

**UNITED FOOD AND COMMERCIAL WORKERS
AND FOOD EMPLOYERS LABOR RELATIONS ASSOCIATION
LEGAL BENEFITS FUND
THIRTY-SEVENTH ANNUAL REPORT
JANUARY 1, 2018 - DECEMBER 31, 2018**

**AKMAN & ASSOCIATES, LLC
Creighton, Circa 1832
1402 Front Avenue
Lutherville, MD 21093**

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INTRODUCTION

Enclosed herewith is the Thirty-Seventh Annual Report submitted by Akman & Associates, LLC for the United Food & Commercial Workers and Food Employers Labor Relations Association Legal Benefits Plan; however, this is the third Annual Report for the combined Locals 27 and 400 as prepared by the firm of Akman & Associates. On April 1, 2016, Akman & Associates became the prepaid legal services provider for those members of Local 400, in addition to the membership of Local 27, for which Akman & Associates has been providing prepaid legal benefits since 1981. The enclosed statistical data encompasses the reporting period of January 1, 2018- December 31, 2018.

FACILITIES

Akman & Associates has spent considerable time researching the area of prepaid legal benefits. Our research has shown that in order to assure the delivery of adequate and competent legal services, the services must be easily accessible to participants. Presently, the firm maintains seven offices across the State of Maryland, one office in the District of Columbia and one office in the State of Virginia for the participants' convenience. They are as follows:

MARYLAND

Lutherville/Towson

1402 Front Avenue
Lutherville, Maryland 21093

Landover

8400 Corporate Drive, Suite 230
Landover, Maryland 20785

Baltimore

300 E. Lombard Street, Suite 1100
Baltimore, Maryland 21202

Salisbury

11032 Nicholas Lane, Suite A202
Berlin, Maryland 21811

Frederick

410 West Patrick Street
Frederick, MD 21701

Bel Air

3 Vale Rd #200
Bel Air, Maryland 21014

Annapolis

1997 Annapolis Exchange Parkway
Suite 300
Annapolis, Maryland 21401

VIRGINIA

2560 Huntington Avenue, Suite 202
Alexandria, Virginia 22303

DISTRICT OF COLUMBIA

20 F Street, NW, 7th Floor
Washington, DC 20001

REFERRAL PROVIDERS IN CENTRAL VIRGINIA

Local 27 and Local 400 membership in Virginia is mostly concentrated in the Northern Virginia area; however, Akman & Associates has found that there are members who reside or have legal matters in Virginia outside of the Northern district. As a result, Akman & Associates has established retainer or fee or services agreements with a law firm that maintains five offices in the Central area of Virginia:

CRAVENS & NOLL, PC

Chesterfield Office:
9011 Arboretum Parkway
Suite 200
Richmond, VA 23236

Henrico Office:
4551 Cox Road
Suite 120
Glen Allen, Virginia 23060

Tri-Cities Office:
456 Charles Dimmock Pkwy
Suite 7
Colonial Heights, VA 23834

Luray Office
7 Campbell Street
St. Luray, VA 22835

Harrisonburg Office:
1400 South Main Street
Harrisonburg, VA 22801

REFERRAL PROVIDERS OUTSIDE OF MARYLAND, DC & VIRGINIA

Local 27 and Local 400 membership is geographically located in three states outside of Maryland, the District of Columbia and Virginia. Local 27 and Local 400 participants are also eligible for services in Pennsylvania, Delaware and West Virginia. Therefore, Akman & Associates has established retainer or fee for services agreements with attorneys in those States to provide quality and accessible services to participants. The following is a list of the out of state providers:

DELAWARE

David D. Finocchiaro, Esquire
7 W. Commerce Street
Smyrna, Delaware 19977

Michael F. McGroerty, Esquire
110 N. Pine Street
Seaford, Delaware 19973

Philip J. Facciolo, Jr., Esquire
Figliola & Facciolo
1813 Marsh Road
Wilmington, Delaware 19810

Vivian A. Houghton, Esquire
800 N. West Street, 2nd Floor
Wilmington, Delaware 19801

Jayce R. Lesniewski, Esquire
1073 S. Governors Avenue
Dover, Delaware 19904

PENNSYLVANIA

Kevin Robinson, Esquire
60 E Middle Street
Gettysburg, PA 17325

Greg Hazlett, Esquire
7 West Main Street
Mechanicsburg, Pennsylvania 17055

WEST VIRGINIA

Dittmar, Taylor & Makricostas, PLLC
320 Penco Road
Weirton, WV 26062

CHART I
CASES OPENED
JANUARY 1, 2018 - DECEMBER 31, 2018

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	TOTAL	2017 TOTAL
Family	96	105	98	109	105	93	103	94	85	92	102	92	1174	1203
Probate	10	13	17	14	11	16	13	13	13	16	18	21	175	179
Estate Planning	102	100	88	98	89	78	88	98	95	84	76	88	1084	1152
Negligence	16	20	17	12	15	18	20	19	20	22	21	17	217	203
Real Estate	24	31	35	44	38	44	39	35	29	32	27	28	406	432
Consumer	121	115	120	97	109	118	102	112	122	115	125	120	1376	1411
Criminal	22	23	24	26	20	23	25	20	23	24	20	18	268	280
Traffic	34	29	27	34	33	30	34	27	27	26	30	37	368	372
L/T	25	22	26	18	25	26	23	24	23	20	19	15	266	304
Admin	11	16	22	15	12	19	22	16	16	18	17	14	198	208
Juvenile	6	9	6	7	9	7	10	11	9	7	6	9	96	101
TOTAL	467	483	480	474	466	472	479	469	462	456	461	459	5628	5845

CHART II

PERCENTAGE OF UTILIZATION BY CATEGORY OF LAW
JANUARY 1, 2018 - DECEMBER 31, 2018

Category of Law	Total Number of Cases	Percentage	2017 Percentage
Family	1174	20.86%	20.58%
Probate	175	3.11%	3.06%
Estate Planning	1084	19.26%	19.71%
Negligence	217	3.86%	3.47%
Real Estate	406	7.21%	7.39%
Consumer	1376	24.45%	24.14%
Criminal	268	4.76%	4.79%
Traffic	368	6.54%	6.36%
Landlord/Tenant	266	4.73%	5.20%
Admin	198	3.52%	3.56%
Juvenile	96	1.71%	1.73%
TOTAL	5628	100.00%	100.00%

CHART III

ATTORNEYS' HOURS
JANUARY 1, 2018 - DECEMBER 31, 2018

CATEGORY	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	TOTAL	2017 TOTAL
Family	590.00	602.40	581.70	613.45	596.15	612.10	621.85	610.30	591.10	566.80	629.60	616.75	7232.20	7602.85
Probate	58.15	52.95	52.00	43.30	50.00	67.55	56.30	44.90	45.70	56.00	65.15	63.20	655.20	678.05
Estate Planning	238.25	215.35	199.55	224.95	199.30	185.65	201.40	232.70	234.05	236.40	221.65	236.00	2625.25	2563.05
Negligence	45.95	53.95	57.30	39.35	45.50	49.35	39.95	43.25	51.85	48.80	56.25	49.25	580.75	611.05
Real Estate	83.20	108.15	104.35	114.60	105.85	126.70	114.55	99.65	72.70	73.55	79.65	71.85	1154.80	1647.95
Consumer	562.45	555.10	583.45	522.20	573.40	594.50	586.05	601.25	624.45	571.90	608.75	590.35	6973.85	7788.05
Criminal	168.30	161.70	159.55	197.15	168.70	160.45	183.70	165.00	175.20	187.35	168.95	163.80	2059.85	2153.55
Traffic	202.15	189.15	198.75	230.35	216.55	195.45	200.85	214.00	194.10	195.25	174.05	241.60	2452.25	2512.65
L/T	75.40	61.55	77.45	61.45	69.60	63.10	66.15	76.60	77.70	68.15	60.30	40.20	797.65	902.30
Admin	40.95	42.95	57.20	47.00	37.10	47.95	63.20	51.80	54.65	62.95	57.25	49.40	612.40	599.30
Juvenile	42.75	48.25	38.45	35.05	38.05	38.95	45.15	50.15	41.35	42.90	37.00	43.85	501.90	521.40
TOTAL	2107.55	2091.50	2109.75	2128.85	2100.20	2141.75	2179.15	2189.60	2162.85	2110.05	2158.60	2166.25	25646.10	27580.20

CHART IV

PARALEGALS' HOURS
JANUARY 1, 2018 - DECEMBER 31, 2018

CATEGORY	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	TOTAL	2017 TOTAL
Family	473.50	483.50	436.20	462.60	500.00	451.45	464.65	442.35	450.00	414.45	435.90	444.30	5458.90	5606.35
Probate	90.50	75.60	72.40	77.65	73.25	87.80	93.60	79.15	73.00	84.90	84.95	86.05	978.85	1007.20
Estate Planning	249.10	271.10	201.50	207.35	198.45	170.95	199.15	223.35	214.60	217.95	184.85	211.35	2549.70	2560.15
Negligence	68.80	71.90	73.00	52.20	69.05	60.40	72.80	64.65	66.35	59.65	65.60	62.25	786.65	777.05
Real Estate	54.15	69.90	74.75	84.00	64.60	77.50	58.90	60.15	63.45	60.55	84.05	58.75	810.75	887.45
Consumer	409.00	409.00	496.80	448.30	428.25	454.90	431.50	441.60	455.80	463.35	457.35	424.20	5320.05	5433.00
Criminal	27.50	28.10	22.35	23.55	21.25	24.25	30.60	23.20	24.70	25.75	20.15	25.20	296.60	313.40
Traffic	40.55	27.90	34.75	29.75	35.25	31.00	40.50	29.25	34.90	26.35	28.55	39.40	398.15	411.45
L/T	48.45	31.15	32.93	24.85	34.50	37.15	33.50	46.25	35.90	32.15	25.55	27.60	409.98	391.35
Admin	14.65	22.95	27.40	15.84	13.60	23.85	20.65	16.10	22.75	27.15	20.40	16.65	241.99	183.90
Juvenile	4.95	7.45	5.20	6.35	5.95	7.85	8.50	11.50	8.55	6.70	6.40	9.10	88.50	80.25
TOTAL	1481.15	1498.55	1477.28	1432.45	1444.15	1427.10	1454.35	1437.55	1450.00	1418.95	1413.75	1404.85	17340.13	17651.55

CHART V

PERCENTAGE OF ATTORNEYS' HOURS
BY CATEGORY OF LAW
JANUARY 1, 2018 - DECEMBER 31, 2018

Category of Law	Total Number of Hours	Percentage	2017 Percentage
Family	7232.20	28.20%	27.57%
Probate	655.20	2.55%	2.46%
Estate Planning	2625.25	10.24%	9.29%
Negligence	580.75	2.26%	2.22%
Real Estate	1154.80	4.50%	5.98%
Consumer	6973.85	27.19%	28.24%
Criminal	2059.85	8.03%	7.81%
Traffic	2452.25	9.56%	9.11%
L/t	797.65	3.11%	3.27%
Admin	612.40	2.39%	2.17%
Juvenile	501.90	1.96%	1.89%
TOTAL	25646.10	100.00%	100.00%

CHART VI

PERCENTAGE OF PARALEGALS' HOURS
BY CATEGORY OF LAW
JANUARY 1, 2018 - DECEMBER 31, 2018

Category of Law	Total Number of Hours	Percentage	2017 Percentage
Family	5458.90	31.48%	31.76%
Probate	978.85	5.64%	5.71%
Estate Planning	2549.70	14.70%	14.50%
Negligence	786.65	4.54%	4.40%
Real Estate	810.75	4.68%	5.03%
Consumer	5320.05	30.68%	30.78%
Criminal	296.60	1.71%	1.78%
Traffic	398.15	2.30%	2.33%
L/T	409.98	2.36%	2.22%
Admin	241.99	1.40%	1.04%
Juvenile	88.50	0.51%	0.45%
TOTAL	17340.13	100.00%	100.00%

CHART VII

SURCHARGES

JANUARY 1, 2018 - DECEMBER 31, 2018

	FAMILY	OTHER	TOTALS	2017 TOTALS
JANUARY	\$2,812.75	\$0.00	\$2,812.75	\$3,744.75
FEBRUARY	\$3,205.00	\$0.00	\$3,205.00	\$2,872.50
MARCH	\$3,092.25	\$0.00	\$3,092.25	\$2,980.00
APRIL	\$2,903.75	\$0.00	\$2,903.75	\$2,182.50
MAY	\$2,732.50	\$0.00	\$2,732.50	\$2,667.50
JUNE	\$3,075.75	\$0.00	\$3,075.75	\$3,177.50
JULY	\$3,152.50	\$0.00	\$3,152.50	\$2,506.25
AUGUST	\$3,171.50	\$0.00	\$3,171.50	\$2,961.49
SEPTEMBER	\$2,859.25	\$0.00	\$2,859.25	\$2,320.06
OCTOBER	\$3,454.25	\$0.00	\$3,454.25	\$2,320.06
NOVEMBER	\$3,121.75	\$0.00	\$3,121.75	\$2,122.50
DECEMBER	\$3,156.00	\$0.00	\$3,156.00	\$2,412.50
YEAR TOTAL	\$36,737.25	\$0.00	\$36,737.25	\$32,267.61

CHART VIII
STATISTICAL COMPARISON
BY YEAR

YEAR	TOTAL ATTORNEY HOURS	MONTHLY AVERAGE	TOTAL PARALEGAL HOURS	MONTHLY AVERAGE	TOTAL CASES	MONTHLY AVERAGE	MEMBERS MONTHLY AVERAGE	UTILIZATION AVERAGE
2008	11529.05	960.75	9095.60	757.97	1575	131	7372	18.17%
2009	11516.80	959.73	9103.75	758.65	1422	119	7350	18.22%
2010	14150.20	1179.18	11228.05	935.67	1675	140	7673	21.47%
2011	13401.70	1116.81	11208.98	934.08	1526	127	7029	22.53%
2012	12216.95	1018.08	10163.02	846.92	1770	148	5927	24.32%
2013	11874.35	989.53	9732.90	811.08	1975	165	5218	26.74%
2014	10553.35	879.45	8695.35	724.61	1799	150	5570	22.22%
2015	10059.80	838.32	7871.60	655.97	1847	154	5272	22.14%
2016	24514.15	2042.85	16834.75	1402.90	4921	410	11934	19.73%
2017	27580.20	2298.35	17651.55	1470.96	5845	487	14728	20.60%
2018	25646.10	2137.18	17340.13	1445.01	5628	469.00	14552	19.65%

CHART IX

UTILIZATION AND CAP FIGURES PER MONTH - 2018

MONTH	UTILIZATION	CAP
JANUARY	19.52%	\$95.03
FEBRUARY	19.54%	\$94.86
MARCH	19.47%	\$95.12
APRIL	19.56%	\$94.28
MAY	19.40%	\$94.71
JUNE	19.61%	\$93.05
JULY	20.04%	\$90.63
AUGUST	20.11%	\$90.10
SEPTEMBER	20.25%	\$89.62
OCTOBER	19.02%	\$93.93
NOVEMBER	19.58%	\$91.41
DECEMBER	19.73%	\$89.00
YEAR AVERAGE	19.65%	\$92.76