

BOARD OF TRUSTEES
AGENDA

<input type="checkbox"/> Workshop	<input checked="" type="checkbox"/> Regular	<input type="checkbox"/> Special
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(A) Report Only Recognition

Presenter(s): Sonia Gonzalez, Attorney at Law

Briefly describe the subject of the report or recognition presentation.

DELINQUENT COLLECTION ACTIVITIES FOR APRIL- JUNE, 2020
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(B) Action Item

Presenter(s):

Briefly describe the action required.

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(C) Funding source: Identify the source of funds if any are required.

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(D) Clarification: Explain any question or issues that might be raised regarding this item.

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LINEBARGER

ATTORNEYS AT LAW

**Quarterly Summary of Delinquent Tax
Collection Activities and Results for
Eagle Pass ISD**



April – June 2020

Linebarger Goggan Blair & Sampson, LLP

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LINEBARGER GOGGAN BLAIR & SAMPSON, LLP

ATTORNEYS AT LAW

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San Antonio, TX 78205

Main: 210.225.6763

July 14, 2020

School Board of Trustees
Eagle Pass ISD
1420 Eidson Road
Eagle Pass, Texas 78852

RE: April - June 2020 Quarterly Delinquent Tax Collection Report

Dear Trustees:

We are pleased to present this quarterly report for the period of April - June 2020 summarizing the delinquent tax collection services we have provided Eagle Pass ISD. Our work plan and activity reports reflect a consistent effort by the firm to maximize results. While we work to collect all eligible accounts referred to the firm, we are mindful to expedite the collection of the District's largest accounts as quickly as possible. Our technology and experienced professionals enable us to work and monitor every delinquent account. The aggressive, but fair approach we take continues to receive good response from taxpayers. Recognizing that legal enforcement is a last resort option, we encourage payment plans for those needing such arrangements to meet their obligations to the District. We want to assure you that while our program is fair and aggressive, we continue to place a high priority on providing professional courteous taxpayer assistance to help those taxpayers that are experiencing financial hardship during these tough economic times.

Our entire staff remains focused on delivering services with the high degree of excellence that you have come to expect from our firm. Please contact us if you, the school board, or other administrative personnel have any questions about this report or the services we provide Eagle Pass ISD.

Kindest regards,



SONIA A. GONZALEZ
Partner

cc: Samuel Mijares, Superintendent of Schools
Ismael Mijares, Deputy Superintendent for Business & Finance
Deniz Brown, Benefits & Risk Management Director
Rolando Martinez, Tax Assessor Collector

TABLE OF CONTENTS

Cover Letter

I. Work Plan Elements

Workplan Elements to Maximize Collections	4
Activity Summary	5

II. Delinquent Collection Activity

Mass Mailings	6
Targeted Mailings	6
Sample Letter	7

III. Taxpayer Assistance

Taxpayer Inquiries	8
Taxpayer Walk-Ins	9
Payment Arrangements	9

IV. Research

Address and Ownership Research	10
Title Research	10

V. Litigation

Dismissals and Release of Judgments	11
Business Personal Property Enforcement	12
Motion and Order for Attorney Ad Litem	12
Tax Collection Process	13
Bankruptcy Filings	14
Bankruptcy Procedures	15

VI. Collection Results

Delinquent Tax Collection Results	16
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VII. Management and Support Team

17

CHAPTER I

Work Plan Elements to Maximize Collections

Note: The firm regularly analyzes the District's tax roll to ensure our efforts maximize collection results. Thus, the work plan below is a general overview of the efforts we initiate on a monthly basis.

Notifications

- Mail first notification in February and all other accounts in July
- Mail 33.07 Resolution Notice in May
- Mail 1st follow-up notice and a second notification in September
- Mail special, targeted communications monthly depending on account status each month

Litigation

- Randomly file lawsuits, with focus on high dollar, chronic accounts each month
- Take necessary steps to move all pending cases through the court system each month
- Conduct Sheriff sales and initiate a resale of struck off properties
- When necessary initiate tax seizures to protect the tax lien on business personal property accounts
- File proof of claims in bankruptcy courts throughout the United States where taxes are due, and take actions necessary to secure taxes in the discharge of the bankruptcy

Research

- Conduct skip tracing research on all accounts flagged with bad address
- Secure an abstract of title on property before filing suit on delinquent accounts
- Conduct follow-up research on defendants where citations have not been successfully served
- Initiate any other title or ownership research necessary to expedite resolution and payment of accounts

Taxpayer Communication

- Initiate contact with larger accounts and business personal property accounts to expedite payment
- Set up payment plans as authorized by the Eagle Pass ISD Tax Office
- Remain available during all business hours to assist taxpayers by phone or in person
- Respond to incoming correspondence within these business days

Other Work Plan Elements

- Maintain communication with all governmental departments (i.e.: Tax Office, Appraisal District, District Clerks Office, Sheriff's Department, and Judiciary) involved in the collection process to ensure the collection program remains as efficient as possible and serves to maximize collections while serving the needs of taxpayers
- Provide reports and information whenever necessary to the District

EAGLE PASS ISD

ACTIVITY SUMMARY

April – June 2020		
	Number of Accounts	Dollar Amount
Mailings		
Mass Mailings (April – June 2020)	5,878	\$8,447,268.88
Target Mailings (April – June 2020)	1,229	\$4,535,862.11
Taxpayer Assistance and Payment Arrangements		
Outbound Collection Calls	665	\$2,086,927.96
Taxpayer Walk Ins	376	\$1,311,536.73
In Bound Phone Inquiries & Correspondence	826	\$3,231,647.61
Tax Office Payment Arrangements	26	\$72,065.04
Research and Litigation		
Abstracts of Title and Ownership Research	363	N/A
Motion and Order for Attorney Ad Litem	27	\$122,809.90
Business Personal Property Enforcement	1	\$63,391.93

CHAPTER II

Delinquent Collection Activity

A. Mass Mailings

We mail personalized letters to all accounts on the tax roll that are not involved in litigation or have a condition that would prevent immediate legal action such as a payment arrangement, exemption, age or disability deferral, appraisal dispute, or other conditions that negate legal action. The mailing initiated since May 2020 is reflected below.

Mass Mailing Activity			
Time Period	Letter Type	Number of Letters	Dollar Amount
May 2020	Delinquent Tax Notice	5,878	\$8,447,268.88
TOTAL		5,878	\$8,453,146.88

Sample letters are included on the following page.

B. Targeted Mailings

Each week the Firm mails personalized letters to groups of taxpayers based on the status of the account. The letters include Notice of Default, Trial Notice, Notice of Court Costs Due, Notice of Intent to Enforce Judgment, Notice of Seizure, Notice of Tax Foreclosure, Notice of Non-Suit Letters, and Notice of Lawsuit Dismissal.

Target Mailing Activity		
Time Period	Number of Letters	Dollar Amount
April 2020	304	\$1,009,594.26
May 2020	281	\$1,246,106.65
June 2020	644	\$2,280,161.20
TOTAL	1,229	\$4,535,862.11

*Targeted Letters are sent to all identified property owners and lien holders associated with the delinquent accounts and any related pending lawsuit.

NOTICE OF DELINQUENT TAXES
Eagle Pass Independent School District

TO-PO-S49

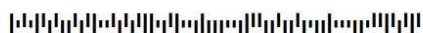


DT1068612752

1

DELINQUENT TAXES	:	\$1,171.90
PENALTY/INTEREST	:	\$2,553.79
TOTAL DUE	:	\$3,725.69

TEE



RE: Acct. #15206 CAD#15206- QUEMADO TOWNSITE, BLOCK A, LOT 2 (see attached DELINQUENT ACCOUNT STATEMENT)

IMPORTANT NOTICE

Additional Collection Penalty Applies to 2019 Property Taxes Unpaid as of July 1, 2020

Dear Taxpayer:

As of May 4, 2020, the official records indicate a tax delinquency for one or more years on the property described and as shown at the top of this notice.

This is to inform you that any 2019 taxes remaining unpaid on July 1, 2020, will on that date become subject to an additional penalty of 15% of the taxes, penalty and interest then due, pursuant to Section 33.07 of the Texas Tax Code.

IF THE PROPERTY DESCRIBED IN THIS DOCUMENT IS YOUR RESIDENCE HOMESTEAD, YOU SHOULD CONTACT THE TAX COLLECTOR FOR EAGLE PASS ISD REGARDING A RIGHT YOU MAY HAVE TO ENTER INTO AN INSTALLMENT AGREEMENT DIRECTLY WITH THE TAX COLLECTOR FOR EAGLE PASS ISD FOR THE PAYMENT OF THESE TAXES.

THE TAXES ON THIS PROPERTY ARE DELINQUENT. THE PROPERTY IS SUBJECT TO A LIEN FOR THE DELINQUENT TAXES. IF THE DELINQUENT TAXES ARE NOT PAID, THE LIEN MAY BE FORECLOSED.

Please disregard this notice if you have paid these taxes since May 4, 2020, or if you owe 2019 taxes only and you are timely paying those taxes in quarterly installments or in split payments.

Payment may be made to **Eagle Pass Independent School District Tax Office, PO Box 1530, Eagle Pass, TX 78853, (830)773-3826.**

IF YOU ARE 65 YEARS OF AGE OR OLDER OR ARE DISABLED, AND YOU OCCUPY THE PROPERTY DESCRIBED IN THIS DOCUMENT AS YOUR RESIDENCE HOMESTEAD, YOU SHOULD CONTACT THE APPRAISAL DISTRICT REGARDING ANY ENTITLEMENT YOU MAY HAVE TO A POSTPONEMENT IN THE PAYMENT OF THESE TAXES.

PLEASE RETURN THIS LETTER TO THE TAX OFFICE WITH YOUR PAYMENT.

R-1186

CHAPTER III

Taxpayer Assistance

A. Taxpayer Inquiries

Taxpayers are encouraged to contact us to resolve their delinquent accounts. We have experienced bilingual personnel available Monday – Friday from 8:30 am to 5:30 pm to assist taxpayers. Each communication represents an opportunity to resolve problems and facilitate the payment of taxes. This chapter of the report summarizes our taxpayer assistance efforts based on the origin of the inquiry (walk-in, by phone or in writing).

Outbound Collection Calls		
Time Period	Number of Accounts	Dollar Amount
April 2020	189	\$510,243.02
May 2020	226	\$871,259.58
June 2020	250	\$705,425.36
TOTAL	665	\$2,086,927.96

In Bound Correspondence and Phone Inquiries		
Time Period	Number of Accounts	Dollar Amount
April 2020	267	\$646,560.89
May 2020	271	\$1,443,772.32
June 2020	288	\$1,141,314.40
TOTAL	826	\$3,231,647.61

Taxpayer Walk Ins		
Time Period	Number of Accounts	Dollar Amount
April 2020	101	\$292,763.93
May 2020	148	\$572,654.78
June 2020	127	\$446,118.02
TOTAL	376	\$1,311,536.73

B. Payment Arrangements

Taxpayers who are unable to pay their delinquent taxes in full are provided payment plan options based on the criteria set forth by the District. We encourage taxpayers who need assistance to utilize this payment opportunity to resolve their delinquent accounts.

Payment plans help to expedite payment in full by allowing financially challenged taxpayers partial payment options. The Tax Office provides formal payment contracts with specified time periods to pay off the delinquent balance. During the payoff period the account is placed on hold to prevent collection enforcement through legal action. Payment resolutions negotiated by the Firm usually involve business and larger real estate accounts because of the direct contact we initiate to collect the taxes. If partial payments are the only feasible way to resolve the account, we agree to process their partial payments and extend a 30-day hold to make their next payment.

Tax Office Payment Arrangements		
Time Period	Number of Accounts	Dollar Amount
April 2020	4	\$4,523.43
May 2020	5	\$13,744.69
June 2020	17	\$53,796.92
TOTAL	26	\$72,065.04

CHAPTER IV

Research

A. Address and Ownership Research

The Firm's research personnel have access to national search engines to update address information on return mail or accounts on the tax roll that have an insufficient address. Our in-house research specialists are also trained to resolve complex ownership errors in the deed records. In some cases, the research must go back to the original plats from the 1800's. When a new address or new ownership record is found, we share our findings with the Maverick County Appraisal District so that they may verify the data and update their records.

Address & Ownership Research	
Time Period	Number of Accounts
April 2020	137
May 2020	97
June 2020	113
TOTAL	347

B. Title Research

Prior to the filing of a lawsuit, the Firm will request an abstract of title from our abstractors to ensure that all lien holders are enjoined in the lawsuit. We randomly select accounts for litigation in addition to selecting specific accounts that we have determined require legal action. If title cannot be verified, the Firm's in-house research team will work with our abstractors and Maverick County Appraisal District to complete the title process.

Abstract of Title Processed		
Time Period	Title Orders Requested	Title Orders Received
April 2020	0	0
May 2020	0	0
June 2020	32	16
TOTAL	32	16

CHAPTER V

Litigation

The Firm files lawsuits regularly throughout the year. We continue to work closely with the Maverick County District Clerk, Sheriff's Department and Judiciary to ensure our litigation procedures help to expedite the prosecution of the large volume of lawsuits filed. Dockets are set several times a year and sheriff sales this year will be held twice a year on the steps of the Maverick County Courthouse.

The Firm is proactive in its efforts to collect taxes involved in bankruptcy. We monitor new bankruptcy filings every week to determine if taxes are due to our clients. Claims are filed immediately and include not only delinquent taxes but also current year taxes that will be due the District.

Dismissals and Release of Judgments		
Time Period	Number of Dismissals	Number of Release of Judgments
April 2020	8	1
May 2020	4	0
June 2020	3	0
TOTAL	15	1

Business Personal Property Enforcement

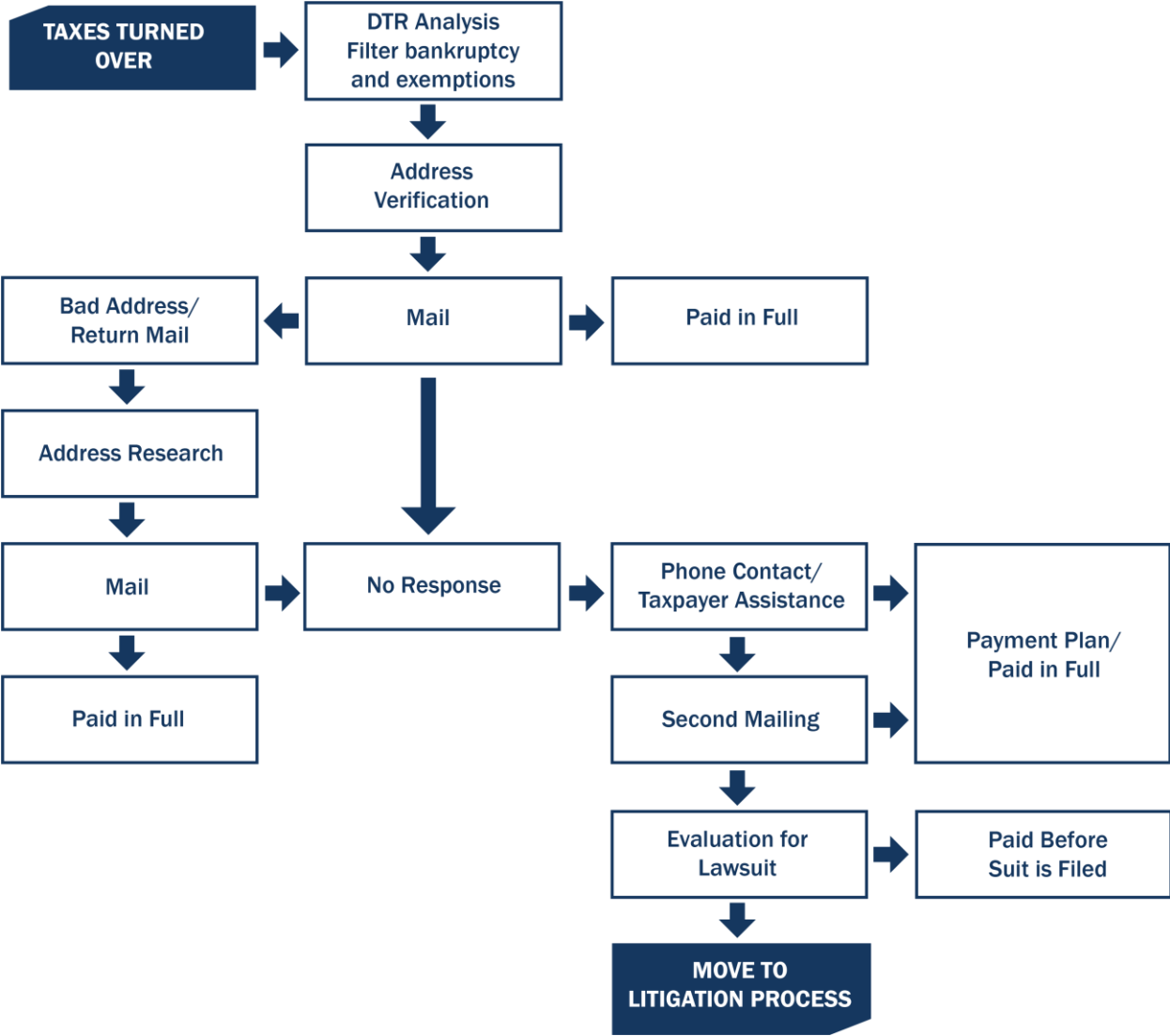
Activity	Number of Accounts	Amount Due
Walk and Talk Campaigns	1	\$63,391.93
TOTAL	1	\$63,391.93

Motion and Order for Attorney Ad Litem

Time Period	Number of Accounts	Dollar Amount
April 2020	27	\$122,809.90
TOTAL	27	\$122,809.90

Linebarger Goggan Blair & Sampson, LLP

Tax Collection Process



Bankruptcy Filings

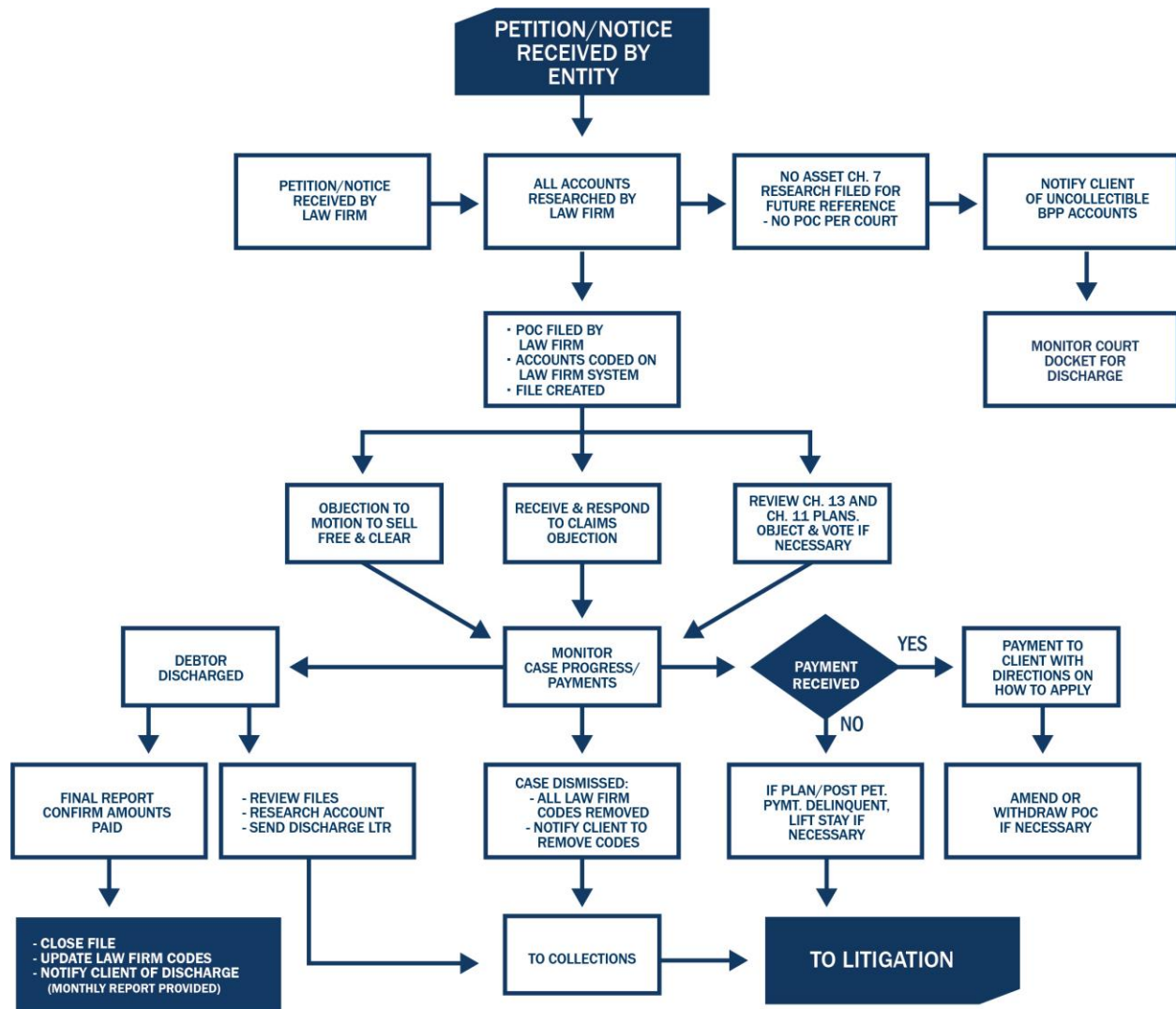
Claims Filed Involving the Eagle Pass ISD Tax Debt

April – June 2020

Bankruptcy Number	Account Number	Debtor Name	Claim Amount
20-11665	1760	GENERAL NUTRITION CENTERS, INC.	\$1,599.18
20-20183-CC	1785	J.C. PENNEY CORPORATION, INC.	\$27,880.61
20-32565	1787	SPECIALTY RETAILERS, INC.	\$19,418.70
TOTAL	3		\$48,898.49

AS OF JULY 2020, THERE ARE 11 EAGLE PASS ISD ACCOUNTS INVOLVED IN ACTIVE BANKRUPTCY PROCEEDINGS WITH DELINQUENT PROPERTY TAXES TOTALING \$24,061.23.

Linebarger Goggan Blair & Sampson, LLP Bankruptcy Procedures



CHAPTER VI

Collection Results

Linebarger Goggan reports collections based on information provided to the Firm from the Tax Office. The table below summarizes delinquent tax collections on a monthly basis.

Eagle Pass ISD Delinquent Tax Collections				
Time Period	Year 2020	Year 2019	Year 2018	Year 2017
January	\$208,587.76	\$177,374.44	\$173,092.57	\$101,613.38
February	\$186,432.11	\$223,861.56	\$187,860.02	\$154,938.56
March	\$201,661.09	\$231,747.36	\$279,423.01	\$176,681.83
April	\$132,757.13	\$214,454.51	\$195,940.76	\$112,795.46
May	\$200,489.61	\$168,017.27	\$133,072.20	\$125,212.10
June	\$191,957.10 ¹	\$107,860.01	\$168,036.91	\$129,904.61
July		\$316,650.09	\$278,545.66	\$217,998.06
August		\$320,078.93	\$228,191.75	\$280,994.53
September		\$286,004.38	\$192,175.81	\$209,888.19
October		\$179,982.68	\$211,852.19	\$191,906.59
November		\$117,030.54	\$192,689.06	\$133,200.19
December		\$151,304.34	\$194,796.74	\$156,011.46
TOTAL	\$1,121,884.80	\$2,494,366.11	\$2,435,676.68	\$1,991,144.96

¹Estimated collections based on Eagle Pass ISD tax office reports. Checks have not been received by LGB&S.

1. Check has not yet been received.

CHAPTER VII

Management and Support Team



Clif Douglass, III
Managing Partner/San Antonio
Joined in 1986



David Aelvoet
Managing
Partner/Bankruptcy
Joined in 1993



Lilia Ledesma
Capital Partner
Joined in 2003



Ronald Rocha
Capital Partner
Joined in 1994



Sonia Gonzalez
Partner
Joined in 2007



Jeff Garcia
Partner
Joined in 2007



Don Stecker
Partner
Joined in 2008



Brad Balderrama
Partner
Joined in 2009



Edra Bush
Partner
Joined in 2016



Julian Casillas
Attorney
Joined in 2017



Baudi Cepeda
Operations Manager
Joined in 2006



Lindsay Moy Griffith
Assistant Operations
Manager
Joined in 2002



Kelly Guajardo
Client Reporting
Manager
Joined in 2018



Lorena De Hoyos
Office & IT Administrator
Joined in 2000



Sara Garza
Financial Reporting
Manager
Joined in 1983



Nadine Quintanilla
Assistant Operations
Manager/Regional
Supervisor
Joined in 1994



Leticia Crespín
Litigation Assistant
Joined in 2002



Trinie Hernández
Litigation Assistant
Joined in 2019



Sabrina Fernández
Litigation Assistant
Joined in 2003



Marcos Mancha
Litigation Assistant
Joined in 2019



Ciarra Hernández
Litigation Assistant
Joined in 2020



Yvette López
Litigation Assistant
Joined in 2018



Brittany Pendergrast Dacorte
Litigation Assistant
Joined in 2019



Rosa Cruz
Litigation Assistant
Joined in 2011
Eagle Pass Office



Cecilia Chance
Litigation Assistant
Joined in 2013
Eagle Pass Office



Claudia Munoz
Litigation Assistant
Joined in 2018
Eagle Pass Office



Ana Cantu
Collections Manager
Joined in 2009
Eagle Pass Office