqib's area of specialty is EC.*

Carl Gann – MEd., CRC, CDMS, ABVE-D, CLCP is a Rehabilitation Counselor and Life Care Planner with Carl Gann and Associates, Inc. *Carl's areas of specialty are EC, LCP, VA and VE.*

Cloie B. Johnson – M.Ed., ABVE, CCM is a Vocational Rehabilitation Counselor/Case Manager with OSC Vocational Systems, Inc. *Cloie's areas of specialty are EC, LCP, VA, VE.*

STUDENT MEMBER:

Christina J. Hughes— BA is a Vocational Rehabilitation Counselor Intern/Assistant to Vocational Rehabilitation and

Forensic Economic Expert for DeVinney & Dinneen Career and Vocational Economic Services, Ltd.

NEW "CEA" (CERTIFIED EARNINGS ANALYST):

Nicholas Briscoe, CEA '12

NEW TO THE "FVE" (FORENSIC VOCATIONAL EXPERT) REGISTRY:

Amy L. Williams, FVE '11

NEW TO THE "RFE" (REGISTERED FORENSIC ECONOMIST) REGISTRY:

Saqib Durrani, RFE '11

CONFERENCE CALENDAR

March 22-25, 2012

ABVE: 2012 Annual Conference:
"Balancing the Many Aspects of Vocational Expert Practice"
Harrah's Vegas—Las Vegas, NV

April 18-20, 2012

AAEFE: 24th Annual Meeting
The Mirage Hotel and Casino—Las Vegas, NV

June 7-10, 2012

AREA: 2012 Annual Conference and Boot Camp
Red Lion Hotel on Fifth Avenue—Seattle, WA

November 16-18, 2012

Southern Economic Association: Annual Meeting
Sheraton New Orleans Hotel—New Orleans, LA

Save
the
Dates