

PB | PERDUE BRANDON
FIELDER COLLINS & MOTT LLP
ATTORNEYS AT LAW

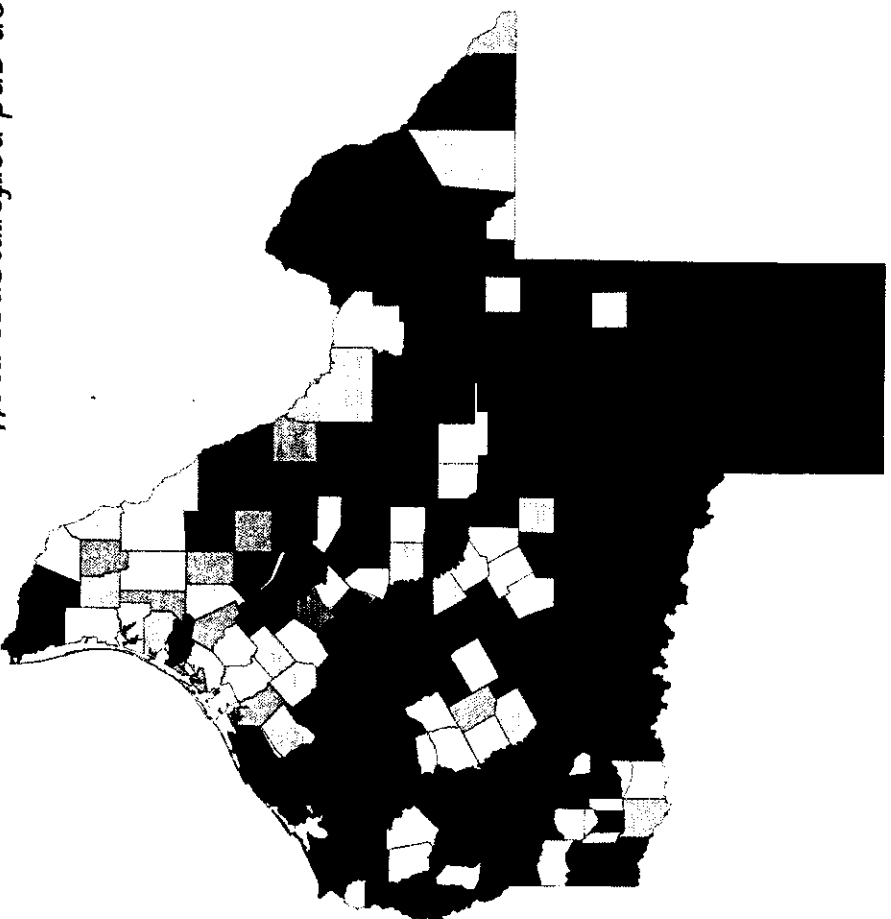
Clay County

Delinquent Tax Collection Services

When experience, reputation and performance matter.



Perdue Brandon Collection Presence



When experience, reputation and performance matter.



Perdue Brandon History


Practice solely focused on the collection of government receivables

- ✓ 49 years of experience in governmental collections practice
- ✓ 12 offices representing more than 2,000 governmental clients collecting more than \$2 billion in delinquencies
- ✓ More than 400 support personnel, including over 50 attorneys
- ✓ Proven track record of successful debt recovery

When experience, reputation and performance matter.

Perdue Brandon Advantage

- *Why* Perdue Brandon?
 - Local
 - Invested in OUR community
 - Focus on small to medium sized counties
 - Goal for Increased Collections



When experience, reputation and performance matter.

Perdue Brandon Advantage

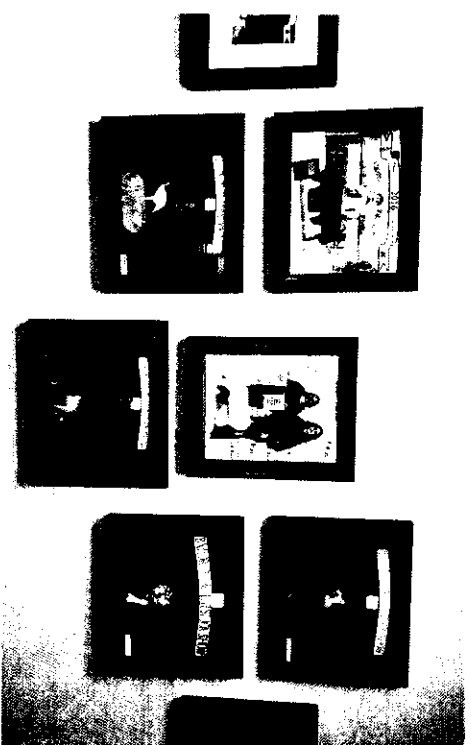
- We are the only local firm providing this service in our area.
- We opened the office in 1985, and are celebrating our 34th year in the area.
- All four lawyers:
 - Live in Wichita Falls;
 - Have family here;
 - And all three partners graduated from local high schools as well as Midwestern State University.

When experience, reputation and performance matter.

Perdue Brandon Advantage

- Invested in OUR community
- Faithful supporter of community events such as Future Farmers of America, local 4H clubs, and our local attorneys serve on numerous boards in the North Texas area.
- Long standing promoters of:
 - Midwestern State University
 - Region 9 ESC
 - Sheppard AFB
- Nortex Regional Planning Commission

When experience, reputation and performance matter.



Perdue Brandon Advantage

- Focused on counties just like Clay County
 - Our collection efforts are tailored for small to medium sized counties.
 - This has been our passion for nearly 50 years
- The Wichita Falls office covers an area comparable to the Nortex Region.
 - Within Nortex, we provide representation in all 11 counties.
 - Additionally, we work with 33 of 36 Region 9 Districts
- Outside of Wichita, every county we work for is comparable in size to that of Clay County.

When experience, reputation and performance matter.


Perdue Brandon Advantage

- Reports on a schedule the Commissioner's Court desires (monthly, quarterly, semi-annually, annually).
- Close in proximity in the event immediate action is needed.
- Client meetings/trainings in Wichita Falls that allow educational opportunities as well as fellowship with area colleagues.
- As with any firm, there is no cost to Clay County.
- Already have a relationship and handle your court collections. This put all collections under one hat.
- Good working relationship with the Clay CAD – brings nearly all the entities to utilizing one law firm.

When experience, reputation and performance matter.

Perdue Brandon Advantage

- Goal for Increased Collections
 - Every County we work for could use more money to provide services to their constituents.
 - Typically, 97 - 98% of Texans pay their taxes timely. The delinquent collections process only deals with 2-3% of the total tax roll.
 - However, as we will see in minute, that can mean real dollars back into the County's pocket.



When experience, reputation and performance matter.

Perdue Brandon Advantage

ISD	2018 Del. Tax Bal.	Total Property Value	Ratio	Law Firm
Midway	\$64,817	\$75,192,019	0.85	LGBS
Petrolia	\$113,513	\$128,790,972	0.88	LGBS
Bellevue	\$31,616	\$144,370,620	0.21	PBFCM
Chillicothe	\$72,574	\$173,406,920	0.41	PBFCM
Archer City	\$122,905	\$189,879,835	0.64	PBFCM
Seymour	\$163,054	\$208,613,304	0.78	PBFCM
Nocona	\$142,881	\$230,619,327	0.61	PBFCM
Quanah	\$227,013	\$289,386,250	0.78	PBFCM
Holliday	\$190,492	\$291,263,108	0.65	PBFCM
Henrietta	\$298,058	\$325,862,290	0.91	LGBS
Iowa Park	\$403,931	\$554,202,389	0.72	PBFCM
Graham	\$415,102	\$630,508,419	0.65	PBFCM
Burkburnett	\$362,941	\$749,643,969	0.48	PBFCM

* All data was compiled from the TEA website and based on the most recent audit on that site. The second column shows the total amount of delinquent base tax reported to TEA as of August 31, 2018.

When experience, reputation and performance matter.

Perdue Brandon

Petrolia CISD	Clay	May 2019
City of Petrolia	Clay	June 2019
City of Henrietta	Clay	June 2019
Henrietta ISD	Clay	June 2019
City of Bellevue	Clay	July 2019
Midway ISD	Clay	August 2019
ESD #2	Clay	September 2019


When experience, reputation and performance matter.

Perdue Brandon Advantage

Archer County
\$656,137,785
2018 Taxable Value

Clay County
\$773,132,580
2018 Taxable Value

Young County
\$1,104,278,131
2018 Taxable Value

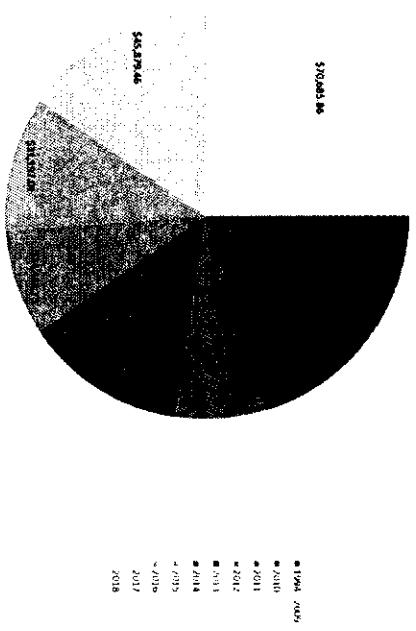


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Perdue Brandon Advantage

Clay County
 \$773,132,580
 2018 Taxable Value

Perdue, Brandon, Fielder, Collins & Mott, LLP
 Tax Year Chart



Dollar Range	# Taxpayers	Pct Of Total	Base Tax	Pct Of Total
\$0.01 - \$100.00	536	61.47%	\$12,998.92	4.50%
\$100.01 - \$250.00	126	14.45%	\$20,573.84	7.12%
\$250.01 - \$500.00	91	10.44%	\$32,585.41	11.27%
\$500.01 - \$1000.00	70	8.03%	\$49,263.30	17.04%
\$1000.01 - \$2500.00	30	3.44%	\$44,279.00	15.32%
\$2500.01 - \$5000.00	12	1.38%	\$38,677.67	13.38%
\$5000.01 - \$10,000.00	3	.34%	\$18,718.72	6.47%
\$10,000.01 - Up	4	.46%	\$72,005.24	24.91%
Totals	872	100.00%	\$289,102.10	100.00%

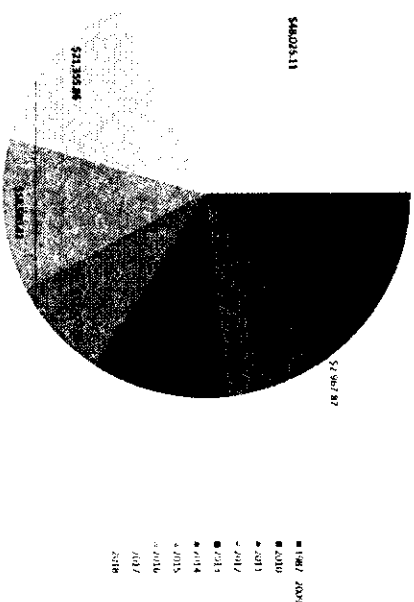
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Perdue Brandon Advantage

Archer County (Hired PBFCM - May 2017)
 \$656,137,785
 2018 Taxable Value

Perdue, Brandon, Fielder, Collins & Mott, L.L.P.
 Tax Year Chart



Dollar Range	# Taxpayers	Pct Of Total	Base Tax	Pct Of Total
\$0.01 - \$100.00	461	68.50%	\$11,860.07	7.77%
\$100.01 - \$250.00	92	13.67%	\$14,288.23	9.37%
\$250.01 - \$500.00	59	8.77%	\$21,617.30	14.17%
\$500.01 - \$1000.00	25	3.71%	\$17,558.62	11.51%
\$1000.01 - \$2500.00	24	3.57%	\$36,081.04	23.65%
\$2500.01 - \$5000.00	8	1.19%	\$25,737.30	16.87%
\$5000.01 - \$10,000.00	4	.59%	\$25,408.64	16.66%
\$10,000.01 - Up	0	.00%	\$ 00	.00%
Totals	673	100.00%	\$152,551.20	100.00%

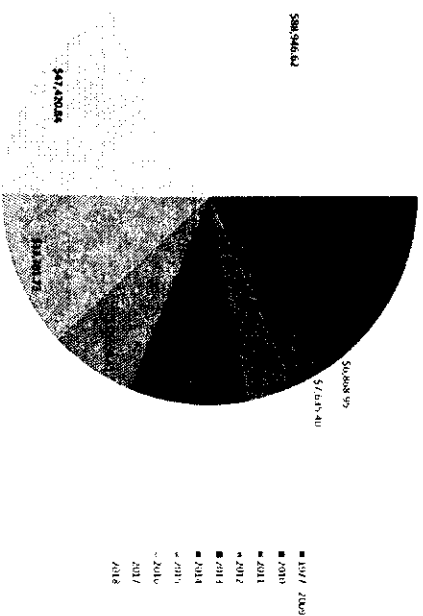
When experience, reputation and performance matter.



Perdue Brandon Advantage

Perdue, Brandon, Fielder, Collins & Mott, L.L.P.
Tax Year Chart

Young County
\$1,104,278,131
2018 Taxable Value



Dollar Range	# Taxpayers	Pct Of Total	Base Tax	Pct Of Total
\$0.01 - \$100.00	1,366	71.44%	\$34,447.38	12.55%
\$100.01 - \$250.00	279	14.59%	\$44,387.37	16.17%
\$250.01 - \$500.00	147	7.69%	\$50,993.95	18.58%
\$500.01 - \$1000.00	73	3.82%	\$52,198.85	19.02%
\$1000.01 - \$2500.00	39	2.04%	\$57,911.18	21.10%
\$2500.01 - \$5000.00	6	0.31%	\$21,589.46	7.87%
\$5000.01 - \$10,000.00	2	0.10%	\$12,925.17	4.71%
\$10,000.01 - Up	0	0.00%	\$.00	0.00%
Totals	1,912	100.00%	\$274,453.36	100.00%

When experience, reputation and performance matter.



Perdue Brandon Advantage

Archer County

\$656,137,785
\$ 152,551

2018 Value
Total Delinquent Base Tax Owed

Clay County

\$773,132,580
\$ 289,102

2018 Value
Total Delinquent Base Tax Owed

Young County

\$1,104,278,131
\$ 274,453

2018 Value
Total Delinquent Base Tax Owed



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