

## **KRISTIN K. KUCSMA, M.A.**

### ***Qualifications Profile***

Principal of the Firm and Chief Economist  
SOBEL TINARI ECONOMICS GROUP  
293 Eisenhower Parkway, Suite 190  
Livingston, NJ 07039  
[KKucsma@SobelTinariEconomics.com](mailto:KKucsma@SobelTinariEconomics.com)  
973-992-1800

### **Education**

ABD in Economics, Rutgers University, New Brunswick, NJ  
M.A. in Economics, Rutgers University, New Brunswick, NJ (1993)  
B.A. in Economics / English Minor, Seton Hall University, South Orange, NJ, *summa cum laude*  
(1991)

### **Fields of Specialization**

Applied Microeconomic Theory, American Economic History, Monetary History of the United States, Macroeconomic Theory and Business Cycles, Banking Structure and Regulation

### **Honors and Awards**

**Recognition Award, #1 Economic Expert, New York Law Journal, 2014, 2015, and 2016**  
Best 50 Women in Business Award, NJBIZ, Class of 2017  
“5.0” Teaching Commendation Award, Stillman School of Business, Seton Hall University, 2003-04  
Teaching Commendation Award, Stillman School of Business, Seton Hall University, 2002-2003, 2001-2002.  
Recognition Award, Educational Opportunity Program, Seton Hall University, 2003  
Professor of the Year Award, Alpha Kappa Psi, Seton Hall University, 2002-2003, 2001-2002.  
President’s Award for Student Services, Seton Hall University, 2001  
The Faculty Pirate Pride Award, Seton Hall University, 2000-2001  
Feature of Faculty Profile, Seton Hall University Magazine, 2001

### **Positions Held**

#### **Principal of the Firm, Sobel & Co., January 1, 2016 - present**

In addition to my responsibilities as Principal of the Firm and Chief Economist of the Sobel Tinari Economics Group (STEG), a wholly owned subsidiary of Sobel & Co., I represent and lead STEG as a division of Sobel & Co.

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### Positions Held (cont'd)

Managing Director (since July 2014) and Chief Economist, Sobel Tinari Economics Group, January 2008 - present

*Primary responsibilities:* oversee the day-to-day operations of the group; analyze data, prepare reports, and provide expert testimony; manage our team of economists, analysts and research assistants and collaborate on the group's more complex cases; perform independent and co-authored research, present at national and regional conferences, regularly teach CLEs and lead other seminars, and serve as an active participant in the field of forensic economics.

President, Bull and Bear Consulting, September 2006 - December 2007

Review portfolios of equities, fixed-income securities and mutual funds for clients; manage financial assets for several high-end clients; advise clients and refer them to specialists regarding long-term care, supplemental health insurance and a variety of trusts including qualified personal residential and generation skipping trusts.

Lecturer, Department of Economics, Drew University, September 2004 – August 2006

*Courses Taught:* Money, Banking and the Macroeconomy; Principles of Microeconomics; Principles of Macroeconomics; Intermediate Macroeconomic Analysis; and Mergers and Manias: The Business of Banking

Faculty Associate, Department of Economics, Seton Hall University, Sept. 1999 - July 2004

*Graduate Courses Taught:* The National Economy (MBA Level Macro); HUB 1 (Blend of Economics and Corporate Finance); *Undergraduate Courses Taught:* Principles of Microeconomics; Principles of Macroeconomics; Money and Banking; Intermediate Microeconomic Theory; Government and Business; Labor Economics; Small Scale Technology; and Economics in Our Nation's Capital.

Program Coordinator for Economic History Sessions, Eastern Economic Association, 2005 - 2007.

Faculty Advisor to Omicron Delta Epsilon, the International Honor Society in Economics, Drew University and Seton Hall University, September 1999 – August 2006

Faculty Advisor for the Fed Challenge, Seton Hall University and the Federal Reserve Bank of New York, 2002-2004.

Co-chair and Project Coordinator for University Retention Committee, Seton Hall University, December 2000 – July 2004.

Adjunct Lecturer, Department of Economics, Seton Hall University, 1998 – 1999.

Adjunct Lecturer, Department of Economics, Drew University, 1997 – 1999.

Instructor, Department of Economics, Saint Peter's College, on-campus as well as at corporate satellite centers, 1995 – 1998.

Instructor, Department of Economics, Rutgers University, New Brunswick NJ, 1992 – 1995.

Teaching Assistant, Department of Economics, Rutgers University, New Brunswick NJ, 1991 – 1992.

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### Professional Activities

- National Association of Forensic Economics, Chairperson, Software Committee, 2015- present  
National Association of Forensic Economics, 2010 - present.  
Member, Eastern Economic Association, 1997 - present.  
Member, District Ethics Committee, Office of Attorney Ethics of the Supreme Court of New Jersey, 2010 - 2016.  
Member, Conference Organizing Committee, Eastern Economic Association, 2006  
Co-Developer of Revised Business Writing Course, Stillman School of Business, Seton Hall University, 2003 – 04.  
Member, CDI-7: Writing Intensive Workshop for Business, Seton Hall University, 2003 – 04.  
Designer of Various Question/Answer Duos for Sophomore Assessment, Stillman School of Business, Seton Hall University, 2001 – 2004.  
Topics included the “Congested Parks Dilemma”, the impact on the US economy of tobacco litigation, issues of market structure with respect to TIVO, the blackout of August 2003 that affected the northeast United States and the Martha Stewart litigation.  
Guest Speaker, National Council of Negro Women, Seton Hall University, February 2004.

### Publications

- “How to Distinguish Between a Forensic Economist and an Accountant and Why it Matters When Evaluating Economic Damages,” *The New Jersey Law Journal*, 2014 How-To Guide.  
“How to Make Sure Your Economic Expert is Prepared for Cross-Examination,” *The New Jersey Law Journal*, 2013 How-To Guide.  
“Assessing Economic Damages in Personal Injury and Wrongful Death Litigation: The State of New Jersey,” co-authored with Frank D. Tinari, *Journal of Forensic Economics*, 21(2), June 2010, pp. 219-234,  
<http://www.JournalofForensicEconomics.com/doi/pdf/10.5085/jfe21.2.219>.  
“State's Housing Rules Ignore Needs of Immigrants,” co-authored with Frank D. Tinari, *Daily Record*, Morris County, NJ, August 30, 2009. (Note: article title is what is available electronically; newsprint copy is titled: “COAH Rules Hurt Immigrants”).  
White paper: Is Affordable Housing the Remedy to Perceived Discrimination Against Immigrants? co-authored with Frank D. Tinari, prepared for the Community Forum on Immigration and Education Issues, convened by the New Jersey State Advisory Committee to the United States Commission on Civil Rights, May 2009.  
“COAH Research is Full of Short-comings,” co-authored with Frank D. Tinari, *Newark Star-Ledger*, April 1, 2009.

**Publications (cont'd)**

- “Companionship, Advice, and Counsel Services,” co-author, Section 640 of Chapter 6, The Value of Household Services, of *Determining Economic Damages*, by Gerald D. Martin, Ph.D., Costa Mesa, Ca: James Publishing, Inc., July 2008, pp. 6-7 - 6-11.
- Wrote entries for *barter, cost of information, demand, the discount rate, the functions of money, price floors and ceilings and profit maximization* for Encyclopedia of Capitalism, Dr. Syed B. Hussain, editor, Golson Books, Ltd., published 2004.

**Papers Presented**

- “Valuation of Services Provided by Family Members: Focus on On-Call Services,” Eastern Economic Association Conference, New York, New York, February 25, 2017. “A Comprehensive Assessment of Economic Damages in Wrongful Death Matters: Focus on On-call Services,” Seminar sponsored by the Pennsylvania Association for Justice, P.A., Philadelphia PA, October 2015.
- “The Crisis in Economics Education and Its Impact on Political Participation and Economic Growth,” The American Monetary Institute Monetary Reform Conference, Chicago IL, September 2006.
- “A Picture Comes into Focus: A Reexamination of the Crisis of 1877-78,” Eastern Economic Association Conference, Philadelphia PA, February 2006.
- “The Opportunity Cost of Undervaluing Core Concepts in Macroeconomics Courses,” Eastern Economic Association Conference, Philadelphia PA, February 2006
- “A Framework for Teaching Money and Banking in a Liberal Arts Setting,” as part of a panel discussion with Mary Lesser and Steven Cechetti, Eastern Economic Association Conference, New York NY, February 2005.
- “Portrait of a Panic: The Crisis of 1877,” Eastern Economic Association Conference, Washington DC, February 2004.
- “Betrayed by the FDIC? A Preliminary Examination of the D’Oench, Duhme Doctrine and Its Impact on the Potential Efficiency of Banks in the United States,” Eastern Economic Association Conference, New York NY, February 2003.
- “Celebrating Economics as a Social Science,” 14<sup>th</sup> Annual Conference on Teaching Economics: Instruction and Classroom Based Research at Robert Morris University, Moon Township PA, February 2003.
- “Deciphering the Mystery of Medieval Debasement,” Eastern Economic Association Conference, New York NY, February 2001.

**Comments, Notes and Reviews**

Review for publisher of Laurence Ball's *Money and Banking* textbook, 2003 - 2004

Referee, "A Test of the Purchasing Power Parity Concept Including the Law of One Price and Its Applicability in International Business," *Journal of Applied Management*, South Orange, New Jersey, 1999

**Other Conference Activities**

"Topics in Forensic Economics: Valuation of Services Provided by Family Members: Focus on On-Call Services," Presenter, sponsored by the National Association of Forensic Economics at the Eastern Economic Association Conference, New York, New York, February 25, 2017.

"Current Developments in Testimony for the Defense: A Panel Discussion," Panelist, sponsored by the National Association of Forensic Economics at the Eastern Economic Association Conference, Washington, D.C., February 27, 2016.

Session Organizer for Undergraduate Panel: "Tax Reform in the US: Is A Consumption Tax the Answer?" Eastern Economic Association Conference, Philadelphia PA, February 2006

Discussant for two panels: "Topics in Economic History" and "Teaching and Learning Economics: Achieving Desired Outcomes," Eastern Economic Association Conference, Philadelphia, February 2006.

Discussant for two panels: "Personal Behavior: Time, Money, Risk and Trust" and "Lessons From the Past: Money, Trade and Wages," Eastern Economic Association Conference, New York NY, February 2001.

Discussant for panel on "Political and Economic Transformations," Northeastern Political Science Association and International Studies Association Conference, Philadelphia PA, November 1999.

"A Picture Comes Into Focus: A Reexamination of the Crisis of 1877-78," Work in Progress

"The Opportunity Cost of Undervaluing Core Concepts in Undergraduate Macroeconomics Courses," February 2006.

"Regulation of the US Banking Industry in the Aftermath of the Great Depression," Work in Progress, 2004.

"Increasing the Marginal Utility Derived From An Economics Course Through Experiential Education," Work in Progress, 2004.

"Betrayed by the FDIC? A Preliminary Examination of the D'Oench, Duhme Doctrine and Its Impact on the Potential Efficiency of Banks in the United States," 2001.

**Speaking Engagements**

- “Bootcamp for the Seasoned Attorney: A Clinical Course in Advanced Trial Tactics,” CLE program co-presenter, sponsored by The New York State Trial Lawyers Association, New York, New York, May 31, 2017.
- “Analyzing Traumatic Brain Injury Cases Using Neurologists, Employability/Life Care Plan Experts, and Economists,” CLE program co-presenter, sponsored by CMCS Management, Inc., Kenilworth, New Jersey, May 2, 2017.
- “Mock Trial – Direct and Cross Examination of an Employability/Life Care Plan Expert and Economist at Trial,” CLE program co-presenter, sponsored by CMCS Management, Inc., East Rutherford, New Jersey, March 23, 2017.
- “A Comprehensive Assessment of Economic Damages in Wrongful Death Matters,” CLE program co-presenter, sponsored by the New Jersey State Bar Association, Iselin, New Jersey, November 21, 2016.
- “Evaluating Economic Damages in Personal Injury Matters in New York,” CLE program co-presenter, sponsored by the Westchester County Bar Association, White Plains, New York, November 8, 2016.
- “Personal Injury and Economic Damages: Preparing Your Case,” and “The Testimony of the Economist: Excelling at Direct and Cross Examination of Your Economic Expert,” CLE program co-presenter, sponsored by CMCS Management, Inc., East Rutherford, New Jersey, October 19, 2016.
- “How an Economist Projects Future Lifetime Care Costs,” CLE program co-presenter, sponsored by CMCS Management, Inc., New York, New York, September 29, 2016.
- “A Comprehensive Assessment of Economic Damages in Wrongful Death Matters,” CLE program co-presenter, sponsored by the New Jersey State Bar Association, Atlantic City, New Jersey, August 12, 2016.
- “Valuing Economic Damages in Cases Involving Catastrophic Injury & Wrongful Death in NJ,” CLE program presenter, held at Messa & Associates, Philadelphia, Pennsylvania, July 20, 2016.
- Participated in the New Jersey State Bar Association, 2016 Civil Trial Advocacy Summer Institute, sponsored by the American College of Trial Lawyers, New Brunswick, New Jersey, July 11, 2016.
- “Direct and Cross Examination of Economic, Vocational and Life Care Planning Experts in the Catastrophic Injury Case: Use of Demonstrative Evidence,” CLE program co-presenter, sponsored by CMCS Management, Inc., Saddle Brook, New Jersey, March 16, 2016.
- “Presenting the Economist at Trial – A Live Demonstration with Expert” and “Panel Discussion on the Finer Points of Direct Examination,” program co-presenter, sponsored by the New Jersey Association for Justice: Six Concurrent Seminars, New Brunswick, New Jersey, February 6, 2016.



**Speaking Engagements (cont'd)**

- “Valuing Economic Damages in Wrongful Death Cases,” CLE program presenter, sponsored by Sobel Tinari Economics Group, Livingston, New Jersey, November 17, 2015.
- “Deposing Your Economic Expert,” Hudson County Inn of Court, Hudson County Community College Culinary Conference Center, Jersey City, New Jersey, November 9, 2015.
- “Recent Developments in Assessing Economic Damages,” CLE program co-presenter, sponsored by CMCS Management, Inc., Saddle Brook, New Jersey, October 29, 2015.
- “An Introduction to Economic Damages,” CLE program co-presenter, sponsored by Union County Bar Association, Summit, New Jersey, October 27, 2015.
- “Masters in Trial Tactics: How to Maximize Your Damages”, CLE program co-presenter, sponsored by Pennsylvania Association for Justice, P.A., Philadelphia, Pennsylvania, October 22, 2015.
- “Valuing Economic Damages in Cases Involving Catastrophic Injury”, CLE program presenter, sponsored by Sobel Tinari Economics Group, Livingston, New Jersey, October 13, 2015.
- “Valuing Economic Damages in Medical Malpractice Cases in New York,” CLE program co-presenter, sponsored by NYLJ, Union League, New York, October 9, 2015.
- “Introduction to Economic Damages”, CLE program presenter, sponsored by Sobel Tinari Economics Group, Livingston, New Jersey, September 16, 2015.
- “Valuing Economic Damages in Wrongful Death Cases,” CLE program co-presenter, sponsored by the New Jersey Association for Justice, Boardwalk Seminar, Atlantic City, New Jersey, May 1, 2015.
- “Valuing Economic Damages in Employment Law Cases,” CLE program co-presenter, sponsored by the Legal Intelligencer, Philadelphia, Pennsylvania, April 10, 2015.
- “Telling the Damages Story: Effectively Proving Damages at Trial”, CLE program presenter, sponsored by the New York State Academy of Trial Lawyers, New York, NY, April 30 and April 31, 2015.
- “Building the House of Damages: Using a Vocational Expert, Life Care Planner, and Economist”, CLE program presenter, sponsored by CMCS Management, Inc., Saddle Brook, New Jersey, March 26, 2015.
- "How to Effectively Quantify Economic Damages in Personal Injury and Medical Malpractice Cases", CLE program presenter, sponsored by the NJAJ Pines Manor, Four Concurrent Seminars, Edison, New Jersey, February 28, 2015.
- “Valuing Economic Damages in Wrongful Death Cases,” CLE program co-presenter, sponsored by the Gloucester County Legal Education Association, Mantua Township, New Jersey, November 22, 2014.
- “Valuing Economic Damages in Catastrophic Injury Cases”, CLE program presenter, sponsored by the Gloucester County Legal Education Association, Mantua Township, New Jersey, November 22, 2014.

**Speaking Engagements (cont'd)**

- “Integrating Vocational Experts and Economics in Documenting Damages in Personal Injury Cases”, CLE program co-presenter, sponsored by CMCS Management, Inc., Saddle Brook, New Jersey, October 23, 2014.
- “Economic Damages, Proving Loss With Life Care Planners”, Vocational Experts and Economists in Personal Injury and Medical Malpractice Cases, CLE program co-presenter, sponsored by NYSTLA Management, Inc., New York, New York, May 20 and 28, 2014.
- “Use of an Economist in Litigated Matters”, Hudson County Inn of Court, Hudson County Community College Culinary Conference Center, Jersey City, New Jersey, April 21, 2014.
- “The Use of a Vocational Expert/Life Care Planner and Economist in Assessing Damages in Child and Adult Personal Injury Cases”, CLE program co-presenter, sponsored by CMCS Management, Inc., Saddle Brook, New Jersey, March 20, 2014.
- “How To Effectively Quantify Economic Damages in Personal Injury and Medical Malpractice Cases”, Clifford Inn of Court, Brownstone, Paterson, NJ, February 4, 2014.
- “Documenting Vocational and Economic Damages in Personal Injury Cases”, CLE program co-presenter, sponsored by CMCS Management, Inc., Mount Laurel, New Jersey, December 11, 2013.
- “How to Effectively Quantify Economic Damages in Personal Injury and Medical Malpractice Cases”, CLE program co-presenter, sponsored by Comprehensive Medical Case Management, Inc., Philadelphia, July 30, 2013.
- “The Economist’s Role: Lost Profits & Employment Litigation”, CLE program co-presenter, sponsored by the New Jersey Law Journal, Edison, NJ, May 1, 2013.
- “The Economist’s Role: Lost Profits & Employment Litigation”, CLE program co-presenter, sponsored by the New Jersey Law Journal, Florham Park, NJ, April 10, 2013.
- “Documenting Vocational & Economic Damages in Catastrophic Personal Injury Cases”, CLE program co-presenter, sponsored by CMCS Management, Inc., Saddle Brook, New Jersey, March 14, 2013. (video)
- “Measuring Lost Profits”, Worrall F. Mountain American Inn of Court, Morristown, NJ, October 22, 2012.
- “Proving Damages to the Jury”, CLE program co-presenter, sponsored by New York State Academy of Trial Lawyers, October 23, 2012.
- “Using an Economist to Prove Damages in Non-Catastrophic Personal Injury Cases”, CLE program co-presenter, sponsored by CMCS Management, Inc., Saddle Brook, New Jersey, October 11, 2012. (video taped).
- “Some Key Issues in the Use of Economic Experts”, co-presenter, *Litigation Summit*, Philadelphia, September 13, 2012. (audio/video taped)
- Mock Trial, participant (economic expert for plaintiff), CLE program sponsored by New Jersey Law Center, New Brunswick, NJ, July 11, 2012.



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**Speaking Engagements (cont'd)**

- “Valuing Economic Damages in Matters Involving Employment Litigation”, Brennan/Vanderbilt Inn of Court, East Hanover, NJ, June 25, 2012.
- “Proof of Damages in a Wrongful Death Case” at the “Proving Damages in Personal Injury Cases: How BIG is Your Case?” seminar, sponsored by the Gann Legal Education Foundation, Renaissance Woodbridge in Iselin, New Jersey, April 22, 2011.
- “How Outstanding Plaintiff Lawyers Build Their Case on Damages - and How Effective Defense Lawyers Can Destroy It”, Obstetric Malpractice: Cutting-Edge Techniques for Bringing and Defending Perinatal Brain Injury Cases, national conference, continuing education seminar, Chicago, IL, November 9 - 11, 2009.
- “Deposition of an Economist from the Witness’ Viewpoint”, Taking and Defending Effective Depositions in New York, continuing education seminar, New York, NY, March 12, 2009.
- “The Role of the Economist in Assessing Damages for Defendants”, with co-presenter Frank D. Tinari, Ph.D., GEICO, Huntington, NY, July 31, 2008.
- “Economic and Statistical Issues in Assessing Damages”, with co-presenter Frank D. Tinari, Ph.D., LUM, DRASCO & POSITAN, Roseland, NJ, June 2, 2008.
- “Economic Damages: Overlooked Elements in Personal Injury and Wrongful Death Cases”, ATLA-NJ Women Attorney’s Dinner Meeting, Mountainside, NJ, April 9, 2008.

## **KRISTIN KUCSMA, M.A.**

### **Trials, Arbitrations, Mediation, and Depositions**

Ms. Kucsma has testified in over 230 trials, arbitrations, and mediations in both federal and state courts. She has testified in over 280 depositions. A detailed listing of Ms. Kucsma's trial and deposition testimony is available upon request.

Ms. Kucsma has prepared numerous economic loss evaluations for use in litigation regarding economic damages, earnings, fringe benefits, household services, guidance, companionship, employment discrimination, lost profits, commercial damages, breach of contract, defamation, divorce, and punitive damages.