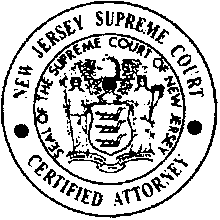
*SHIVERS, GOSNAY & GREATREX, LLC*

*Attorneys at Law*

GREGG A. SHIVERS\* CHERRY HILL PLAZA

GEORGE C. GREATREX, JR.\*\* 1415 ROUTE 70 EAST, SUITE 309

JENNIFER L. WEBB \*\* CHERRY HILL, NJ 08034

DONALD R. GOSNAY\*\*, OF COUNSEL TEL (856)-616-8087

EDWARD N. ADOURIAN, JR., RETIRED FAX (856)-616-8081

\*CERTIFIED BY THE SUPREME COURT OF EMAIL: [ATTORNEYS@SGGLAWFIRM.COM](mailto:ATTORNEYS@SGGLAWFIRM.COM)

NEW JERSEY AS A CIVIL TRIAL ATTORNEY WEBSITE: WWW.SGGLAWFIRM.COM

\*\*ALSO MEMBER OF PA BAR

July 24, 2019

To: All Property Managers and Association Boards

Re: Legal Fees

We here at Shivers, Gosnay & Greatrex are acutely aware of the tight budgets that our Associations operate under and we have always done our best to keep our fees reasonable. However, we have not increased our rates in over two years and because of increases in court fees, vendor fees and overhead, we find it necessary to increase some of our rates. While this no doubt comes to you as unwelcome news, we would like you to remember that representing community associations is our primary business (we now represent over 230 associations) and we are often able to answer your questions about the law and other issues quickly because we deal with these issues every day. You may find an attorney with lower hourly fees but if he/she has to research an answer for 30 minutes that we can (and often do) answer in 10 minutes, you are not really saving money.

George Greatrex and Gregg Shivers’ rates will increase by $25/hour to $275 for out-of-court work but the in-court rate will remain at $300/hour. Jennifer Webb’s rate will increase to $220/hour (this has not been increased in over 4 years). Paralegal rates will increase for the first time in 15 years to $110/hour (a $10 increase). The new collection billing rates are enclosed and overall, they are not significantly increased except where court or other fixed costs have increased. We have also changed the way some services are billed. In many cases in the past, we just charged a flat fee which included court costs. We will now be separating those charges out.

The new rates will take effect August 1, 2019 and we will be glad to come out and meet free of charge with any Board who wishes to discuss these increases.

SHIVERS, GOSNAY & GREATREX, LLC

Gregg A. Shivers George C. Greatrex Jr. Jennifer L. Webb