



Dr. Philip J. Cross

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Dr. Philip Cross is the principal and founder of Kenyon Consulting LLC. He has over 20 years of experience as an economist in academia, government, and consulting. He specializes in econometrics—combining statistical analysis with economic theory to draw inferences about economic outcomes. His consulting experience in litigation includes preparing expert reports and testifying in class-actions, antitrust matters, lost profits in breach of contract matters and lost wages in wrongful termination and wrongful death matters. He has worked on a wide range of litigation matters both on the plaintiff side and the defense side. His non-litigation experience includes analyzing the compensation structure of partners in large professional services firms, building and applying econometric models to accurately predict loan default rates, and designing and implementing on-line surveys to accurately predict consumers' willingness to pay for products with a range of attributes. In addition, Dr. Cross has considerable experience providing expert support in class actions and antitrust cases as well as general consulting for businesses and governments.

Dr. Cross's experience includes:

- Serving as an expert witness for the defendant in a class-action litigation between a health insurer and a group of healthcare providers over alleged claim under-reimbursement. Submitted an expert report outlining flaws in opposing expert's method of ascertaining the class by illustrating how data available to opposing expert was insufficient to accurately identify which healthcare providers were members of the class
- Being retained as an expert witness in an antitrust litigation between a large automotive manufacturer and one of its suppliers. Refuted the opposing expert's claim that sales data supported the allegation that the parts supplier conspired to raise prices during the relevant period. Demonstrated that opposing expert's analysis was based on a simplistic and flawed application of pricing dynamics by presenting an improved model of price dynamics, which demonstrated no statistically supportable evidence of a conspiracy.
- Serving as an expert witness in local regulatory matter regarding the impact of the entry of a second waste hauler to compete with the existing hauler. Appropriately defined the relevant market, demonstrated that demand is price inelastic in this market, and showed that price and quality-of-service effects from facing competition are significant in similar jurisdictions.
- Opining about lost wages in wrongful death and wrongful termination matters, as well as opining about lost profits in breach of contract matters. Projected future earnings obtained by building a statistical model combining recent earnings history with credible assumptions impacting future earnings potential.
- Being retained as a consulting expert to analyze the compensation structure for partners at a large professional services firm. Constructed a regression model of compensation/promotion as a function of productivity, which was employed to show a lack of gender- and age-discrimination in the compensation structure.
- Working with third-party survey firms to design and implement on-line surveys to elicit consumer preferences for various product attributes. The resulting analysis of the survey data afforded reliable opinions about liability and estimation of damages in product-liability litigations.

Dr. Cross holds a Ph.D. in Economics and an M.A. in Economics from the University of Wisconsin. He also holds a B.Com (Hons.) in Economics from the University of New South Wales. He is a member of the American Economic Association, American Statistical Association, the Econometric Society, and the American Bar Association.

Dr. Cross currently holds affiliate positions at BVA Group and Monument Economics Group. He has previously held consulting positions with AlixPartners, Berkeley Research Group, Exponent, Inc., and Deloitte Financial Advisory Services. Dr. Cross was previously an Assistant Professor at Georgetown University, has taught in the Economics Ph.D. program at Johns Hopkins University, and has held an affiliate position at the University of Melbourne. And he was previously a Personnel & Policy Consultant with the U.S. Department of Defense.