

**CITY OF LAREDO  
SPECIAL CITY COUNCIL MEETING  
M-2011-SC-02  
CITY COUNCIL CHAMBERS  
1110 HOUSTON STREET  
LAREDO, TEXAS 78040  
JUNE 1, 2011  
5:30 P.M.**

**I. CALL TO ORDER**

With a quorum present Mayor Pro Tempore Rendon called the meeting to order.

**I. PLEDGE OF ALLEGIANCE**

Mayor Pro Tempore Rendon led in the pledge of allegiance.

**II. ROLL CALL**

In attendance:

Mike Garza,	Council Member, District I
Esteban Rangel,	Council Member, District II
Alejandro Perez Jr.,	Council Member, District III
Juan Narvaez,	Council Member, District IV
Johnny Rendon,	Mayor Pro Tempore, District V
Charlie San Miguel,	Council Member, District VI
Jose A. Valdez, Jr.,	Council Member, District VII
Cynthia Liendo Espinoza,	Council Member, District VIII
Gustavo Guevara, Jr.,	City Secretary
Carlos Villarreal,	City Manager
Cynthia Collazo,	Deputy City Manager
Horacio De Leon,	Assistant City Manager
Jesus Olivares,	Assistant City Manager
Raul Casso,	City Attorney

Motion to excuse Mayor Salinas.

Moved: Cm. Garza

Second: Cm. Rangel

For: 8

Against: 0

Abstain: 0

**II. STAFF REPORT**

1. Presentations by finalist law firms competing for the Delinquent Tax Collection Contract with discussion and possible action on a selection from among presenters for contractual award, and any related matters. Listed alphabetically, the finalist law firms are as follows:

1. Arce-Flores Martinez, LLC

Adriane Arce-Flores introduced Silverio Martinez and stated that they both were lifelong Laredo residents, having maintained a successful law practices in their community. She went on to say that she was the first Hispanic woman from Laredo to have been appointed to the federal bench and served the community for an eight-year term. She explained that it was through her experience as a magistrate judge that she learned that experience and hard work were important. She added that she had been practicing in the areas of real estate, tax collections and oil and gas and was also a certified mediator for the courts. She concluded that at this time, she had a professional association with the present Webb County Delinquent Tax Attorney. She gave the following presentation:

**ARCE-FLORES MARTINEZ, A LIMITED LIABILITY COMPANY**

Sound Foundation and Solid Legal Experience

Over 30 years Combined Legal Experience in the Local Legal Community

Adriana Arce-Flores

- Former Federal Judge
- Civil Practice and Collections

Silverio Martinez

- Former Assistant District Attorney
- Civil Practice, Real Estate, Commercial, Collections

**TAX COLLECTION PLAN**

**PRACTICAL**

- Professionalism in the collection of taxes
- Compassion and Practicality in implementing payment plans
- Prompt Communication with Taxpayers to maximize collection efforts utilizing color coded postcards
- Outreach program and user-friendly website

**PRODUCTIVE**

- Knowledgeable office staff
- On-Site Attorney
- Easy to use/implement office software (NEEDLES and EZ ACCESS)

**PROFITABLE**

- Prompt litigation resolution
- Accurate litigation targets

Sample Payment Plan

Notice of court

Notice of sheriff's sale

Notice of delinquent taxes

Pre-suit procedure

Lawsuit preparation & procedure

Personal property judgments (tax warrants)

**REAL PROPERTY JUDGMENTS (SHERIFF'S SALE)**

**BANKRUPTCY**

NEEDLES office software

The rest of this presentation can be viewed at the City Secretary's Office, 1110 Houston St., Laredo, TX 78040.

City Manager Carlos Villarreal asked if she, or anyone in her firm had been sued for legal malpractice, disciplined for violations of professional ethics, or were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Adriane Arce-Flores answered in the negative to all questions.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.

Silverio Martinez responded that it would be handled like every other case, with professionalism. He added that their duty was to their client and that they could handle it as long as there was no professional conflict. He concluded that for any case, they would check first to see if there were any conflicts of interest first.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Adriane Arce-Flores responded in the affirmative. She added that they had made arrangements to make sure they would be up and running.

## 2. Campero & Associates

Adolfo Campero, Jr. stated that their motto was "Going Above and Beyond." He gave the following presentation:

Adolfo Campero, Jr.  
Laredo Born and Raised  
Former UHS Grad  
Former Legislative Aide  
UT-Austin (BBA) & Law  
Licensed 1995  
Speaker at State Bar Seminars  
Rising Star/Superlawyer  
Carlos E. Flores  
Laredo Born and Raised  
Nixon HS Grad  
Former UISD Educator  
TAMIU & UT Law Grad  
Licensed 2005  
Former Sch. Bd. Trustee

Former VP EPISD

Annette M. Salinas

Laredo Born and Raised

St. Aug. HS Grad.

U. Penn & UT Law Grad.

Licensed 2006

Paralegals/Staff

Pedro D. Lopez

Gerardo Ramos

Adriana Castaneda

Jessica Garcia

Karla Velarde

Manfredo Salinas

Leslie Mercado

Juan Enrique Lozano

Robert Garza, Jr.

REPRESENTATIVE CLIENTS

National/State

- ConocoPhillips Company
- Laredo Energy
- PepsiCo
- Rosetta Resources
- Temple-Inland
- Bank of America
- Prudential

Local/Mexico

Uni-Trade Forwarding, Inc.

- SR Forwarding, Inc.
- Frio Express
- Trucka
- Dominion Builders
- Legend Title & Abstract
- Moto Diesel Mexicana

RELEVANT EXPERIENCE

- 49TH District Court
- 111th District Court
- 341st District Court
- 406th District Court
- Co Ct At Law No. 1
- Co Ct At Law No. 2
- S.A. Court of Appeals
- US District Court Southern District of Texas
- US Bankruptcy Court, Southern District of Texas
- 5th Circuit Court of Appeals
- Foreclosures
- Collections
- Enforcement of Judgments



- Complex Litigation
- Lien Challenges
- Custodian of Substantial Client Funds
- Client Settlements

#### OFFICE FEATURES

- Computer Network
- (servers and workstations)
- Mass Mail-outs
- Phone System
- Internet/E-mail
- EZ Access Software
- with Litigation Module\*
- File Archiving System using Bar Codes\*
- 100% Bilingual Attorneys and Staff
- Office at convenient location near Mall Del Norte with easy access via city bus
- Ample Parking (including handicapped spaces and ramps)
- Open Saturdays

#### TAX GROUP ORGANIZATION

- Tax Group Manager/Sr. Paralegal
- Dedicated Receptionist (separate phone/fax lines)
- Dedicated Clerical Staff (receipts; agreements; customer service; phone, e-mail, mail reminders)
- Dedicated Foreclosure and Tax Warrant Staff
- Dedicated Tax Litigation Staff
- Dedicated Title Research Staff
- Records Management Staff

#### LEGAL SERVICES

- Filing and Prosecuting Petitions for Foreclosure in Tax Courts
- Filing and Prosecuting Tax Claims in Bankruptcy Courts
- Filing and Prosecuting Tax Claims in Probate Courts
- Filing and Prosecuting Tax Claims in Partition Actions
- Joinder Actions in Tax Courts
- Obtaining and Prosecuting Tax Warrants
- Defending Bills of Review
- Defending or Prosecuting Appeals
- Foreclosures and Auction Sales
- Defending Challenges to Validity of Tax Sales
- Defending Injunction Proceedings
- Defending General and Complex Litigation
- Redemption Proceedings
- Defending General and Complex Litigation
- Delinquent Tax Roll Review
- Periodic and Annual Reports
- Monthly Activity Reports-Status of Delinquent Accounts
- Monthly Transaction Reports-Foreclosure Activities

- Monthly Transaction Reports-Bankruptcy Activities
- Taxpayer Notice of Delinquency
- City Council Meetings Attendance
- Conduct Meetings and Trainings
- Conveyance of Property in Lieu of Tax Payment
- Tax Liens Transfers
- Tax Sales Proceeds Distributions
- Excess Tax Proceeds Disposition

#### STRATEGIC USE AND COMPLIANCE WITH LAWS

- Limitations on Tax Roll Corrections
- Rights of Disabled and Elderly Individuals
- Limitations Provisions applicable to Mineral Interests and Mobile Homes
- Handling of Duplicate Payments
- Escrows and Withholdings-Sales of Real and Personal Property
- Conveyances of Real and Personal Property to Taxing Authority In Lieu of Tax Payment
- Seizure Actions against Personal Property before and after Taxes Become Delinquent

#### OPTIONS FOR ACHIEVING MAXIMUM TAX COLLECTION

- Encourage Tax Escrow Agreements with Delinquent Taxpayers
- Electronic and Credit Card Payments
- Weekday Evening and Saturday Office Hours
- Services in Lieu of Payment of Property Taxes
- Installment Payments by Disabled & Over 65 Individuals
- Review of Probate and Partition Case Filings

#### GOAL OF PROPOSED REPRESENTATION

The goal of our representation is not only to undertake the legal procedural and administrative actions to effectively and timely collect delinquent taxes for the City of Laredo but to generally advise, and take action when requested, to achieve optimal property valuations and the most advantageous treatment and benefits available under applicable law.

The rest of this presentation can be viewed at the City Secretary's Office, 1110 Houston St., Laredo, TX 78040.

City Manager Carlos Villarreal asked if he, or anyone in his firm had been sued for legal malpractice, disciplined for violations of professional ethics, or were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Adolfo Campero, Jr. answered in the negative to all questions except two malpractice cases involving a lawyer who is no longer employed at his firm. He explained that the first lawsuit was dismissed, and the second case involved an incident that happened at that lawyer's previous law firm.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.

Adolfo Campero, Jr. responded that a client must be advised first about the possible conflict of interest and any alternatives so that they could get a different attorney.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Adolfo Campero, Jr. responded in the affirmative.

### 3. De Anda Law Firm

Ricardo De Anda stated  
He gave the following presentation:

Current Year Tax Collection Percentage  
CITY OF LAREDO  
Based on Annual Audit Reports  
Percentage of All Collections to Tax Levy  
CITY OF LAREDO  
Based on Annual Audit Reports  
Percentage of Total Tax Collections to Tax Levy  
Fiscal Year Ending 2008  
CITY OF LAREDO AND UNITED ISD  
HISTORICAL COLLECTION COMPARISON  
CURRENT TAX RATE COLLECTIONS  
City of Laredo  
Delinquent Tax Collection Rate  
Fiscal Years 2008-2010  
Delinquent Year Ending  
2008 34.09%  
2009 33.73%  
2010 37.50%  
MANAGEMENT  
Ricardo de Anda Managing Attorney  
Laura L. Link Tax Attorney (17 years with Firm)  
Raquel Aguilar Office Manager ( 8 years)  
Jose A. Lopez, Jr. Technical Support Manager (25 Years)  
STAFF  
Arcelia Perez Legal Secretary (7 years)  
Ismael Rodriguez Paralegal (2 years)  
Rosa Limon Tax Collection Supervisor (8 years)  
Irma Saenz Taxpayer Consultant (11 years)

Lorena Medina

File Clerk (3 years)

The rest of this presentation can be viewed at the City Secretary's Office, 1110 Houston St., Laredo, TX 78040.

City Manager Carlos Villarreal asked if he, or anyone in his firm had been sued for legal malpractice, disciplined for violations of professional ethics, or were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Ricardo De Anda answered in the negative to all questions except that he was sued for malpractice once on a commercial lawsuit, and it was dismissed for lack of merit.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.

Ricardo De Anda responded that their law firm handled tax collections almost exclusively and had some out of town clients, none of whom were involved with Laredo; therefore, the issue would not arise with them.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Ricardo De Anda responded in the affirmative.

#### 4. Dominguez, Montemayor, Perez & Laurel, LLP

Mark Montemayor introduced Eustorgio Perez and mentioned that Ms. Laurel was unable to be present. He went on to say that Mr. Dominguez had withdrawn from their group.

He gave the following presentation:

Proposal to Provide Delinquent Tax Collection Services for the City of Laredo For the last 5 Years:

Less than a 40% collection rate.

40% Collection Rate=Minimal Revenue

Collection Efforts

To Increase the Overall Collection Rate Resulting in more Revenue for the City of Laredo

Aggressive Collection Methods

- open lines of communication
- taxpayer consultations
- written & telephonic notices

Flexible Payment Options

Payment Plans/Extensions/Forbearances/Deferments

Tax Offices – City Offices  
Open Lines of Communication  
Memos, Emails, Presentations, Etc.  
Additional Collection Assistance  
Hotel/Motel Taxes  
Beer/Wine Taxes  
Paving Contracts  
Forced Lot Cleaning, Etc.  
Experience  
Over 35 Years Collective Legal Experience  
Tax Collection Experience  
Litigation Experience  
State and Federal Licensed

The rest of this presentation can be viewed at the City Secretary's Office, 1110 Houston St., Laredo, TX 78040.

City Manager Carlos Villarreal asked if he, or anyone in his firm had been sued for legal malpractice, disciplined for violations of professional ethics, or were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Eustorgio Perez answered in the negative to all questions.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.

Eustorgio Perez responded that he would defer the case to another attorney.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Eustorgio Perez responded in the affirmative.

5. Flores, Saucedo, & Chu

Manuel Flores stated that they had been practicing together for four years and spoke briefly about his history as a district judge, handling the tax docket exclusively for twenty years. He stated that he was an assistant city attorney under Aldo Tatangelo during the time that the new charter was drafted, giving the city a new form of city manager government and many other changes. He added that he served on the appraisal district board as well.

City Manager Carlos Villarreal asked if he, or anyone in his firm had been sued for legal malpractice, disciplined for violations of professional ethics, or

were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Manuel Flores answered in the negative to all questions.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.

Manuel Flores responded that it would be a conflict of interest in such case, and so they would make it known and get someone else to handle the case.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Manuel Flores responded in the affirmative and added that they could hire whatever support staff might be necessary.

#### 6. Law Office of Altgelt & Roman

George Altgelt stated that he and Mr. Roman met in law school and are a small business law firm. He added that their philosophy was personal attention and representation and that their fortitude was a good reason why they should choose their law firm to handle this need. He went on to say that they would need innovative counsel. He gave the following presentation:

Who we are  
What we do  
What we have to offer City of Laredo  
How we will work for City of Laredo

Management Component  
Primary Attorneys  
Communication with City and Delivery of Services  
Support Staff  
Firm Technology  
Firm's Library Holdings

Technical Component  
Proposed Work Plan  
Taxpayer Communication Program  
Bankruptcy Collection Program  
Delinquent Tax Suit and Pre-suit Process  
Tax Sales Process  
Tax Seizure Process

The rest of this presentation can be viewed at the City Secretary's Office, 1110 Houston St., Laredo, TX 78040.

City Manager Carlos Villarreal asked if he, or anyone in his firm had been sued for legal malpractice, disciplined for violations of professional ethics, or were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Armando Roman answered in the negative to all questions.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.

Armando Roman responded that they would ask the client to consent to the representation if they had another client who was adverse to them.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Armando Roman responded in the affirmative.

## 7. Linebarger Goggan Blair & Sampson

Mr. Paul Chapa introduced Mario Castillo, Attorney at Law in association with Linebarger Goggan Blair & Sampson and Mario Treviño who lives and works in Laredo. He gave the following presentation:

Linebarger Goggan Blair & Sampson, LLP

In Association with Mario A. Castillo

Attorney At Law

Why Hire Linebarger Goggan?

Extensive Experience

- 35 years of experience collecting delinquent taxes for Texas taxing entities
- Currently represent more than 1,700 delinquent tax clients from 31 Texas offices
- Represent 499 Texas cities in delinquent tax collections
- Area delinquent tax clients include: the cities of Eagle Pass, Cotulla, Brownsville, McAllen and Corpus Christi
- Comprehensive delinquent tax collection services (effective bilingual notification, specialized mailings, enforced collection through lawsuits, proven tax sale and bankruptcy program)

Unsurpassed Expertise

- Proprietary collection software to support all mailings, collection activities, litigation, tax sales and reporting to the City of Laredo
- More than 1,200 collection professionals firm-wide including 140 IT personnel (headquartered in San Antonio) and 110 attorneys whose sole purpose is collecting delinquent government receivables
- Experience in over 250,000 active and resolved bankruptcy cases, representing in excess of \$1 billion in taxes (K-Mart Corp \$12 million, Enron \$10 million, MCI/WorldCom \$11 million and Montgomery Ward \$5 million)

Proven Tax Sale and Resale Programs

Nationwide locator service to find missing taxpayers

Proven Collection Performance

Great Community Partner

- Strong Supporter of Local Charities & Civic Organizations
- Including South Texas Academic Rising Scholars (STARS), Habitat for Humanity, Local Food Bank, Girls and Boys Clubs of America
- U.S. Conference of Mayors (partnership awards for outstanding achievement with the Cities of Houston, Port Arthur, Dallas and Chicago)
- Member of Texas Municipal League

Strong Local Presence

- Mario A. Castillo, Attorney At Law
- Laredo native with more than 21 years of legal experience
- Admitted to practice in Texas; U.S. District Court Southern District
- Member: Texas State Bar and Laredo-Webb County Bar Association
- Local office – local employees
- Collecting delinquent taxes for United ISD since September 2004

Linebarger Goggan Represents 108 City Clients in South Texas

The rest of this presentation can be viewed at the City Secretary's Office, 1110 Houston St., Laredo, TX 78040.

Mr. Mario Castillo stated that he had been doing delinquent tax collection for the last seven years for UISD and that their collection rates were the highest they had ever been, over \$40 million in seven years.

City Manager Carlos Villarreal asked if he, or anyone in his firm had been sued for legal malpractice, disciplined for violations of professional ethics, or were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Mario Castillo answered in the negative to all questions.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.



Mario Castillo responded that it was not an area of concern for them, since all they did was collect delinquent taxes.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Mario Castillo responded in the affirmative.

8. Salinas, Garcia, & Martinez

Julio Garcia, Leticia Martinez and Octavio Salinas gave the following presentation:

We are qualified and experienced attorneys able to effectively and efficiently collect all delinquent taxes and to assist the City of Laredo with all aspects of tax collection.

Office Locations

Julio Garcia Jr.

5829 Northgate Ln.

Leticia Martinez

6414 McPherson Rd.

HillTop Farm

3607 Pine St.

Overview of Tax Collection Services

- Personalized customer service
- Customized collection plan
- Automated collection process
- Complete tax roll analysis
- Monitored delinquent tax roll
- Frequent mass mailings
- Dynamic call center collection program which tracks calls and accounts
- Bilingual call center collection specialists
- Payment by credit card or electronic check
- Publication of delinquent tax payers in local news paper
- Exhaustive real estate title research
- Comprehensive legal representation in all property tax matters
- Proactive nationwide bankruptcy representation
- Aggressive tax warrant program
- Regular tax sales
- Informative collection reports

Technology and Network

- Three networked locations
- Access data between locations
- Robust daily backup system
- Online Payment portal

- Scheduled Foreclosure sales
- Information on tax issues
- Virtual Terminal over the phone payments
- Convenience
- Versatility
- Flexibility

If you accept our proposal, you will be the only entity we will serve, therefore, there is no potential for conflict of interest in any part of our collection effort to the City of Laredo.

The rest of this presentation can be viewed at the City Secretary's Office, 1110 Houston St., Laredo, TX 78040.

City Manager Carlos Villarreal asked if he, or anyone in his firm had been sued for legal malpractice, disciplined for violations of professional ethics, or were currently involved in litigation that would prevent or interfere with the performance of their tax collection duties.

Julio Garcia answered in the negative to all questions.

City Manager Carlos Villarreal asked how they would handle a situation involving delinquent taxes due for collection from a person who was also an existing client of theirs or where their own interests or responsibilities to others might interfere with an appropriate course of action for the City of Laredo.

Leticia Martinez responded that she would use the same procedure as with someone who was not a client.

City Manager Carlos Villarreal asked if they were financially solvent and had sufficient working capital and personnel to complete the services called for in the tax collection contract.

Julio Garcia responded in the affirmative.

Motion for Campero and Associates.

Moved: Cm. San Miguel

Second: Mayor Pro Tem Rendon

For: 2

Cm. San Miguel

Mayor Pro Tem Rendon

Against: 6

Cm. Garza

Cm. Rangel

Cm. Perez

Cm. Narvaez

Cm. Valdez

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion to table the item until the Monday, June 6<sup>th</sup> Council Meeting.

Moved: Cm. Perez

Second: Rangel

For: 2

Cm. Rangel

Cm. Perez

Against: 6

Cm. Garza

Cm. Narvaez

Mayor Pro Tem Rendon

Cm. San Miguel

Cm. Valdez

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion for Perez, Montemayor and Laurel.

Moved: Cm. Garza

Second: Cm. Liendo Espinoza

For: 4

Cm. Garza

Cm. Rangel

Mayor Pro Tem Rendon

Cm. Liendo Espinoza

Against: 4

Cm. Perez

Cm. Narvaez

Cm. Valdez

Cm. San Miguel

Abstain: 0

Motion fails.

Motion for Flores, Saucedo and Chu.

Moved: Cm. Liendo Espinoza

Second: Cm. Rangel

For: 3

Cm. Rangel

Cm. Narvaez

Cm. Liendo Espinoza

Against: 5

Cm. Garza

Cm. Perez

Mayor Pro Tem Rendon

Cm. San Miguel

Cm. Valdez

Abstain: 0

Motion fails.

Motion for Arce-Flores Martinez, LLC.

Moved: Cm. Valdez

Second: Cm. Perez

For: 3

Cm. Perez

Cm. San Miguel

Cm. Valdez

Against: 5

Cm. Garza

Cm. Rangel

Cm. Narvaez

Mayor Pro Tem Rendon

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion to reconsider Campero and Associates.

Moved: Cm. Rangel

Second: Cm. San Miguel

For: 3

Cm. Rangel

Mayor Pro Tem Rendon

Cm. San Miguel

Against: 5

Cm. Garza

Cm. Perez

Cm. Narvaez

Cm. Valdez

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion to table this item.

Moved: Cm. Perez

Second: Cm. Rangel

For: 3

Cm. Rangel

Cm. Perez

Cm. Narvaez

Against: 5

Cm. Garza

Mayor Pro Tem Rendon

Cm. San Miguel

Cm. Valdez

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion for Linebarger Goggan Blair and Sampson.

Moved: Cm. Garza

Second: Cm. Narvaez

For: 3

Cm. Garza

Cm. Narvaez

Mayor Pro Tem Rendon

Against: 5

Cm. Rangel

Cm. Perez

Cm. San Miguel

Cm. Valdez

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion for Salinas, Garcia and Martinez.

Moved: Cm. Liendo Espinoza

Second: Cm. Rangel

For: 4

Cm. Garza

Cm. Rangel

Cm. Narvaez

Cm. Liendo Espinoza

Against: 4

Cm. Perez

Mayor Pro Tem Rendon

Cm. San Miguel

Cm. Valdez

Abstain: 0

Motion fails.

Motion for Altgelt and Roman.

Moved: Cm. San Miguel

Second: None.

Motion dies for lack of a second.

Motion to table.

Moved: Cm. Rangel

Second: Cm. Perez

For: 3

Cm. Rangel

Cm. Perez

Cm. Narvaez

Against: 5

Cm. Garza

Mayor Pro Tem Rendon

Cm. San Miguel

Cm. Valdez

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion for Campero and Associates.

Moved: Cm. Garza

Second: Cm. Rangel

For: 4

Cm. Garza

Cm. Rangel

Mayor Pro Tem Rendon

Cm. San Miguel

Against: 4

Cm. Perez

Cm. Narvaez

Cm. Valdez

Cm. Liendo Espinoza

Abstain: 0

Motion fails.

Motion to revisit Flores, Saucedo and Chu.

Moved: Cm. San Miguel

Second: Cm. Liendo Espinoza

For: 6

Cm. Garza

Cm. Rangel

Cm. Narvaez

Mayor Pro Tem Rendon

Cm. San Miguel

Cm. Liendo Espinoza

Against: 2

Cm. Perez

Cm. Valdez

Abstain: 0

Mayor Pro Tem Rendon announced a 5-3 vote in favor of Flores, Saucedo and Chu.

### **III. EXECUTIVE SESSION**

Motion to go into Executive Session for attorney-client consultation.

Moved: Cm. Garza

Second: Cm. San Miguel

For: 7

Against: 0

Abstain: 0

Cm. Valdez did not go into executive session.

After Executive Session Mayor Pro Tempore announced that no formal action was taken.

### **IV. ADJOURNMENT**

Motion to adjourn.

Moved: Cm. Garza

Second: Cm. Rangel

For: 8

Against: 0

Abstain: 0

I, Gustavo Guevara, Jr., City Secretary, do hereby certify that the above and foregoing is a true and correct copy of the minutes contained in pages 01 to 18 and they are true, complete, and correct proceedings of the City Council meeting held on June 1<sup>st</sup>, 2011.

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Gustavo Guevara, Jr.  
City Secretary

**ARCE-FLORES**  
**MARTINEZ**  
**A LIMITED LIABILITY**  
**COMPANY**



# **Sound Foundation and Solid Legal Experience**

- **Over 30 years Combined Legal Experience in the Local Legal Community**
- **Adriana Arce-Flores**
  - **Former Federal Judge**
  - **Civil Practice and Collections**
- **Silverio Martinez**
  - **Former Assistant District Attorney**
  - **Civil Practice, Real Estate, Commercial, Collections**



# TAX COLLECTION PLAN

- PRACTICAL
- PRODUCTIVE
- PROFITABLE

# **PRACTICAL**

- **Professionalism in the collection of taxes**
- **Compassion and Practicality in implementing payment plans**
- **Prompt Communication with Taxpayers to maximize collection efforts utilizing color coded postcards**
- **Outreach program and user-friendly website**

# SAMPLE PAYMENT PLAN

Taxpayer: \_\_\_\_\_ Phone No.: \_\_\_\_\_

Contract No.: \_\_\_\_\_ Cause No.: \_\_\_\_\_ Acct No.: \_\_\_\_\_

No. of Months: \_\_\_\_\_

## POST JUDGMENT AGREEMENT FOR INSTALLMENT PAYMENT OF DELINQUENT TAXES TO THE CITY OF LAREDO

STATE OF TEXAS  
COUNTY OF WEBB

Since you as the taxpayer, have requested to pay your delinquent taxes plus penalties, interest and attorneys fees, and any other collectable amounts ("Delinquent Amounts") in installments: and

Since, ("Taxing Unit") is willing to allow you to pay the Delinquent Amounts in installments; then because of the Taxing Units agreement to let you pay the "Delinquent Amounts" in installments and your agreements as stated below, you, the Taxpayer and the Taxing Unit agree as follows:

- 1. Installment Payments** You the Taxpayer, will pay installments of \$ \_\_\_\_\_ per month beginning on 20\_\_\_\_ when you must pay the remaining Delinquent amounts in full. During the term of this Agreement, penalties and interest will continue to accrue on the unpaid delinquent tax as provided by the Texas Property Tax Code. The Taxing Unit will inform you of the exact amount due on the last installment.
- 2. Payment of Current Taxes.** As a condition of the agreement, you will pay all future (current) taxes assessed by the Taxing Unit when the taxes become due during the term of this Agreement. If you do not pay the current taxes on or before the date they become delinquent, this Agreement will become null and void IMMEDIATELY, and YOUR PROPERTY MAY BE SOLD AT A SHERIFF'S SALE, AFTER A JUDGMENT HAS BEEN GRANTED.
- 3. Judgment.** Upon signing this agreement, you have agreed to a judgment in the above cause number (lawsuit). You further admit and agree that you have been properly served with service and notice of lawsuit. You acknowledge and understand that a judgment will be entered in the lawsuit holding you personally liable for the delinquent tax amounts. It will also allow the taxing unit to foreclose on the property (ies) described above, and any non- exempt property you own. You further agree that this agreement may be used as evidence in the aforementioned lawsuit.
- 4. Abatement.** The taxing unit will not attempt to execute or foreclose on the property unless you fail to make your required payments on the delinquent amounts and current taxes described in this agreement. In the event you fail to make the payments in this agreement, it will become null and void immediately, and the taxing unit may proceed with any collection remedies available.
- 5. Limitation Period.** The execution of this agreement tolls the limitation periods by law for the period during which enforced collection is barred by this agreement as so provided above.

**6. If any other taxing entity who is a part to the lawsuit decides to proceed to sale, this agreement will become null and void.**

I will be responsible to pay monthly installments on everything listed below:

Taxes for City of Laredo \$ \_\_\_\_\_

Court Costs \$ \_\_\_\_\_

Publication Fees \$ \_\_\_\_\_

Certified Mail \$ \_\_\_\_\_

Other: \$ \_\_\_\_\_

\*\*\*TOTAL:  
\$ \_\_\_\_\_

\*\*\* (This total has already been divided and is mentioned above).

YOU AGREE AND UNDERSTAND THAT BY SIGNING THIS AGREEMENT YOU ARE IRREVOCABLY ADMITTING YOUR PERSONAL LIABILITY FOR THE DELINQUENT AMOUNTS AS PROVIDED BY SECTION 33.02 OF THE TEXAS PROPERTY TAX CODE. YOU FURTHER UNDERSTAND AND AGREE THAT BY SIGNING THIS AGREEMENT YOU ALSO WAIVE THE RIGHT TO ABATE THE PAYMENT OF DELINQUENT TAXES THAT THERE ARE SUBJECT OF THIS AGREEMENT WHEN AND IF YOU REACH THE AGE OF 65 UNTIL YOU FINISH PAYING THOSE DELINQUENT TAXES PURSUANT TO THIS AGREEMENT.

Executed on \_\_\_\_\_, 20\_\_\_\_.

ARCE-FLORES MARTINEZ  
City of Laredo Tax  
Attorney 1419 Santa  
Maria Ave. Laredo TX.  
78040

By: \_\_\_\_\_

# NOTICE OF COURT

**NOTICE OF COURT DATE: [Date] at [Time]**

A judgment will be taken against you FOR COURT COST AND ABSTRACT FEES ONLY in the referenced TAX LAWSUIT on reverse of this notice. Failure to pay ALL COURT COST AND ABSTRACT FEES in FULL will result in your property being sold at a Sheriff's Sale after the judgment has been granted.

**AVISO DE CORTE: [Date] a la [Time]**

Estamos tratando de adquirir un juicio en contra de usted POR COSTOS DE CORTE Y COSTOS DE ABSTRACTO en el NUMERO DE CAUSA al reverso de esta nota. Falla de pago en estos COSTOS DE CORTE Y ABSTRACTO resultara que la propiedad sea vendida en una subasta, siempre y cuando haiga juicio sobre la propiedad.

PAY ALL AMOUNTS IMMEDIATELY AT OUR OFFICE

CALL AT (956)724-5047

PAGUE TODO EL MONTO EN COMPLETO INMEDIATAMENTE

HABLE AL (956)724-5047



# NOTICE OF SHERIFF'S SALE

## ***SHERIFF'S SALE***

*[DATE ]*

A Court Order for Sheriffs Sale was issued to sell your property  
for failure to pay the following amounts due on the mentioned  
judgment

### **THIS IS YOUR LAST NOTICE**

**PAY ALL AMOUNTS IMMEDIATELY AT OUR OFFICE TO PREVENT  
SALE OF YOUR PROPERTY CALL  
956-724-5047**

**ADDRESS CORRECTION REQUESTED**

# NOTICE OF DELINQUENT TAXES

## NOTICE OF DELINQUENT TAXES

Our records indicate that you have unpaid taxes owed to The City of Laredo. It is imperative that the taxes be paid to avoid any further legal action and additional costs. **PAYMENT NO LATER THAN [DATE , 20\_\_].** IF YOU HAVE ANY QUESTIONS PLEASE CONTACT GABY TREVINO AT (956) 724-5047.

## AVISO DE IMPUESTOS DELINCIENTES

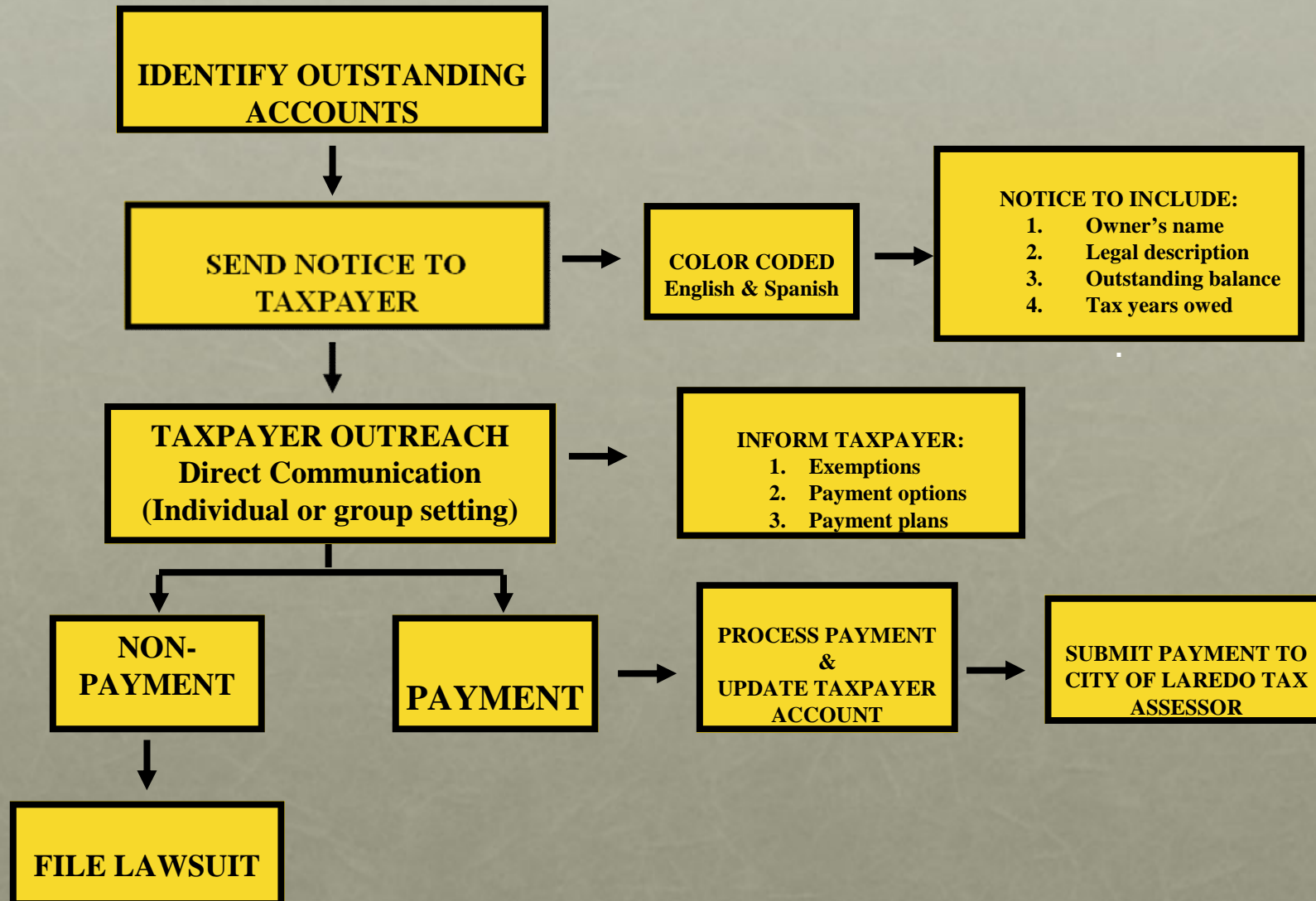
Nuestros registros indican que usted tiene una cuenta pendiente con los impuestos de la Ciudad de Laredo. Es importante que se paguen para evitar cualquier procedimiento legal y honorarios de abogados. ENVIE SU PAGO ANTES DEL \_\_\_ DE \_\_\_\_\_ DEL 20\_\_\_. SI TIENE ALGUNA PREGUNTA POR FAVOR LLAME AL (956) 724-5047.

ADDRESS CORRECTION REQUESTED

# PRODUCTIVE

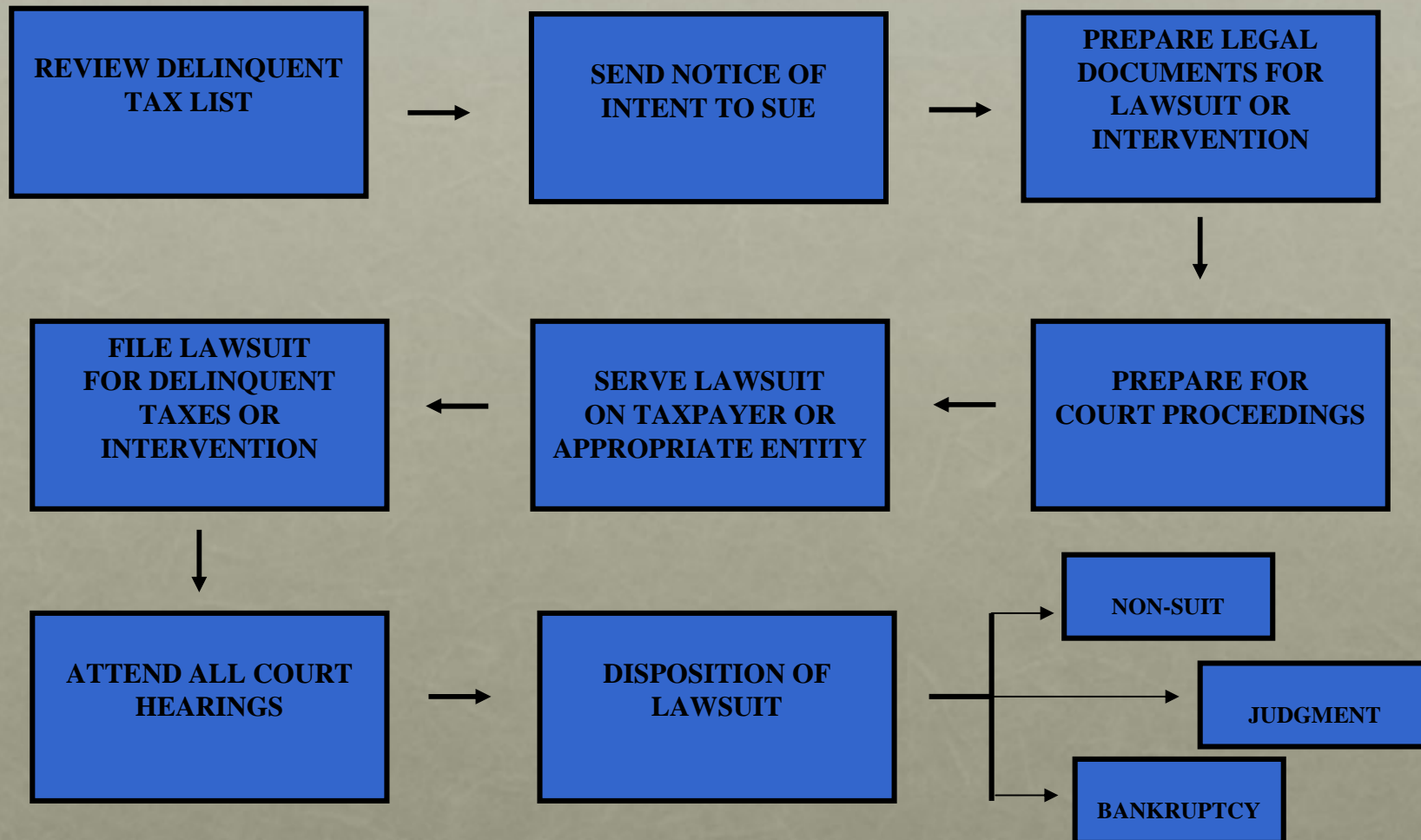
- Knowledgeable office staff
- On-Site Attorney
- Easy to use/implement office software (**NEEDLES and EZ ACCESS**)

# PRE-SUIT PROCEDURE

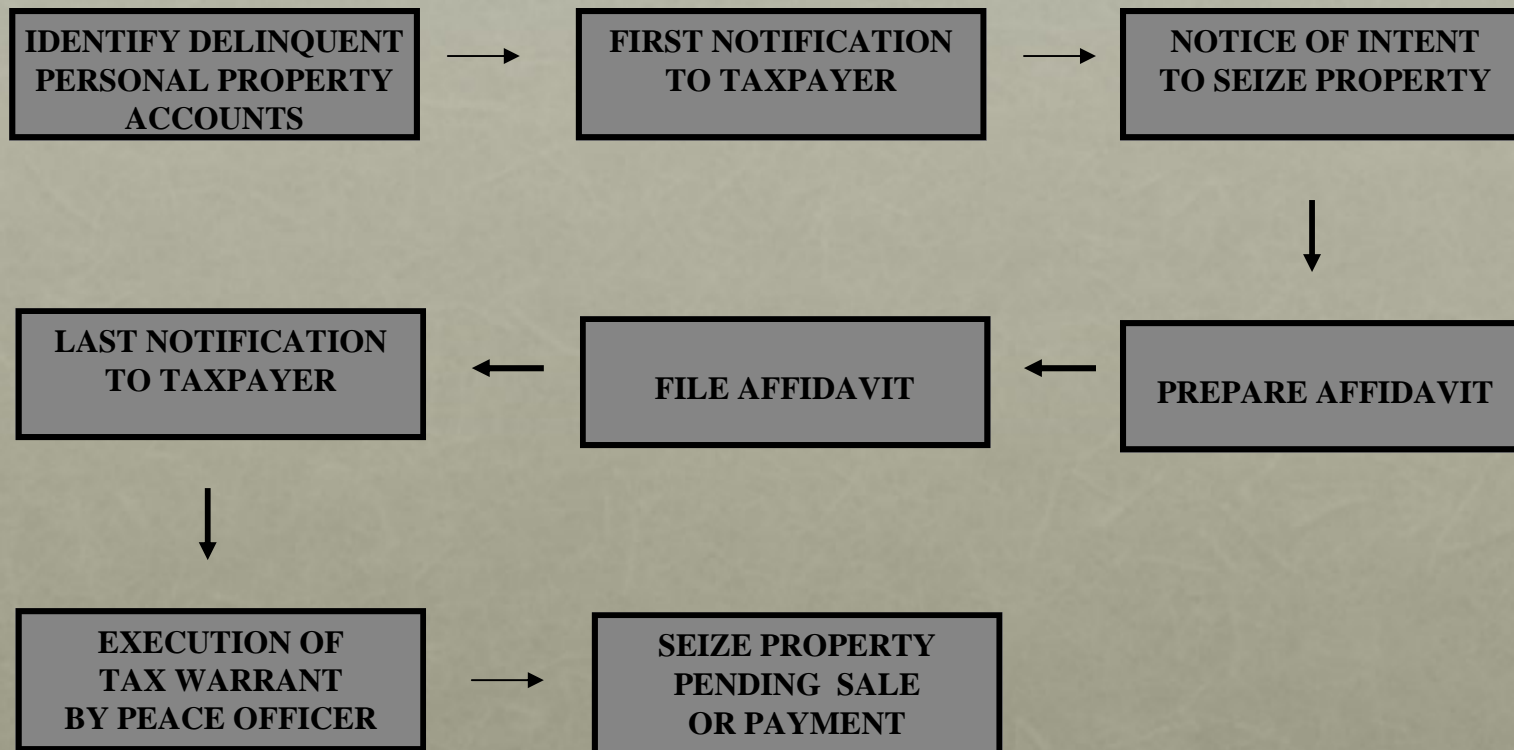




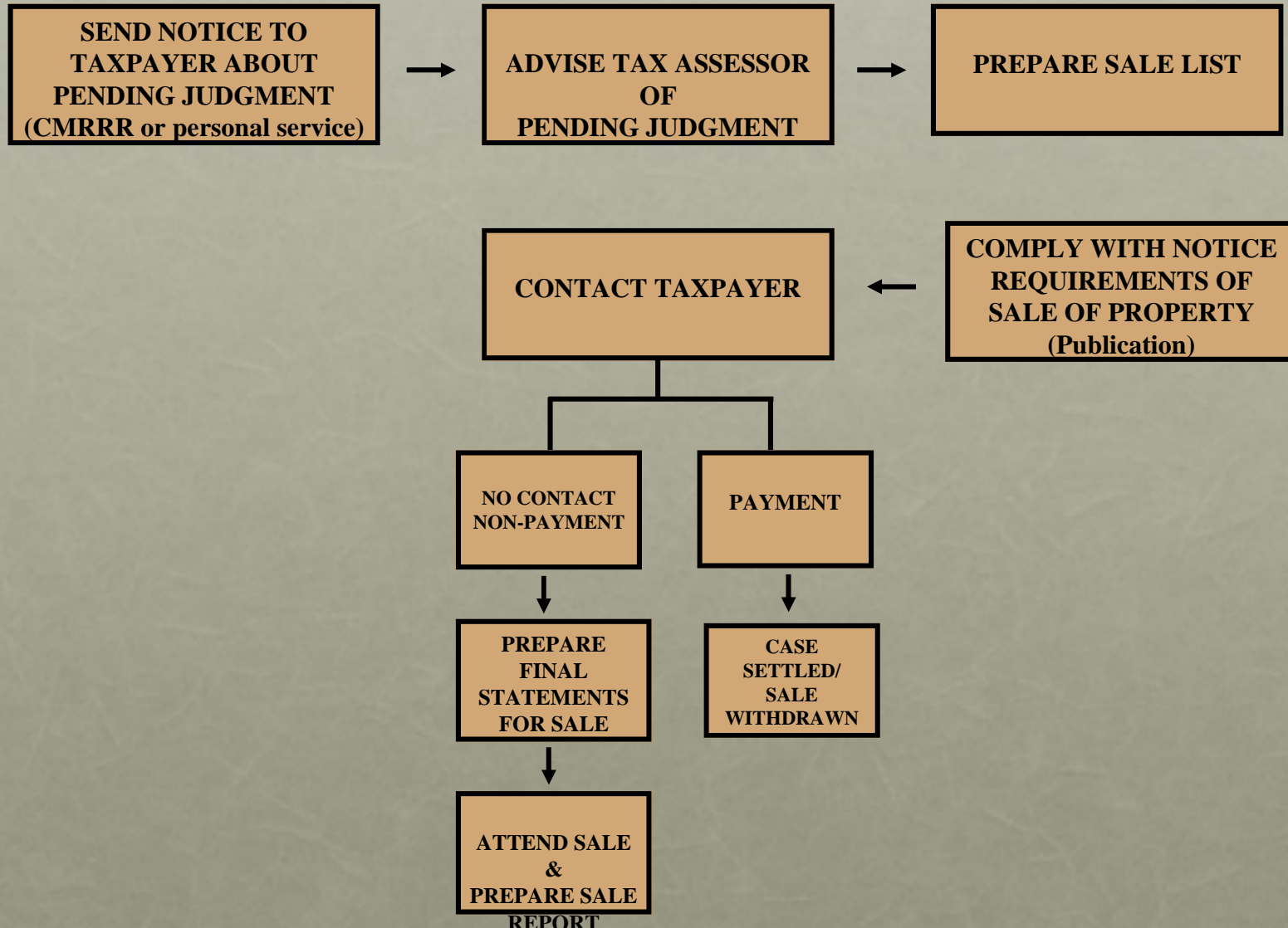
# LAWSUIT PREPARATION & PROCEDURE



# PERSONAL PROPERTY JUDGMENTS (TAX WARRANTS)



# REAL PROPERTY JUDGMENTS (SHERIFF'S SALE)



# BANKRUPTCY

**NOTICE OF BANKRUPTCY  
PROCEEDINGS  
RECEIVED**



**FILE PROOF OF CLAIM**



**APPEAR AT ALL  
CREDITOR'S MEETINGS**



**MAINTAIN SYSTEM OF  
RELEASE OF TAXPAYER**

# NEEDLES OFFICE SOFTWARE

**thrive** (thriv) - **1** to prosper or flourish; be successful, especially as the result of economical management  
**2** to grow vigorously or luxuriantly.

## **Needles**® *The Customizable Case Management Software for Law Firms*

**Work hard. Play hard. Grow professionally.  
Grow individually. Thrive. Everywhere.**

With Needles Case Management Software, it's possible. It's powerful, it was developed for the legal industry and it keeps law firms focused and efficient. It allows attorneys to do what they do best - **practice law.**

Whether your firm specializes in one area or many, whether you employ a staff of one or one hundred, Needles Case Management Software is the answer...



**THRIVE.**  
*{in your environment}*



# PROFITABLE

- Prompt litigation resolution
- Accurate litigation targets

**ARCE-FLORES**  
**MARTINEZ**  
**A LIMITED LIABILITY**  
**COMPANY**



**CAMPERO & ASSOCIATES,  
P.C.**

*-Going Above and Beyond-*



# **CAMPERO & ASSOCIATES**

- **Adolfo Campero, Jr.**  
Laredo Born and Raised  
Former UHS Grad  
Former Legislative Aide  
UT-Austin (BBA) & Law  
Licensed 1995  
Speaker at State Bar Seminars  
Rising Star/Superlawyer
- **Carlos E. Flores**  
Laredo Born and Raised  
Nixon HS Grad  
Former UISD Educator  
TAMIU & UT Law Grad  
Licensed 2005  
Former Sch. Bd. Trustee  
Former VP EPISD
- **Annette M. Salinas**  
Laredo Born and Raised  
St. Aug. HS Grad.  
U. Penn & UT Law Grad.  
Licensed 2006
- **Paralegals/Staff**  
Pedro D. Lopez  
Gerardo Ramos  
Adriana Castaneda  
Jessica Garcia  
Karla Velarde  
Manfredo Salinas  
Leslie Mercado  
Juan Enrique Lozano  
Robert Garza, Jr.

# REPRESENTATIVE CLIENTS

## National/State

- ConocoPhillips Company
- Laredo Energy
- PepsiCo
- Rosetta Resources
- Temple-Inland
- Bank of America
- Prudential

## Local/Mexico

- Uni-Trade Forwarding, Inc.
- SR Forwarding, Inc.
- Frio Express
- Trucka
- Dominion Builders
- Legend Title & Abstract
- Moto Diesel Mexicana

# **RELEVANT EXPERIENCE**

- **49<sup>TH</sup> District Court**
- **111<sup>th</sup> District Court**
- **341<sup>st</sup> District Court**
- **406<sup>th</sup> District Court**
- **Co Ct At Law No. 1**
- **Co Ct At Law No. 2**
- **S.A. Court of Appeals**
- **US District Court Southern District of Texas**
- **US Bankruptcy Court Southern District of Texas**
- **5th Circuit Court of Appeals**
- **Foreclosures**
- **Collections**
- **Enforcement of Judgments**
- **Complex Litigation**
- **Lien Challenges**
- **Custodian of Substantial Client Funds**
- **Client Settlements**

# OFFICE FEATURES

- **Computer Network (servers and workstations)**
- **Mass Mail-outs**
- **Phone System**
- **Internet/E-mail**
- **EZ Access Software with Litigation Module\***
- **File Archiving System using Bar Codes\***
- **100% Bilingual Attorneys and Staff**
- **Office at convenient location near Mall Del Norte with easy access via city bus**
- **Ample Parking (including handicapped spaces and ramps)**
- **Open Saturdays**

# **TAX GROUP ORGANIZATION**

- **Tax Group Manager/Sr. Paralegal**
- **Dedicated Receptionist (separate phone/fax lines)**
- **Dedicated Clerical Staff (receipts; agreements; customer service; phone, e-mail, mail reminders)**
- **Dedicated Foreclosure and Tax Warrant Staff**
- **Dedicated Tax Litigation Staff**
- **Dedicated Title Research Staff**
- **Records Management Staff**

# **LEGAL SERVICES**

- **Filing and Prosecuting Petitions for Foreclosure in Tax Courts**
- **Filing and Prosecuting Tax Claims in Bankruptcy Courts**
- **Filing and Prosecuting Tax Claims in Probate Courts**
- **Filing and Prosecuting Tax Claims in Partition Actions**
- **Joinder Actions in Tax Courts**
- **Obtaining and Prosecuting Tax Warrants**
- **Defending Bills of Review**
- **Defending or Prosecuting Appeals**
- **Foreclosures and Auction Sales**
- **Defending Challenges to Validity of Tax Sales**
- **Defending Injunction Proceedings**
- **Defending General and Complex Litigation**
- **Redemption Proceedings**
- **Defending General and Complex Litigation**

# **LEGAL SERVICES, CONT'D.**

- **Delinquent Tax Roll Review**
- **Periodic and Annual Reports**
- **Monthly Activity Reports-Status of Delinquent Accounts**
- **Monthly Transaction Reports-Foreclosure Activities**
- **Monthly Transaction Reports-Bankruptcy Activities**
- **Taxpayer Notice of Delinquency**
- **City Council Meetings Attendance**
- **Conduct Meetings and Trainings**
- **Conveyance of Property in Lieu of Tax Payment**
- **Tax Liens Transfers**
- **Tax Sales Proceeds Distributions**
- **Excess Tax Proceeds Disposition**

# **STRATEGIC USE AND COMPLIANCE WITH LAWS**

- **Limitations on Tax Roll Corrections**
- **Rights of Disabled and Elderly Individuals**
- **Limitations Provisions applicable to Mineral Interests and Mobile Homes**
- **Handling of Duplicate Payments**
- **Escrows and Withholdings-Sales of Real and Personal Property**
- **Conveyances of Real and Personal Property to Taxing Authority In Lieu of Tax Payment**
- **Seizure Actions against Personal Property before and after Taxes Become Delinquent**



# **OPTIONS FOR ACHIEVING MAXIMUM TAX COLLECTION**

- **Encourage Tax Escrow Agreements with Delinquent Taxpayers**
- **Electronic and Credit Card Payments**
- **Weekday Evening and Saturday Office Hours**
- **Services in Lieu of Payment of Property Taxes**
- **Installment Payments by Disabled & Over 65 Individuals**
- **Review of Probate and Partition Case Filings**

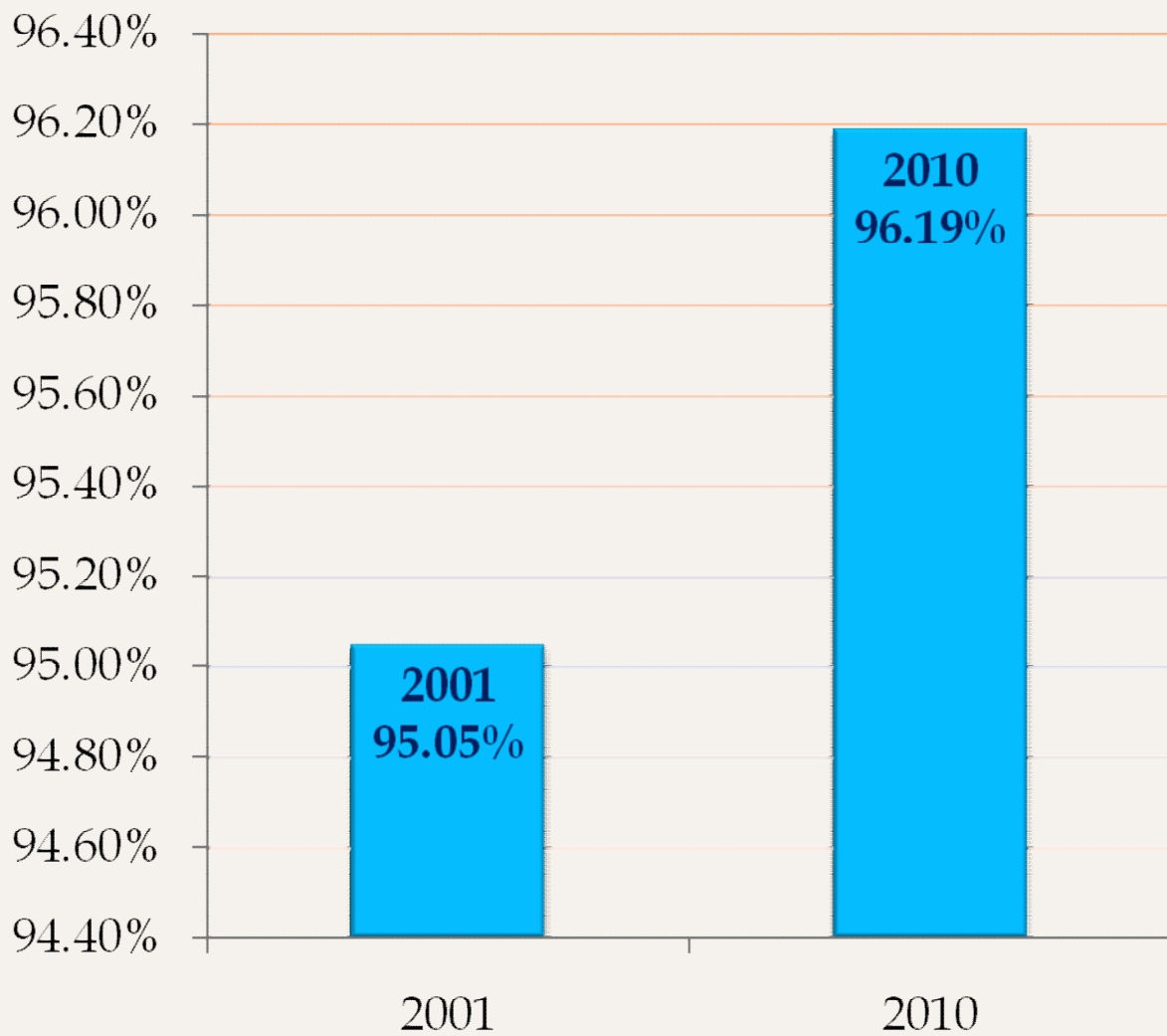
# **GOAL OF PROPOSED REPRESENTATION**

**The goal of our representation is not only to undertake the legal procedural and administrative actions to effectively and timely collect delinquent taxes for the City of Laredo but to generally advise, and take action when requested, to achieve optimal property valuations and the most advantageous treatment and benefits available under applicable law.**

# De Anda Law Firm, PC

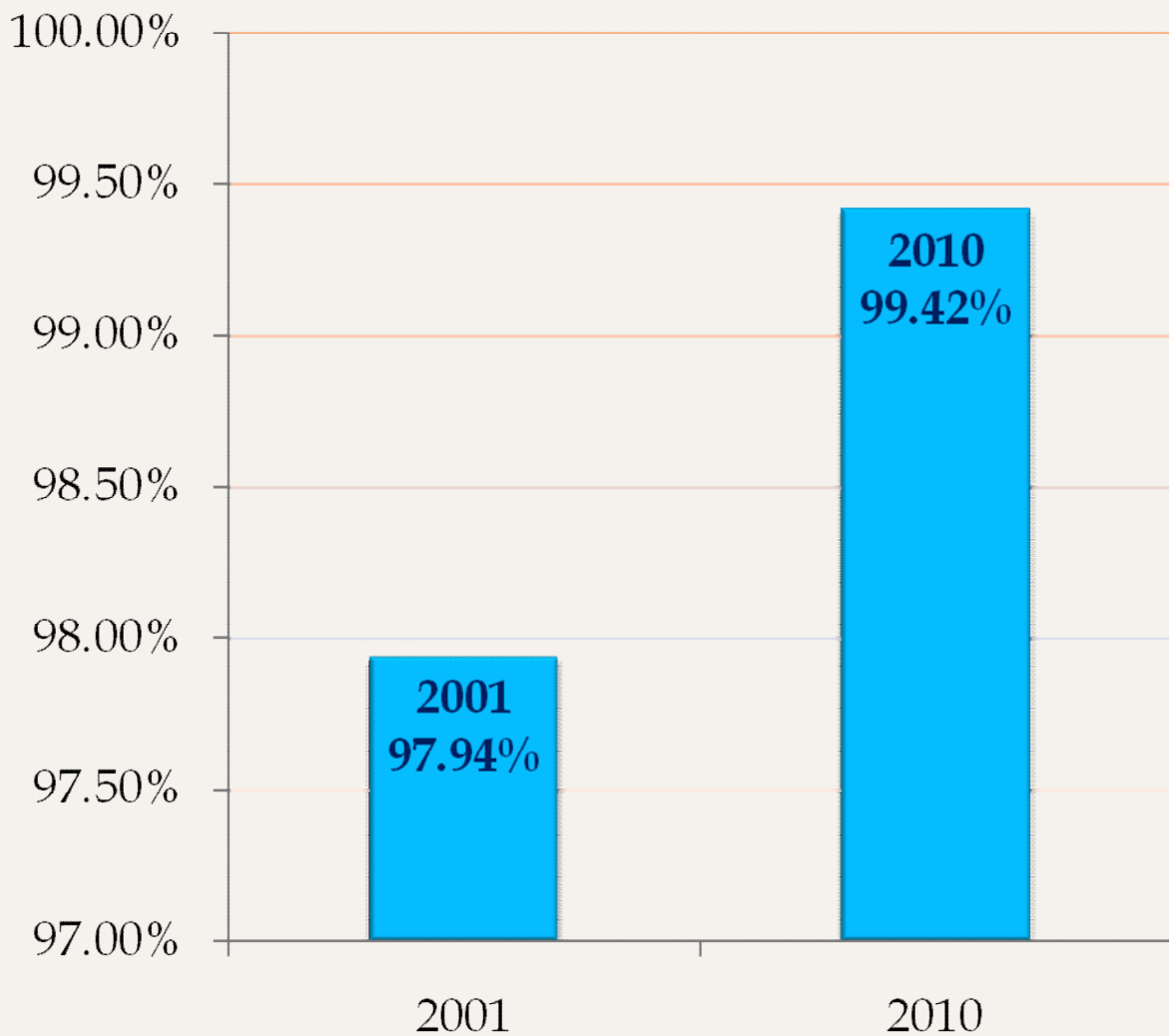


Current Year Tax Collection Percentage  
**CITY OF LAREDO**  
Based on Annual Audit Reports



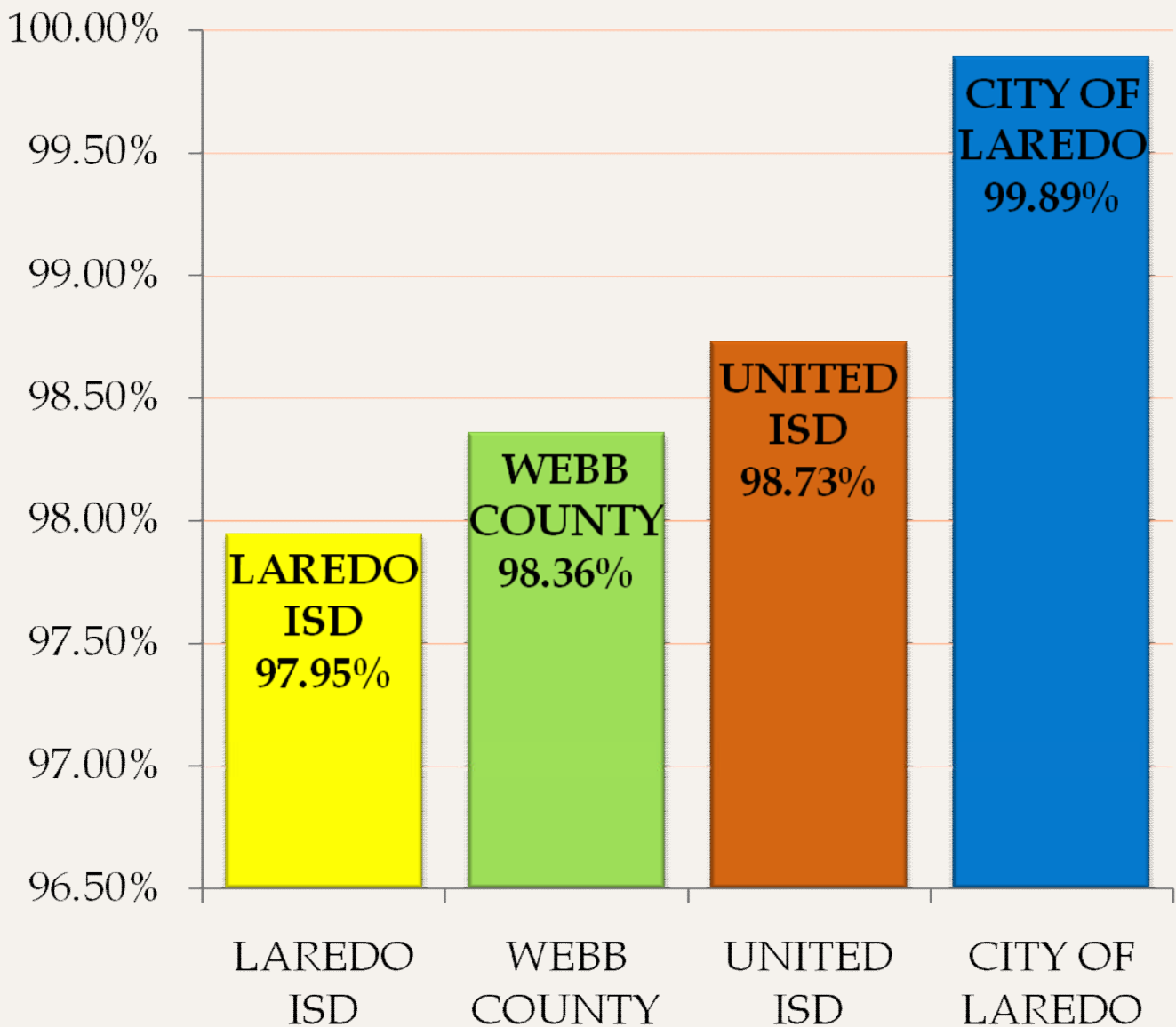
Graph 1

Percentage of All Collections to Tax Levy  
**CITY OF LAREDO**  
Based on Annual Audit Reports



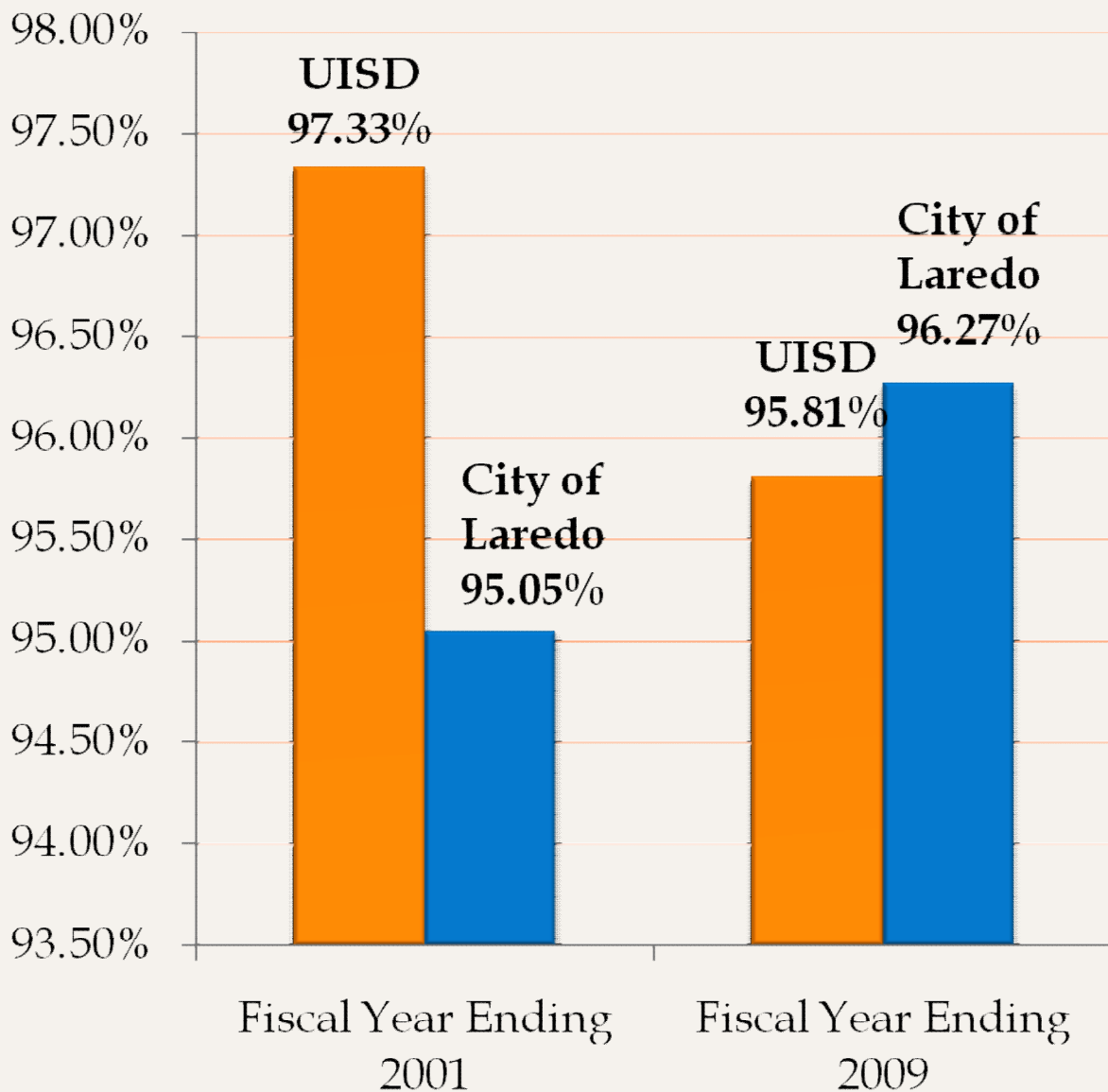
Graph 2

# Percentage of Total Tax Collections to Tax Levy Fiscal Year Ending 2008



Based on Annual Audit Reports

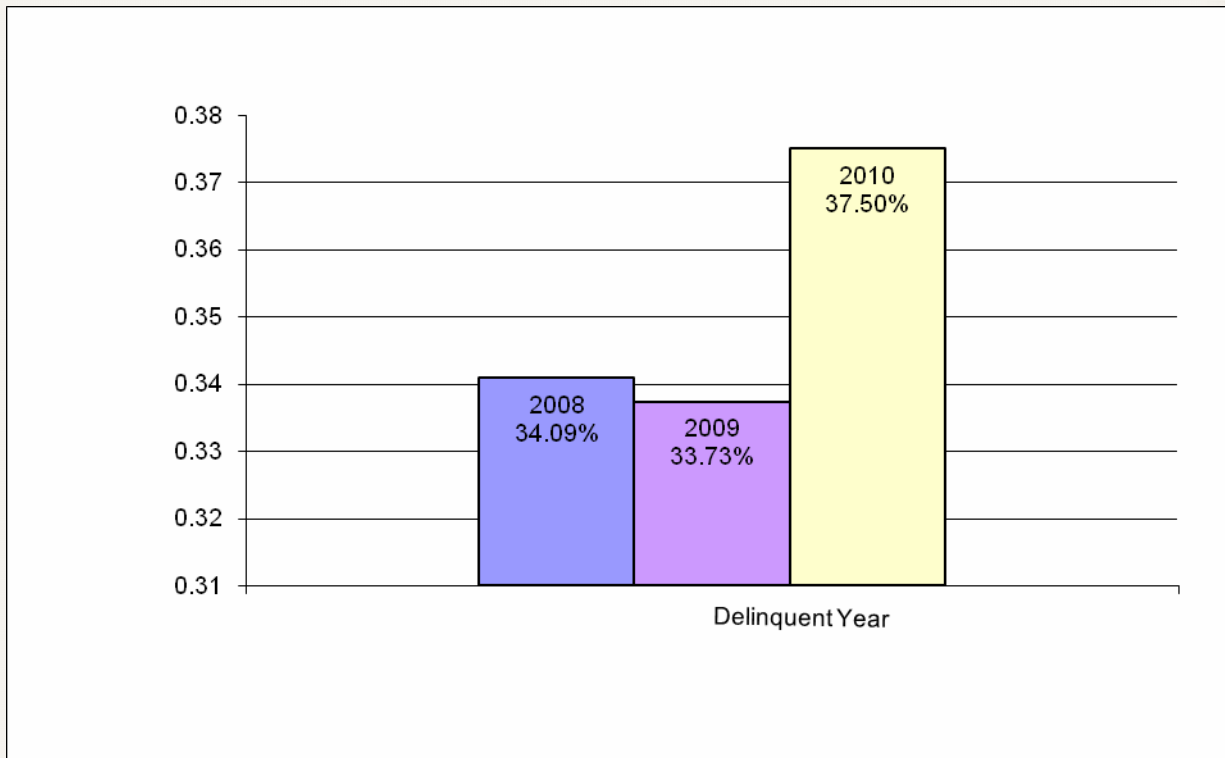
# CITY OF LAREDO AND UNITED ISD HISTORICAL COLLECTION COMPARISON CURRENT TAX RATE COLLECTIONS



Based on Annual Audit Reports



# City of Laredo Delinquent Tax Collection Rate Fiscal Years 2008-2010



## Delinquent Year Ending

2008	34.09%
2009	33.73%
2010	37.50%

Source :

City of Laredo Tax Department Collections Report





Graph 4








# De Anda Law Firm, PC



## MANAGEMENT

- |  |                                      |
|--|--------------------------------------|
|  Ricardo de Anda      | Managing Attorney                    |
|  Laura L. Link      | Tax Attorney (17 years with Firm)    |
|  Raquel Aguilar     | Office Manager ( 8 years)            |
|  Jose A. Lopez, Jr. | Technical Support Manager (25 Years) |

## STAFF

- |  |                                     |
|--|-------------------------------------|
|  Arcelia Perez    | Legal Secretary (7 years)           |
|  Ismael Rodriguez | Paralegal (2 years)                 |
|  Rosa Limon       | Tax Collection Supervisor (8 years) |
|  Irma Saenz       | Taxpayer Consultant (11 years)      |
|  Lorena Medina    | File Clerk (3 years)                |

# De Anda Law Firm, PC





**City of Laredo**

**Request for Qualifications  
RFQ FY11-069**

**Delinquent Tax Collection Attorney**

**Presented By:**

**LAW OFFICE OF ALTGELT & ROMÁN, PLLC**

**1120 Matamoros, Laredo, Texas 78040**

**Tel: (956) 725-4400**

**Fax: (956) 753-8865**

**LaredoLawOffice@gmail.com**

# LAW OFFICE OF ALTGELT & ROMÁN, PLLC

- Who we are
- What we do
- What we have to offer City of Laredo
- How we will work for City of Laredo

# Management Component

- Primary Attorneys
- Communication with City and Delivery of Services
- Support Staff
- Firm Technology
- Firm's Library Holdings

# Technical Component

- Proposed Work Plan
- Taxpayer Communication Program
- Bankruptcy Collection Program
- Delinquent Tax Suit and Pre-suit Process
- Tax Sales Process
- Tax Seizure Process

# Summary

- Who we are
- What we do
- What we have to offer City of Laredo
- How we will work for City of Laredo

QUESTIONS?

# City of Laredo Presentation



**Providing Professional  
Collection Services Since 1976**

**In Association with Mario A. Castillo  
Attorney At Law**

401 E. Hillside, Capitol Centre, Laredo, Texas 78401 · 956.791.6634





Linebarger Goggan  
Blair & Sampson, LLP

ATTORNEYS AT LAW

[www.lgbs.com](http://www.lgbs.com)

# Why Hire Linebarger Goggan?

- **Extensive Experience**
- **Unsurpassed Expertise**
- **Proven Collection Performance**
- **Great Community Partner**
- **Strong Local Presence**



**Linebarger Goggan  
Blair & Sampson, LLP**

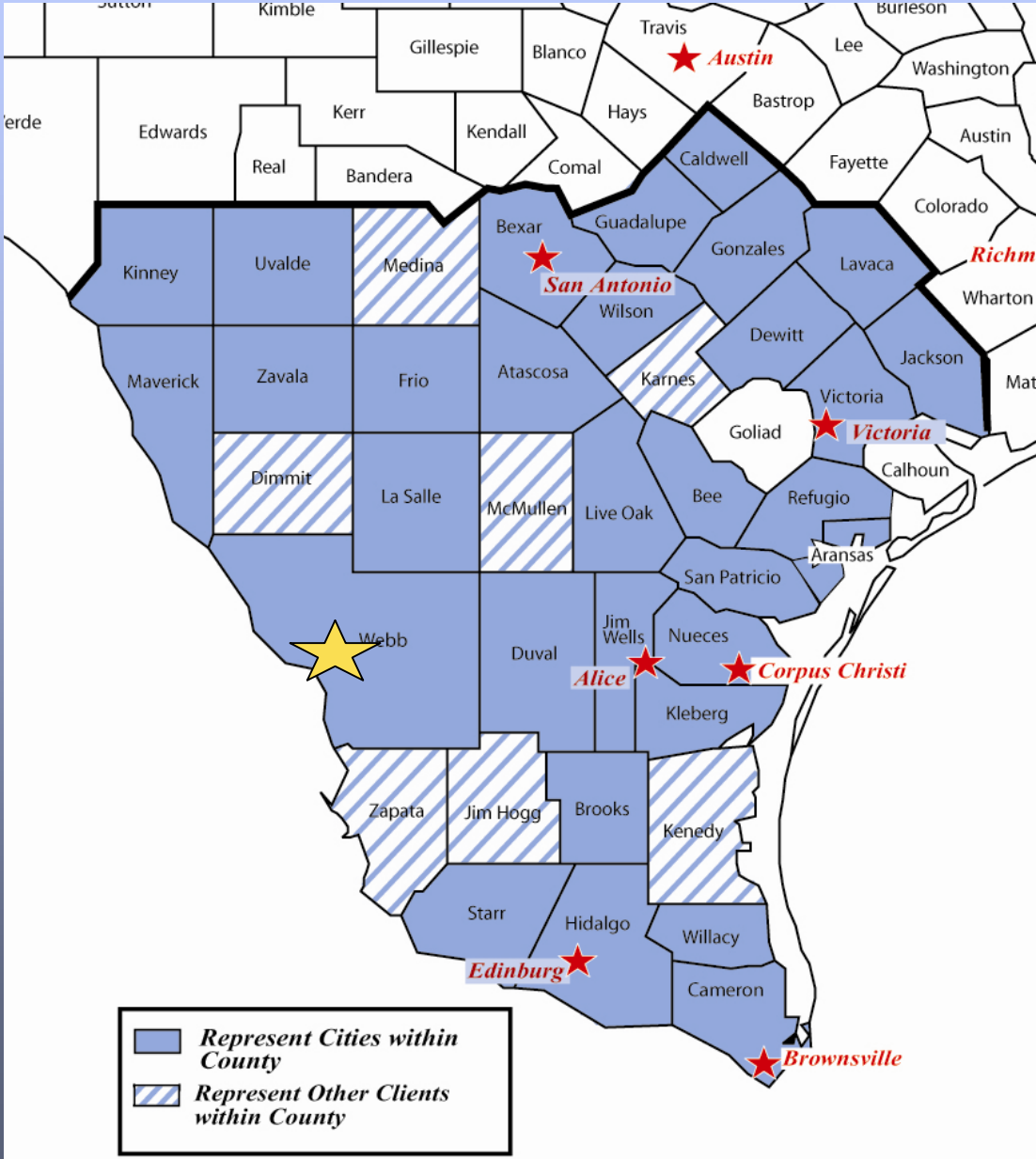
ATTORNEYS AT LAW

[www.lgbs.com](http://www.lgbs.com)

# Extensive Experience

- **35 years of experience collecting delinquent taxes for Texas taxing entities**
- **Currently represent more than 1,700 delinquent tax clients from 31 Texas offices**
- **Represent 499 Texas cities in delinquent tax collections**
- **Area delinquent tax clients include: the cities of Eagle Pass, Cotulla, Brownsville, McAllen and Corpus Christi**
- **Comprehensive delinquent tax collection services**  
(effective bilingual notification, specialized mailings, enforced collection through lawsuits, proven tax sale and bankruptcy program)

# Linebarger Goggan Represents 108 City Clients in South Texas





**Linebarger Goggan  
Blair & Sampson, LLP**

ATTORNEYS AT LAW

[www.lgbs.com](http://www.lgbs.com)

# Unsurpassed Expertise

- **Proprietary collection software to support all mailings, collection activities, litigation, tax sales and reporting to the City of Laredo**
- **More than 1,200 collection professionals firm-wide including 140 IT personnel (headquartered in San Antonio) and 110 attorneys whose sole purpose is collecting delinquent government receivables**
- **Experience in over 250,000 active and resolved bankruptcy cases, representing in excess of \$1 billion in taxes (K-Mart Corp \$12 million, Enron \$10 million, MCI/WorldCom \$11 million and Montgomery Ward \$5 million)**
- **Proven Tax Sale and Resale Programs**
- **Nationwide locator service to find missing taxpayers**

Linebarger Goggan  
Blair & Sampson, LLP

ATTORNEYS AT LAW

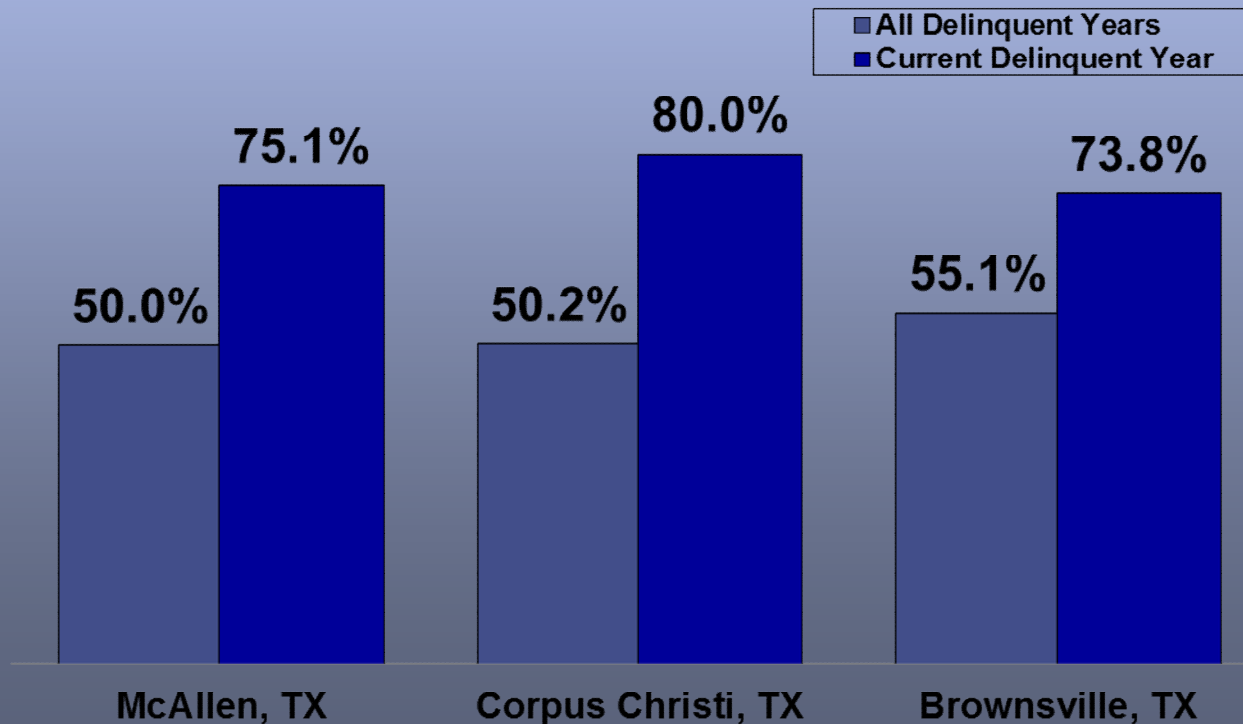
www.lgbs.com

# Proven Collection Performance

## DELINQUENT PROPERTY TAX AVERAGE COLLECTION RATES

July 2005 - June 2010

(Base Taxes Plus Penalties & Interest)



Source: Tax office reports

Note: Collection rates determined using base taxes collected plus penalties and interest on adjusted delinquent levies.





Linebarger Goggan  
Blair & Sampson, LLP

ATTORNEYS AT LAW

[www.lgbs.com](http://www.lgbs.com)

# Great Community Partner

- **Strong Supporter of Local Charities & Civic Organizations**
  - Including South Texas Academic Rising Scholars (STARS), Habitat for Humanity, Local Food Bank, Girls and Boys Clubs of America
  - U.S. Conference of Mayors (partnership awards for outstanding achievement with the Cities of Houston, Port Arthur, Dallas and Chicago)
  - Member of Texas Municipal League

Linebarger Goggan  
Blair & Sampson, LLP

ATTORNEYS AT LAW

www.lgbs.com

# Strong Local Presence



- **Mario A. Castillo**

*Attorney At Law*

- Laredo native with more than 21 years of legal experience
- Admitted to practice in Texas; U.S. District Court Southern District
- Member: Texas State Bar and Laredo-Webb County Bar Association
- Local office – local employees
- Collecting delinquent taxes for United ISD since September 2004



Linebarger Goggan  
Blair & Sampson, LLP

ATTORNEYS AT LAW

[www.lgbs.com](http://www.lgbs.com)

# Why Hire Linebarger Goggan?

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# City of Laredo Presentation



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401 E. Hillside, Capitol Centre, Laredo, Texas 78401 · 956.791.6634

---

**Proposal to Provide Delinquent Tax**

**Collection Services for the**

**City of Laredo**

**June 1, 2011**

# DELINQUENT TAX COLLECTION RATE

For the last 5 Years:

- × Less than a 40% collection rate.
- × 40% Collection Rate=Minimal Revenue



# COLLECTION EFFORTS

---

- ✘ To Increase the Overall Collection Rate
- ✘ Resulting in more Revenue for the City of Laredo
- ✘ Aggressive Collection Methods
  - open lines of communication
  - taxpayer consultations
  - written & telephonic notices
- ✘ Flexible Payment Options
  - Payment Plans/Extensions/Forbearances/Deferments

Tax Office



City Offices

- Open Lines of Communication
  - Memos, Emails, Presentations, Etc.
-

# ADDITIONAL COLLECTION ASSISTANCE

- ✘ Hotel/Motel Taxes
- ✘ Beer/Wine Taxes
- ✘ Paving Contracts
- ✘ Forced Lot Cleaning, Etc.



# EXPERIENCE

---

- ✘ Over 35 Years Collective Legal Experience
- ✘ Tax Collection Experience
- ✘ Litigation Experience
- ✘ State and Federal Licensed

**INCREASED  
COLLECTION RATES**



**INCREASED CITY  
REVENUE**



**Proposal to Provide Delinquent Tax  
Collection Services for the  
City of Laredo**

**June 1, 2011**

**SALINAS, GARCIA & MARTINEZ**  
**A PROFESSIONAL LIMITED LIABILITY COMPANY**

Delinquent Tax Collection Firm





**SALINAS, GARCIA & MARTINEZ**  
A PROFESSIONAL LIMITED LIABILITY COMPANY

We are qualified and experienced attorneys able to effectively and efficiently collect all delinquent taxes and to assist the City of Laredo with all aspects of tax collection.

**SALINAS, GARCIA & MARTINEZ**  
A PROFESSIONAL LIMITED LIABILITY COMPANY

Members:

Octavio Salinas, II  
Attorney at Law



Julio Garcia Jr.  
Attorney at Law



Leticia Martinez  
Attorney at Law





# SALINAS, GARCIA & MARTINEZ

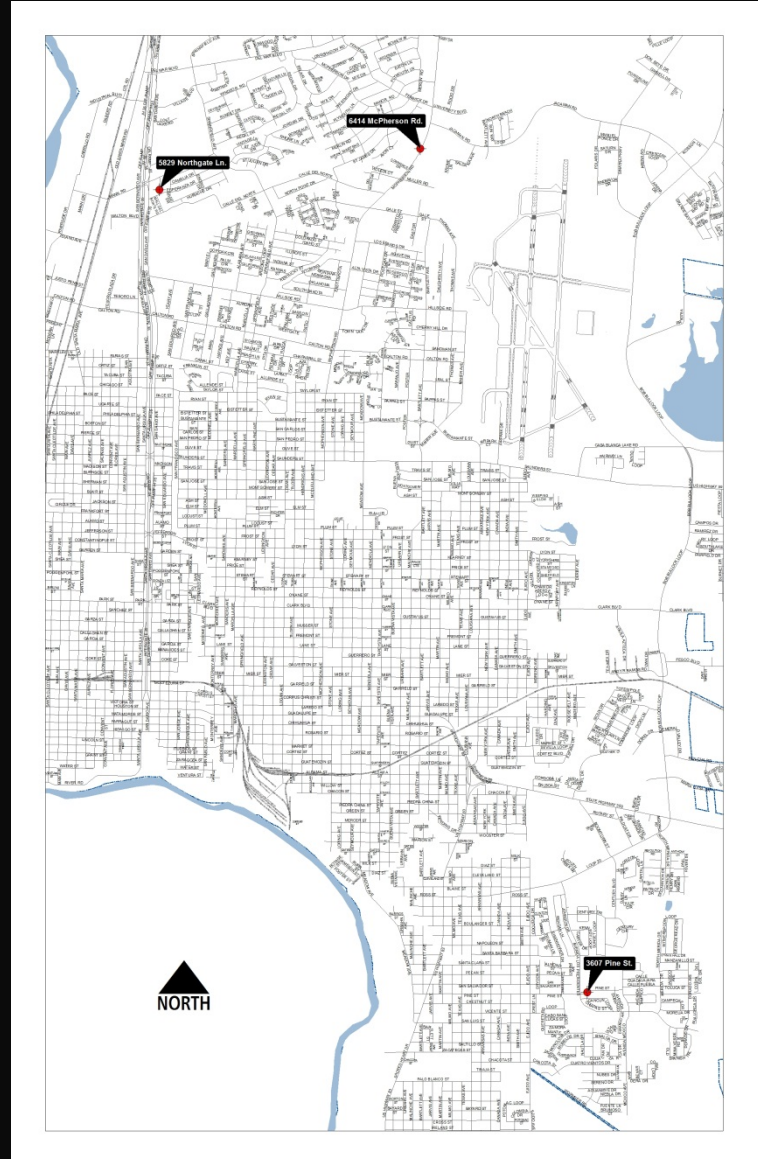
A PROFESSIONAL LIMITED LIABILITY COMPANY

## Office Locations

Julio Garcia Jr.  
5829 Northgate Ln.

Leticia Martinez  
6414 McPherson Rd.

HillTop Farm  
3607 Pine St.





**SALINAS, GARCIA & MARTINEZ**  
A PROFESSIONAL LIMITED LIABILITY COMPANY

Overview of Tax Collection Services

- ◆ Personalized customer service
- ◆ Customized collection plan
- ◆ Automated collection process
- ◆ Complete tax roll analysis
- ◆ Monitored delinquent tax roll
- ◆ Frequent mass mailings
- ◆ Dynamic call center collection program which tracks calls and accounts



**SALINAS, GARCIA & MARTINEZ**  
A PROFESSIONAL LIMITED LIABILITY COMPANY

Overview of Tax Collection Services

- ◆ Bilingual call center collection specialists
- ◆ Payment by credit card or electronic check
- ◆ Publication of delinquent tax payers in local news paper
- ◆ Exhaustive real estate title research
- ◆ Comprehensive legal representation in all property tax matters
- ◆ Proactive nationwide bankruptcy representation
- ◆ Aggressive tax warrant program
- ◆ Regular tax sales
- ◆ Informative collection reports



## SALINAS, GARCIA & MARTINEZ

A PROFESSIONAL LIMITED LIABILITY COMPANY

CONTRACT YEAR	SENT FOR COLLECTION	AMOUNT COLLECTED	PERCENTAGE
1999-2000	\$1,961,703.00	\$1,883,234.90	96%
2000-2001	\$2,155,401.13	\$2,069,185.06	96%
2001-2002	\$2,403,256.70	\$2,331,159.47	97%



# Technology and Network

Three networked locations



Access data between locations



Robust daily backup system



# Website with online payment portal

- ◆ Online Payment portal
- ◆ Scheduled Foreclosure sales
- ◆ Information on tax issues
- ◆ Virtual Terminal over the phone payments



http://www.



# Web-based Online Payment



SALINAS, GARCIA & MARTINEZ  
A PROFESSIONAL LIMITED LIABILITY COMPANY

- Convenience
- Versatility
- Flexibility





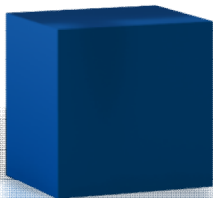
**Salinas, Garcia & Martinez**  
If you accept our proposal, you will be the only entity we will serve, therefore, there is no potential for conflict of interest in any part of our collection effort to the City of Laredo.

# Questions? Comments?



**SALINAS, GARCIA & MARTINEZ**  
A PROFESSIONAL LIMITED LIABILITY COMPANY

213 W. Village Blvd. Ste. 6  
Laredo, Texas 78041  
Phone: (956) 727-4942  
Fax: (956) 727-0792



We are happy to help you!