

# Hidalgo County

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for the Collection of Delinquent Taxes



Linebarger Goggan  
Blair & Sampson, LLP

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ATTORNEYS AT LAW

Collecting Government Receivables Since 1976



**Staffing of Project Team**



**Experience of Project Team/Ability to  
Commit Resources**



**Methodology**



**Understanding of Project/Similar Projects**



**Fees**



**Presentation**

# Staffing of Project Team



# Staffing of Project Team

## Firm Qualifications - Locally

- ▶ **27 Years in Edinburg**
- ▶ **8 Attorneys — 5 Local**
- ▶ **Edinburg Office staffed with 43 Dedicated Professionals with 460 Cumulative Years Experience**
- ▶ **Precinct 2 Substation**
- ▶ **Precinct 3 Substation**
- ▶ **Precinct 4 Substation (2015)**

# Staffing of Project Team

## Firm Qualifications - Locally



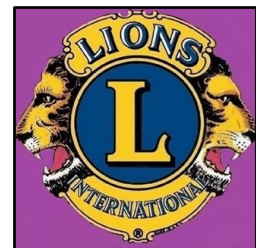
# Staffing of Project Team

## Firm Qualifications - Locally



- ▶ 11 Employees with 20+ years experience
- ▶ 11 Employees with 10-19 years experience
- ▶ 7 Employees with 5-9 years experience
- ▶ 14 Employees with 1-4 years experience

\*Listing excludes attorneys



# Experience of Project Team and Ability to Commit Resources

## Technological Support



# Experience of Project Team and Ability to Commit Resources

## Technological Support

The screenshot displays the Oracle Developer Forms Runtime - Web interface with several overlapping windows. The background window shows the 'Tax Tool' for 'HIDALGO, TX' with fields for 'Venue', 'Master', 'Owner', 'Property', 'Collector', and 'Litigation Info'. The 'Collector' field is populated with '185 Gracie C. Elizondo'. The 'Owner Info' window shows 'Tax Office' as '596 Hidalgo County' and 'City' as 'MCALLEN'. The 'MT Activity Tag Tracking' window is the most prominent, showing a table of activity tags with columns for 'Tag ID', 'Note', 'Opened On / By', and 'Updated On / By'. The table contains several rows of data, including 'COLLECTIONS - OUTGOING CALLS', 'LITIGATION', 'PAYMENT', 'TAX COLLECTION', 'TAXPAYER ASSISTANCE - WALK-IN', 'COLLECTOR WORKING THE ACCOUNT', 'PAYMENT AGREEMENT - INITIATED', 'CAMPAIGN #3', 'MISCELLANEOUS', 'DUE DILLIGENCE RESEARCH COMPLETED', and 'RESEARCH'. The 'Values' window on the right shows a summary of values: Land (31,779), Imp (93,075), and Total (124,854). The 'Due Date' is set to 10/30/2014. The Oracle logo is visible in the bottom right corner.

Tag ID	Note	Opened On / By	Updated On / By
COC	taxes told he said he was working with Juan Guerrero there is no notes on this account. that	07/22/2014 Z Hernandez	07/22/2014 Z Hernandez
LM	LITIGATION		
PMT	PAYMENT		
101	TAX COLLECTION	04/23/2014 G Elizondo	04/23/2014 G Elizondo
TWI	TAXPAYER ASSISTANCE - WALK-IN		
LM	LITIGATION	04/23/2014 G Elizondo	04/23/2014 G Elizondo
WRK	COLLECTOR WORKING THE ACCOUNT		
101	TAX COLLECTION	11/07/2013 G Elizondo	11/07/2013 G Elizondo
PAI	PAYMENT AGREEMENT - INITIATED		
LM	LITIGATION	11/07/2013 G Elizondo	11/07/2013 G Elizondo
PD3	CAMPAIGN #3		
MS	MISCELLANEOUS	10/31/2013 M Lopez	10/31/2013 M Lopez
DDR	DUE DILLIGENCE RESEARCH COMPLETED		
RE	RESEARCH	10/11/2013 L Gonzalez	10/11/2013 L Gonzalez

# Experience of Project Team and Ability to Commit Resources

## Technological Support

**ACT!**  
APPRAISAL & COLLECTION TECHNOLOGIES ★



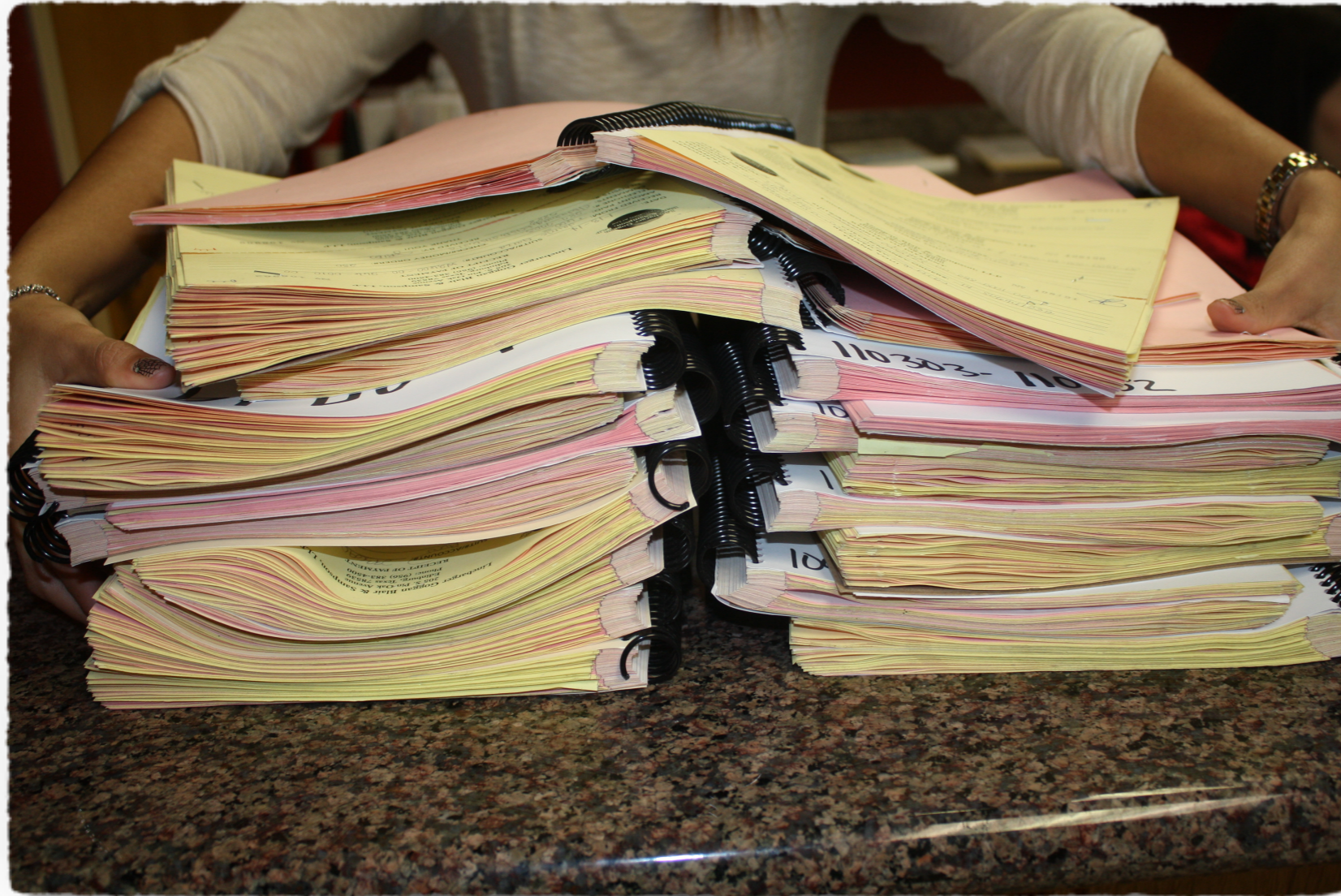
# Experience of Project Team and Ability to Commit Resources

## Technological Support



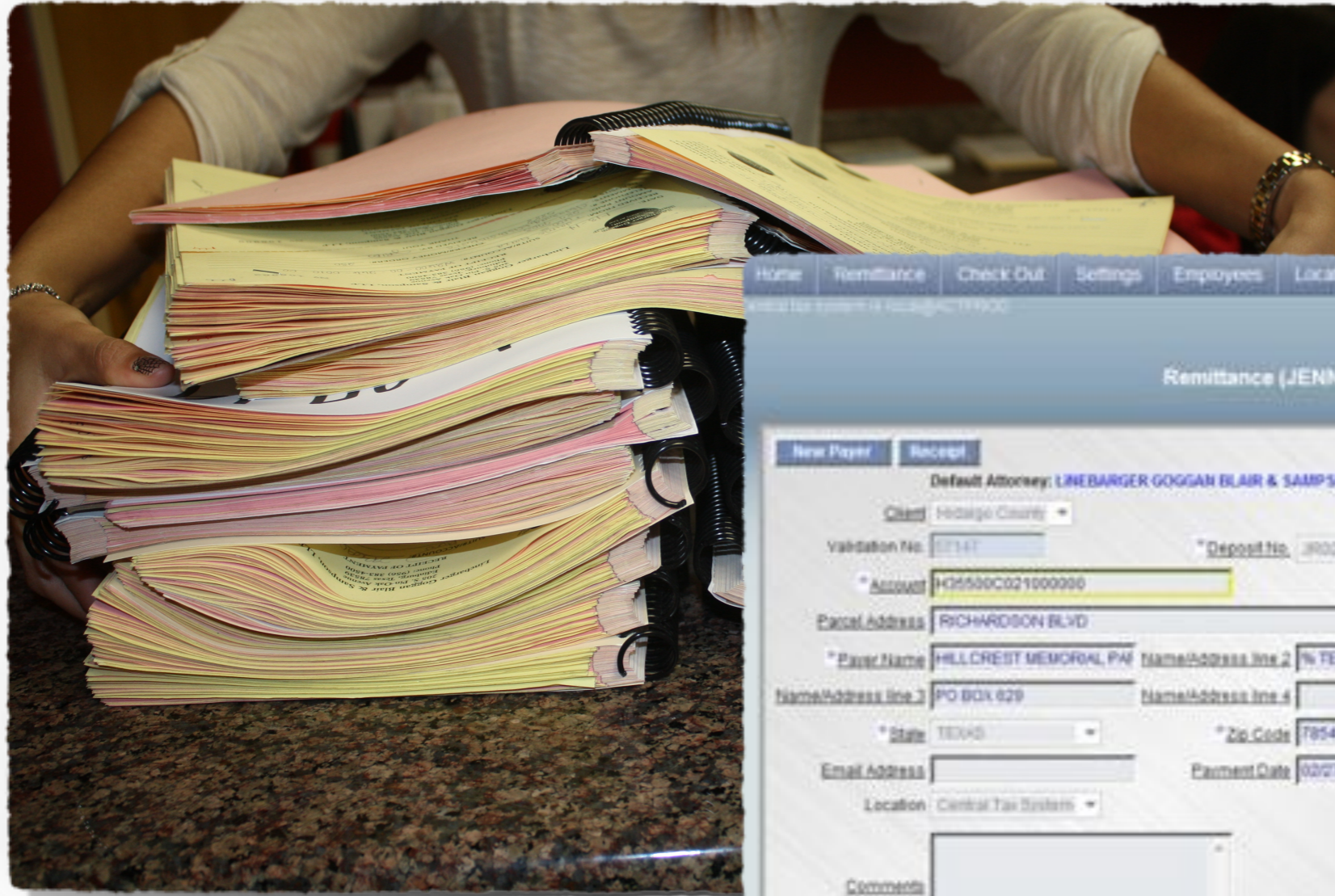
# Experience of Project Team and Ability to Commit Resources

## Technological Support



# Experience of Project Team and Ability to Commit Resources

## Technological Support



Home Remittance Check Out Settings Employees Location Tax Units Challenge Logon Blair & Sampson, LLP  
Central Tax System (4) (04/04/2014) Indago County

### Remittance (JENNIFERR)

**New Paper** **Receipt**

Default Attorney: LINEBARGER GOGGAN BLAIR & SAMPSON (8300)

Client: Indago County

Validation No: 07141 \*Deposit To: JRO2210014 **Open a Deposit**

\* Account: H05500C021000000

Facel Address: RICHARDSON BLVD

\* Payee Name: HILLCREST MEMORIAL PAI NameAddress line 2: % TED SKINNER

NameAddress line 3: PO BOX 629 NameAddress line 4: \* City: EDINBURG

\* State: TEXAS \* Zip Code: 785400629 Phone: 9566242099

Email Address: Payment Date: 02/27/2014

Location: Central Tax System

Comments:

Amount Being Paid: \$1,950.00 Amount Remitted: \$1,950.00 Check Due: \$ 0.00

Years Being Paid:

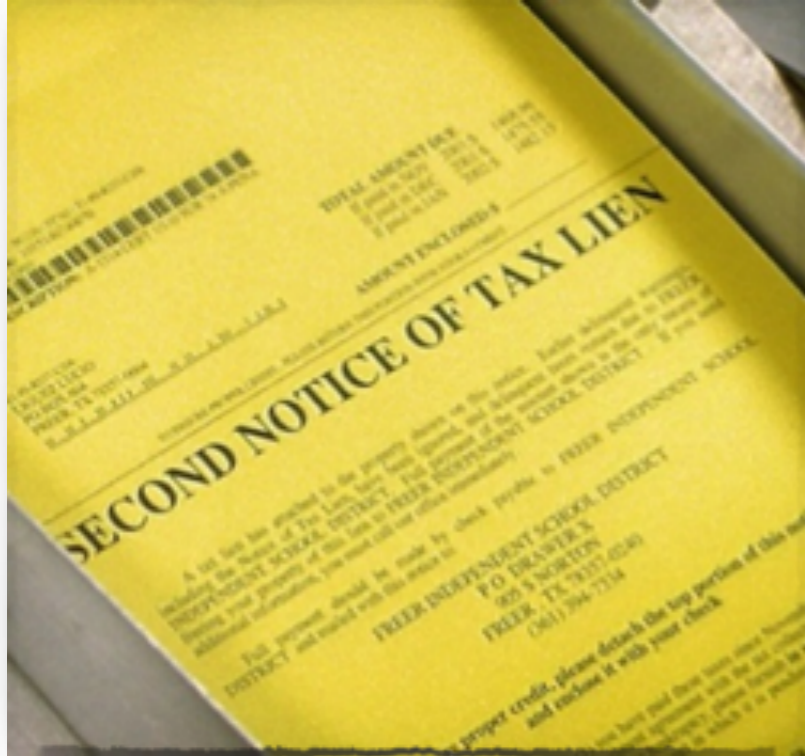
Year	Amount Being Paid	Amount Due	Attorney or Tax Unit
1995	1071.64	-51,071.64	Default Attorney
1996	878.36	-56,12.01	Default Attorney
<b>Due:</b>		<b>-\$1,683.65</b>	

Payment Methods:

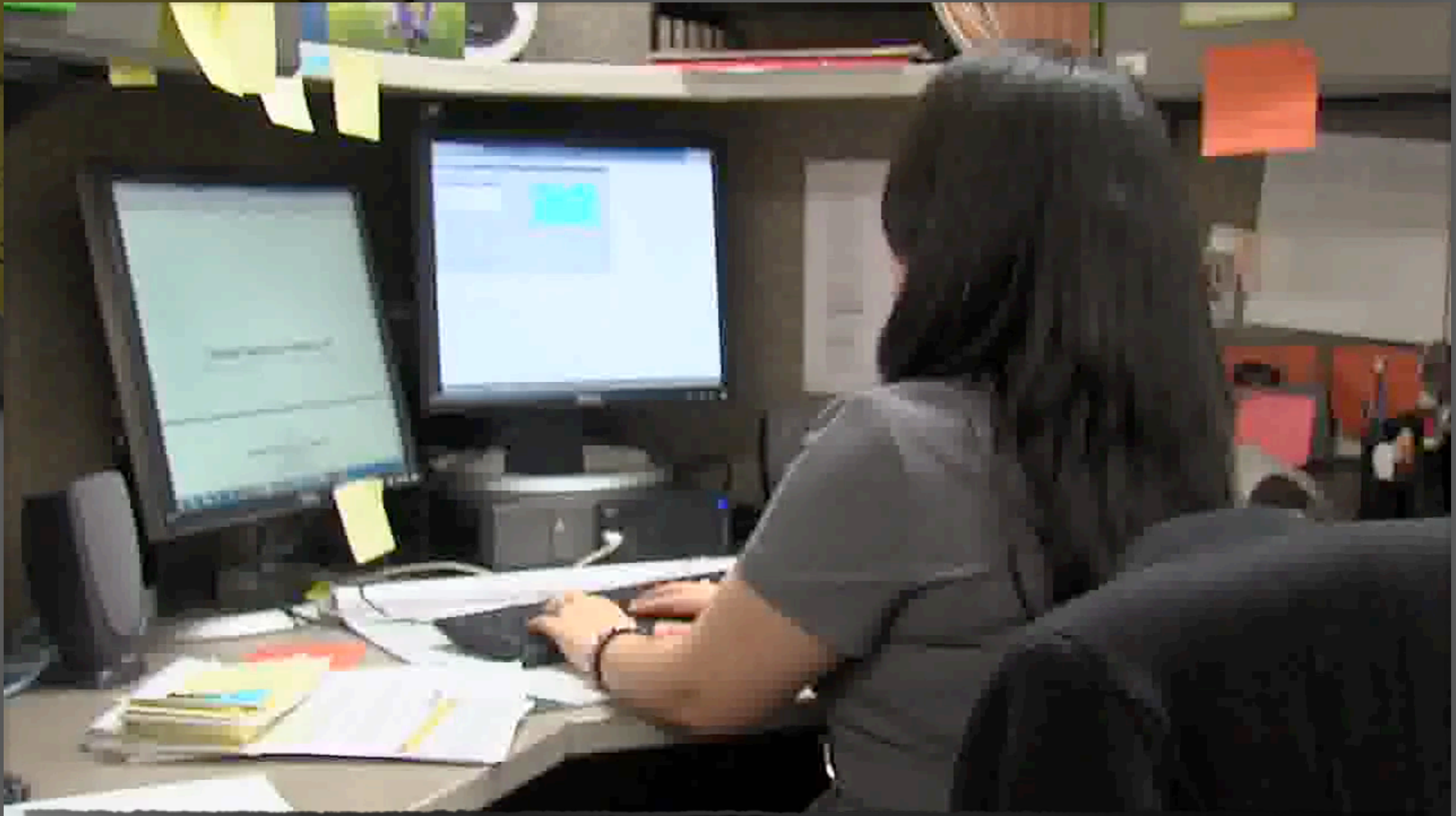
Type	Check No.	Amount
CHECK	1382	1950



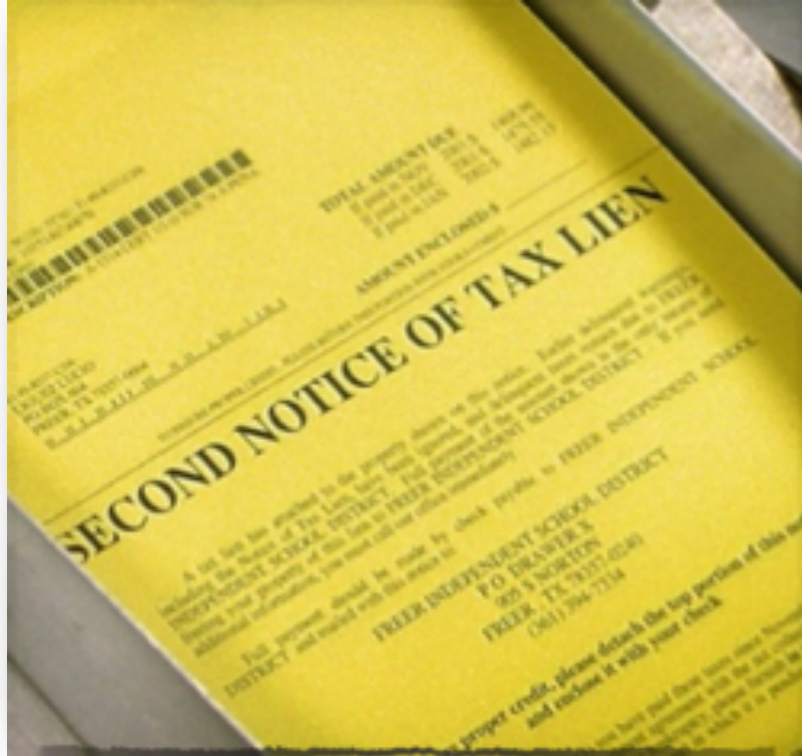
# Methodology



# Methodology



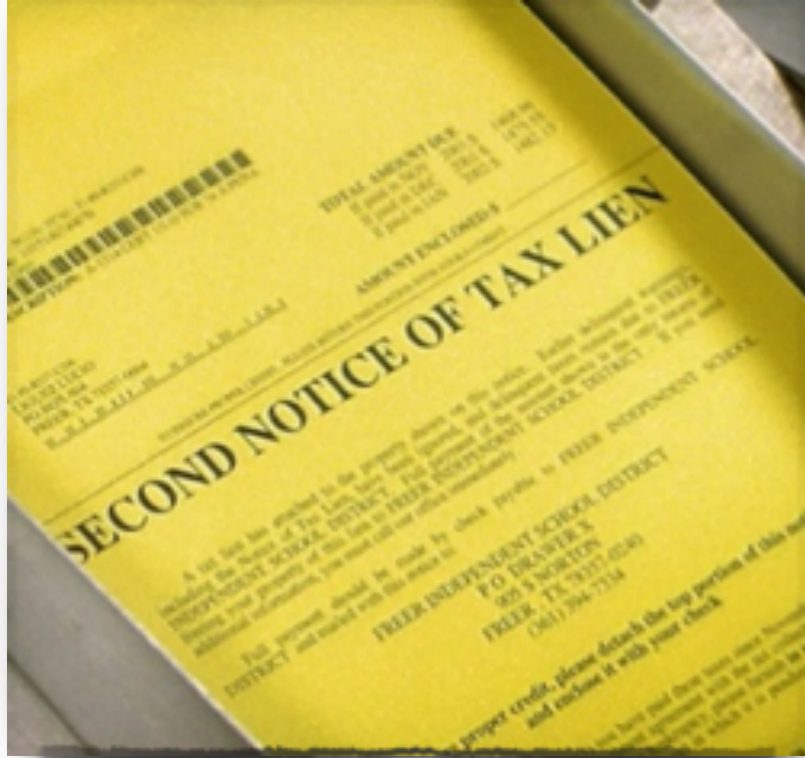
# Methodology



# Methodology



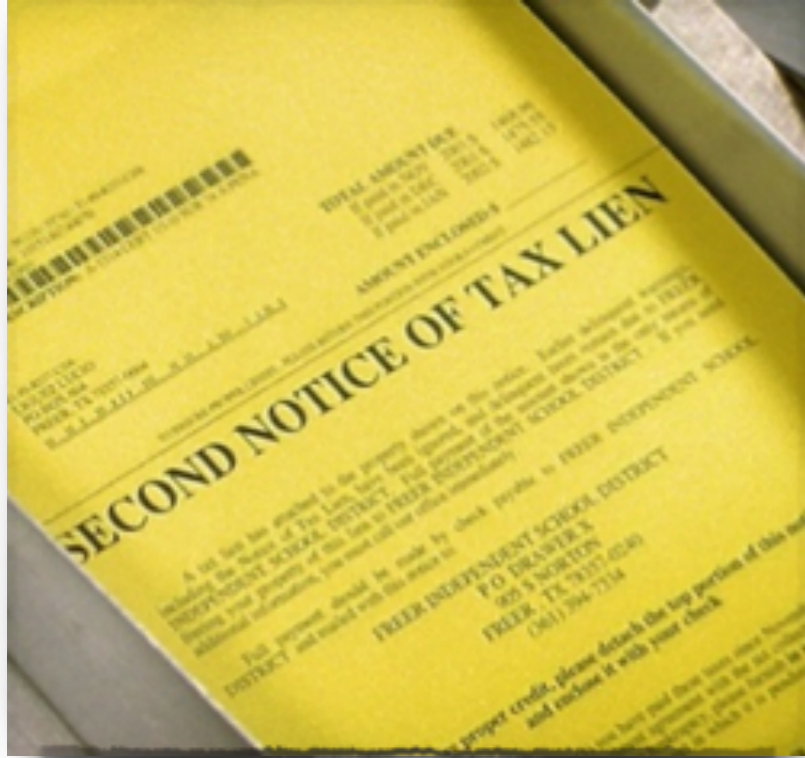
# Methodology



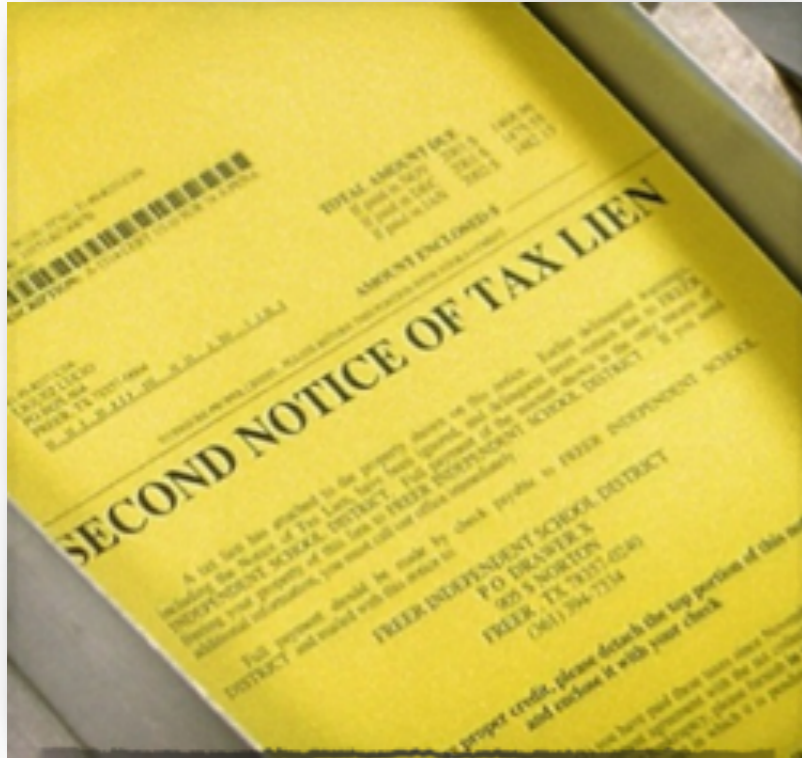
# Methodology



# Methodology



# Methodology



A man in a dark blue shirt is holding a yellow sign that reads "PROPERTY PROSPECT FOR TAX SALE". The sign has some text and a small logo. The background is a grassy area.

**Tax Resale Guide**  
June 22, 2013

Lineberger Goggan  
Blair & Sampson, LLP  
ATTORNEYS AT LAW

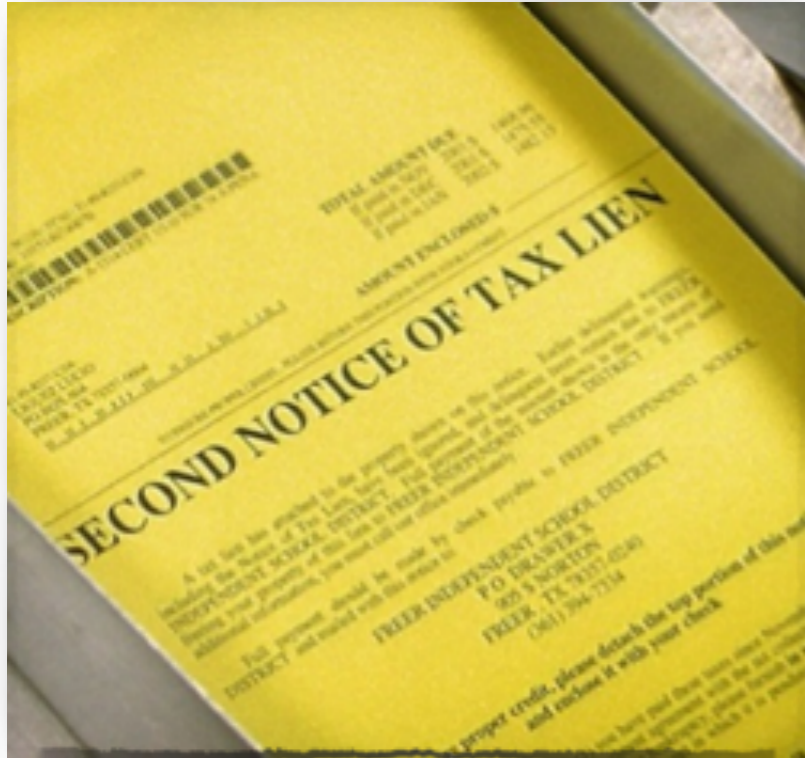
205 S. Pin Oak Ave. • Edinburg, TX 78539  
(956) 383-4500

# Methodology



205 S. Pin Oak Ave. • Edinburg, TX 78539  
(956) 383-4500

# Methodology



**Tax Resale Guide**  
June 22, 2013

Linebarger Goggan  
Blair & Sampson, LLP  
ATTORNEYS AT LAW

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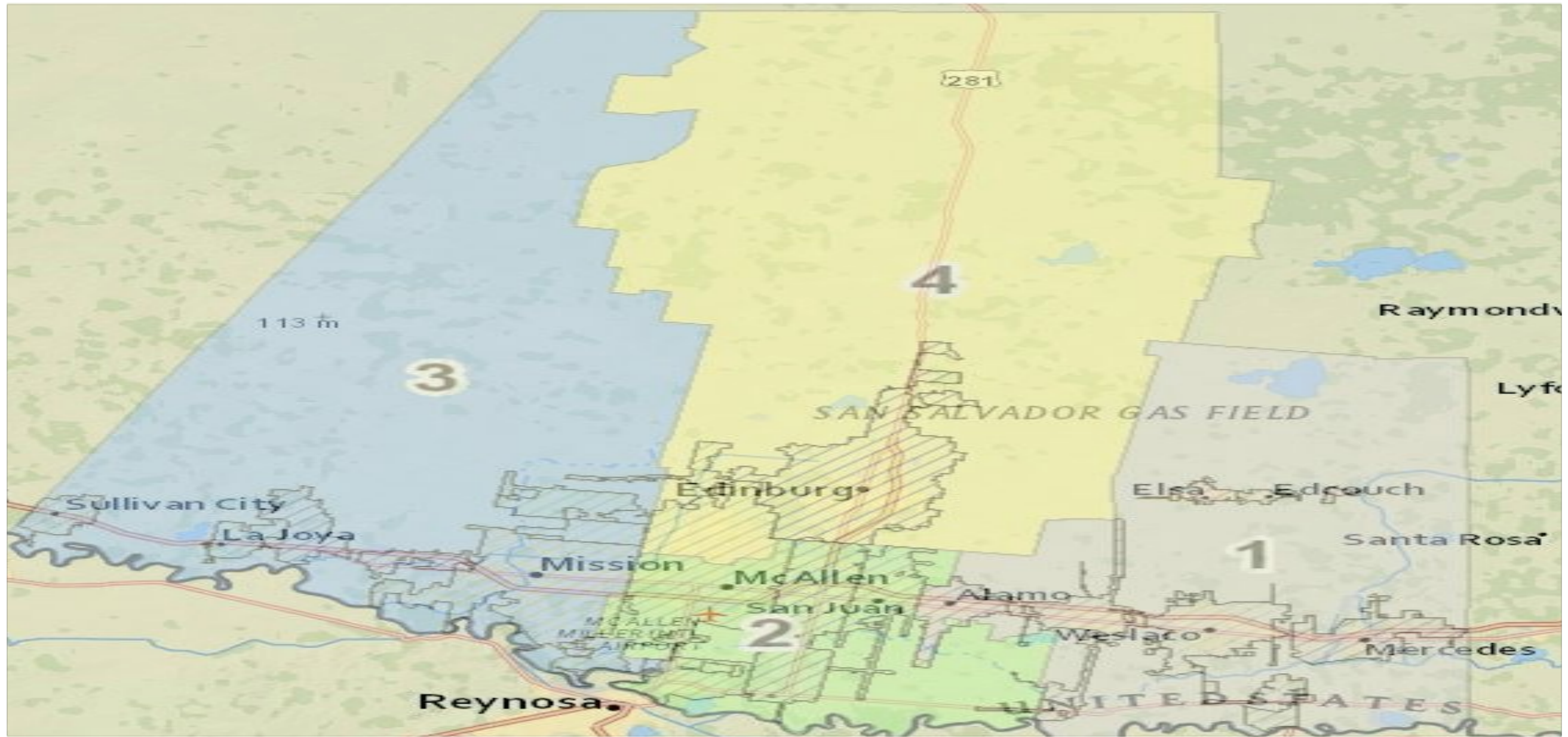


# Methodology



205 S. Pin Oak Ave. • Edinburg, TX 78539  
(956) 383-4500

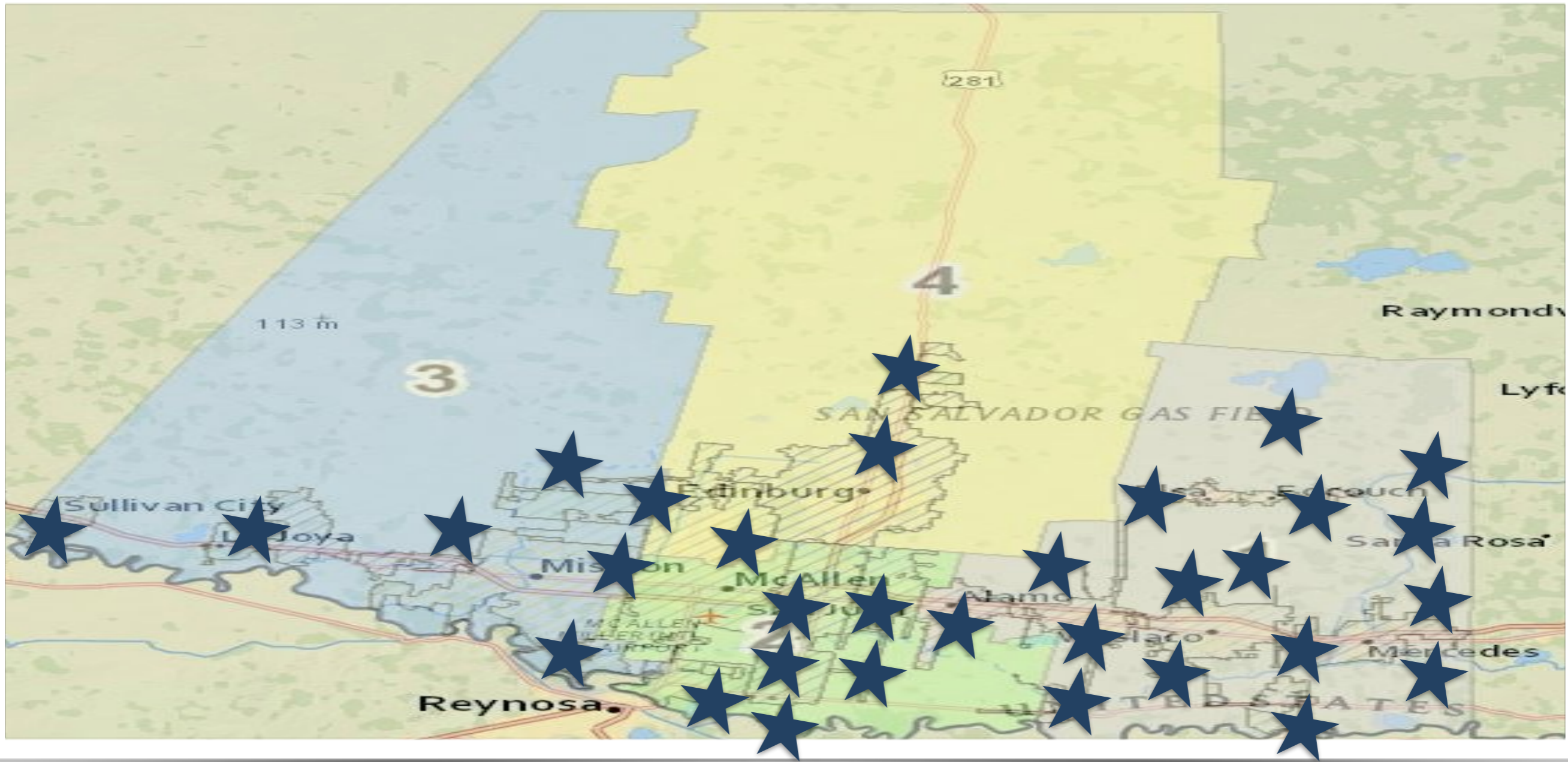
# Project Understanding / Similar Projects



# Project Understanding / Similar Projects



# Project Understanding / Similar Projects



City of Alamo  
 City of Alton  
 City of Donna  
 City of Edcouch  
 City of Edinburg  
 City of Elsa  
 City of Granjeno

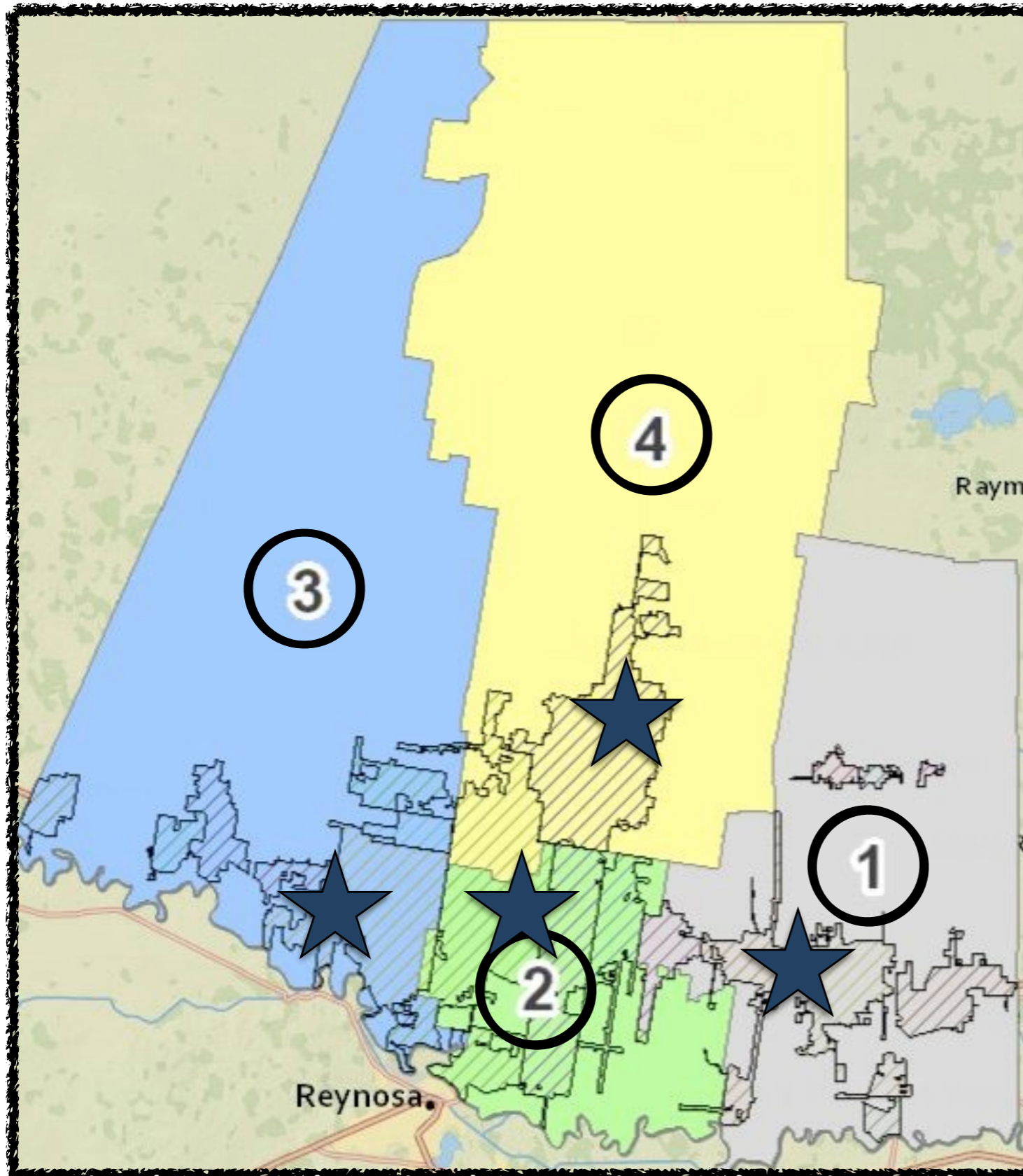
City of Hidalgo  
 City of La Villa  
 City of McAllen  
 City of Mercedes  
 City of Palmview  
 City of Progreso  
 City of Pharr

City of San Juan  
 Sullivan City  
 City of Weslaco  
 Donna ISD  
 Edcouch-Elsa ISD  
 Edinburg CISD  
 Hidalgo ISD

La Joya ISD  
 La Villa ISD  
 Monte Alto ISD  
 Mercedes ISD  
 PSJA ISD  
 Progreso ISD  
 Sharyland ISD

South Texas College  
 South Texas ISD  
 Valley View ISD  
 Weslaco ISD

# Project Understanding / Similar Projects



Capital Partner  
Lucy G. Canales  
Pct. 1

Attorney  
Michael G. Cano  
Pct. 2

Partner  
Gustavo Martinez  
Pct. 3

Attorney  
Kelly Rivera Salazar  
Pct. 4

John D. Franz  
Complex Litigation  
Pct. 1, 2, 3 & 4

# Project Understanding / Similar Projects



**July 2011 - Sept. 2011**



**Oct. 2011 - Dec. 2011**

**Jan. 2012 - Mar. 2012**



**Apr. 2012 - June 2012**



**July 2012 - Sept. 2012**



**Oct. 2012 - Dec. 2012**



**Jan. 2013 - Mar. 2013**



**Apr. 2013 - June 2013**



**July 2013 - Sept. 2013**



**Oct. 2013 - Dec. 2013**



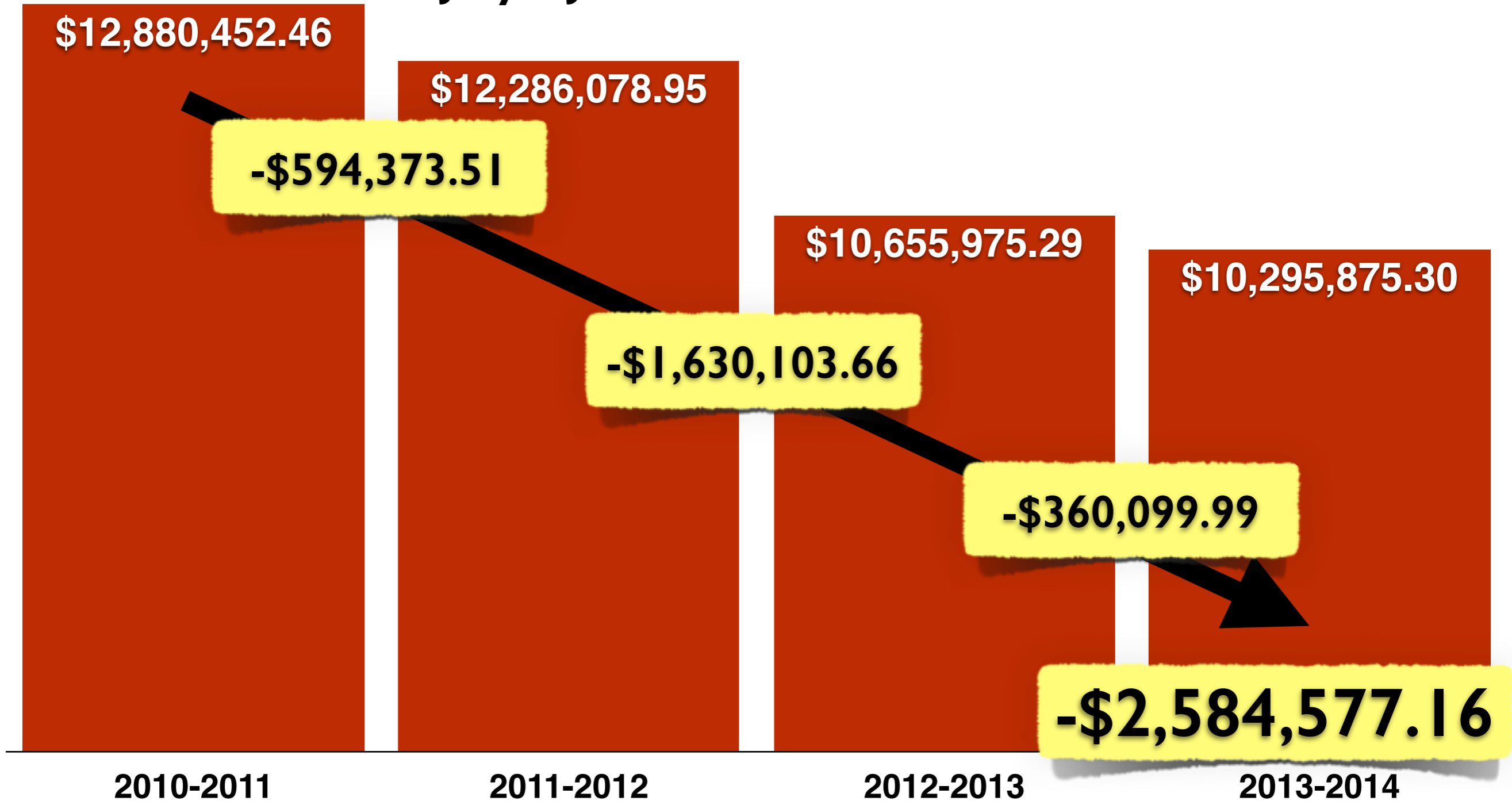
**Jan. 2014 - Mar. 2014**



**Apr. 2014 - June 2014**

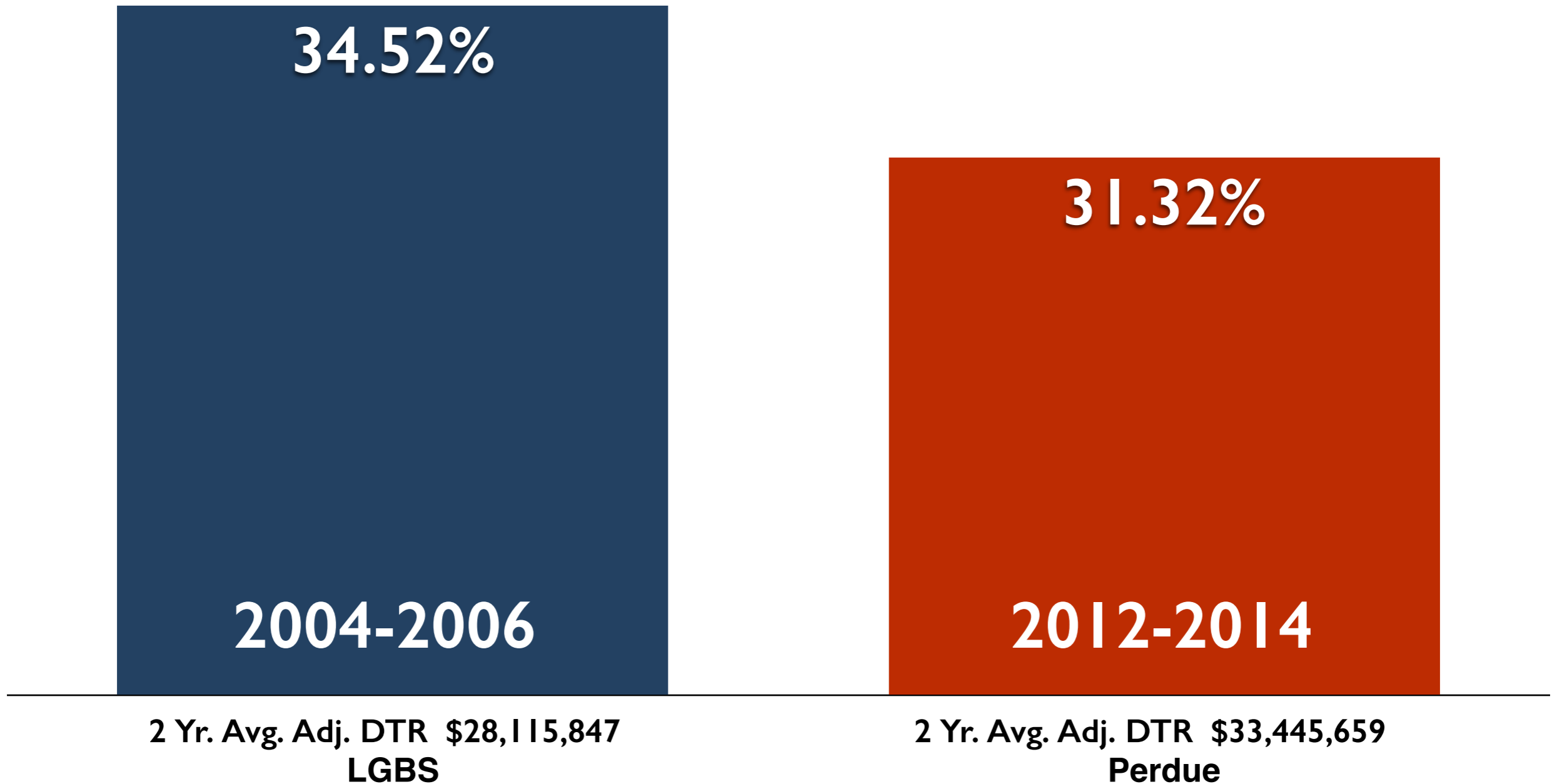
# Project Understanding / Similar Projects

## Hidalgo County Base Tax Only July - June Collections



# Project Understanding / Similar Projects

## Hidalgo County Delinquent Tax Collection Rates & DTR Balances LGBS vs Perdue Last Two Years Collection Average From Each Firm

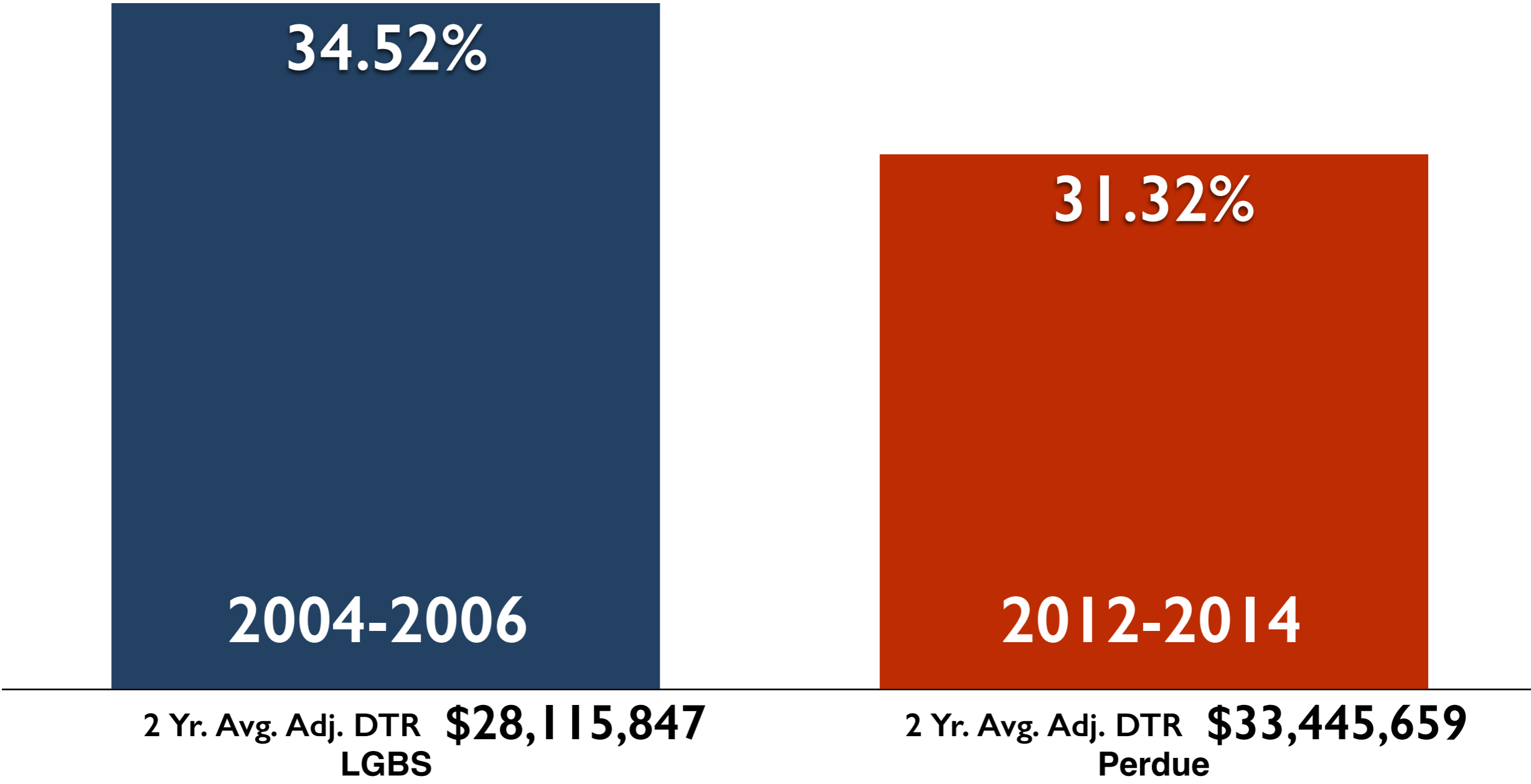


Source: Hidalgo County Tax Office Reports as of July 1st

Note: Collection rates reflect base taxes collected against the adjusted levy. Rates do NOT include P&I or attorney fees.

# Project Understanding / Similar Projects

## Hidalgo County Delinquent Tax Collection Rates & DTR Balances LGBS vs Perdue Last Two Years Collection Average From Each Firm



Source: Hidalgo County Tax Office Reports as of July 1st  
Note: Collection rates reflect base taxes collected against the adjusted levy. Rates do NOT include P&I or attorney fees.

# Fees — 15%

- ▶ **No Cost to the County**
- ▶ **No Cost to the 93.57% Who Pay Taxes on Time**
- ▶ **Fair and Reasonable Fee**

# Partnering with Linebarger



# Partnering with Linebarger



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