



**Linebarger Goggan
Blair & Sampson, LLP**

ATTORNEYS AT LAW

Established in 1976

Funding Essential Public Services

Webb County

County Court Collections Report

Date:

September 14, 2015

Contact:

Paul Daniel Chapa

Managing Partner

500 N. Shoreline Blvd.

Suite 1111

Corpus Christi, Texas

78401-0357

361.888.6898

paulc@lgbs.com

LINEBARGER GOGGAN BLAIR & SAMPSON, LLP

ATTORNEYS AT LAW

500 NORTH SHORELINE BLVD., SUITE 1111
CORPUS CHRISTI, TEXAS

361.888.6898
FAX 361.888.4405

September 14, 2015

Paul Daniel Chapa, Partner
paulc@LGBS.com

Honorable Tano E. Tijerina, County Judge
Honorable Frank Sciaraffa, Commissioner Pct. 1
Honorable Rosaura Tijerina, Commissioner Pct. 2
Honorable John Galo, Commissioner Pct. 3
Honorable Jaime Canales, Commissioner Pct. 4
Webb County
1000 Houston St., 3rd Floor
Laredo, Texas 78040

RE: Delinquent Court Fees & Fines Collection Update

Dear Judge Tijerina and County Commissioners:

Thank you for allowing us the opportunity to provide fees and fines collection services for Webb County.

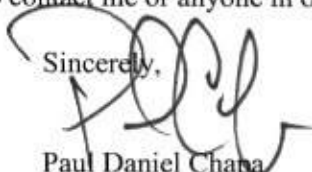
As you are aware, for more than 39 years our law firm has specialized in the collection of delinquent government receivables. Currently, our firm of over 1,100 experienced collection professionals represents more than 2,300 governmental entities and collects delinquent court fees and fines for more than 200 Texas clients, 55 of which are County Courts. Additionally, with the hard work and support of the 32 employees in our Corpus Christi office, and with support of our local Laredo office, our law firm has established a proven track record of successful delinquent court fees and fines collections for Webb County.

As this report shows, working closely with your Justices of the Peace, their staff and your Commissioners Court staff, we have helped the County collect more than \$2,140,660 in delinquent court fees and fines over the past four years. In addition, we have helped the County resolve more than \$3,626,314 owed to the county through alternate methods of non-monetary disposition. Overall, we have helped the county resolve more than 32,270 accounts which had more than \$5,768,004 in delinquent court fees and fines owed to Webb County.

Count on us to continue to deliver the same exceptional level of professional, dependable and reliable collection services to the County in the year ahead. Rest assured that our firm's mission for Webb County is to continue to generate the maximum revenue possible with the least administrative burden for the County.

Thank you for the opportunity to submit this collection update. We greatly appreciate the opportunity to be of service to Webb County and look forward to continuing our collection services on your behalf. Should you have any questions, please do not hesitate to contact me or anyone in our firm at your convenience.

Sincerely,


Paul Daniel Chapa
Managing Partner

Collection Update Report

Collection Overview

This report summarizes the collection program and ongoing activities for the Webb County Justice of the Peace Courts (County). Performance data for the JP courts are provided, along with a dialog on specific court performance activity. A history of recent, ongoing efforts concludes the report.

Linebarger Goggan was awarded a contract to collect delinquent court fees and fines for Webb County in January, 2011. Our collection team worked closely with the Commissioners Court, the Justices of the Peace, and court staff, as well as the County's IT personnel to establish the necessary electronic connections, file transfer protocols and reporting formats in the ensuing months, with actual files being turned over for collection in June 2011 .

Linebarger Goggan immediately began implementation and since then has provided a full-service collection program for the County, from mailings to telephone contact and skip-tracing to providing electronic payment options such as a mobile device fees and fines payment website, and participation in the Statewide Warrant Roundup.

The tables and graphs on the following pages provide an overview of all activities undertaken on behalf of the City since the first delinquent accounts were turned over for collection.

Life of Contract Collection Activities Summary

Since collections began in June 2011, our firm has assisted the County in collecting more than \$2,140,660 million in delinquent court fees and fines owed to the County. Overall, a total of more than 30,270 accounts owing more than \$5,768,004 in delinquent fees and fines have been resolved since inception of the contract.

The following table summarizes the major collection events over the life of the contract. Subsequent tables and charts present additional account and collection activity.

Collections & Activity Summary as of July 2015

Collection Disposition Summary - July 2015	
Citations Assigned	758
Amount Assigned	\$227,910
Citations Collected	371
Amount Collected	40,328
Citations Cancelled	411
Amount Cancelled	\$67,641
Citations Resolved	782
Amount Resolved	\$107,969

Collection Disposition Summary - Contract to Date	
Citations Assigned	83,377
Amount Assigned	\$24,763,198
Citations Adjusted	9,256
Amount Adjusted	(\$400,994)
Citations Collected	9,397
Amount Collected	2,140,660
Citations Cancelled	20,873
Amount Cancelled	\$3,626,314
Citations Resolved	30,270
Amount Resolved	\$5,768,004
Dollar Resolution Rate	24.9%

Collection Activity - July 2015		
Letters		696
Addresses Updated		593
Phone Calls	Inbound Calls	148
	Outbound Calls	2,963

Collection Activity - History		
Letters		93,754
Address/Phone Updated		23,116
Phone Activity	Inbound	13,222
	Outbound	179,565

Status of Open Accounts

Status	Count	Amount
- Active Account	60,285	\$17,744,512
- Attorney Contact Only	48	\$13,546
- Bankruptcy	11	\$3,597
- Broken Promise	5	\$1,257
- Bankruptcy Stop Work	1	\$107
- Deceased No Estate Or Beyond Claim	74	\$22,901
- Disputed	57	\$16,368
- Incarcerated	160	\$48,342
- Payment Plan In Effect	6	\$882
- Promise Payment	784	\$228,250
- Refuse To Pay	62	\$19,589
- Skip Tracing for Phone	1,642	\$484,467
- Stop Work Per Client	34	\$9,962
- Stop Work Per Firm	1	\$420
	63,170	\$18,594,201

Monthly Collection Activity Last 24 Months

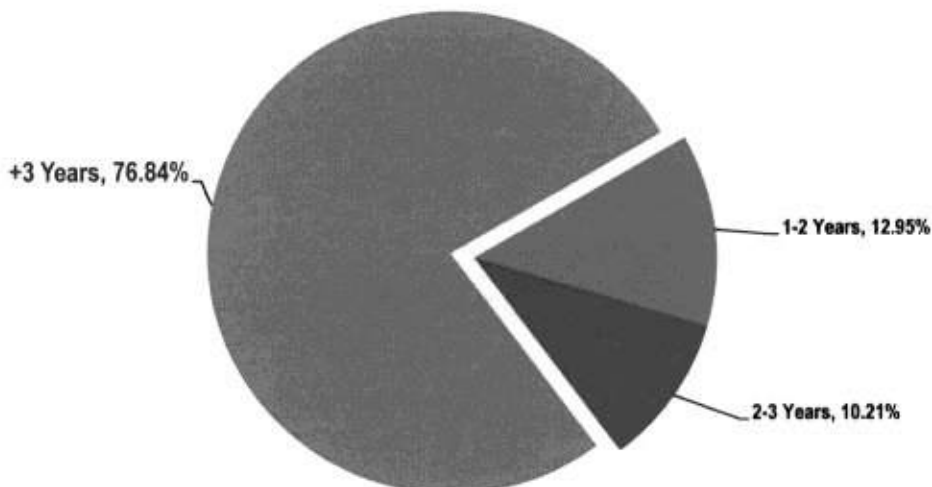
Year	Month	Letters Mailed	Address/Phone Updated	Phone Activity		Dollars Collected
				Inbound	Outbound	
2015	July	696	593	148	2,963	\$40,328
	June	980	206	145	3,830	\$39,807
	May	2,066	355	205	4,587	\$57,062
	April	1,945	242	267	5,153	\$53,190
	March	66	552	126	2,935	\$222,700
	February	483	201	151	2,986	\$0
	January	574	1,163	114	1,986	\$0
2014	December	65	159	85	2,619	\$0
	November	379	214	125	2,421	\$787
	October	1,575	223	140	3,280	\$44,755
	September	1,175	350	185	2,214	\$31,166
	August	1,406	276	173	2,942	\$31,530
	July	726	326	124	3,705	\$163,899
	June	132	220	140	3,988	\$0
	May	1,065	263	285	6,002	\$0
	April	1,673	682	352	6,162	\$198,900
	March	10,961	578	801	3,534	\$0
	February	52	679	126	1,992	\$0
January	313	217	123	3,125	\$0	
2013	December	613	171	85	3,739	\$28,397
	November	617	222	118	2,057	\$47,246
	October	1,085	281	172	2,835	\$134,018
	September	781	705	270	1,163	\$0
	August	5,353	583	616	1,710	\$88,774
	July	6,049	1,499	465	1,906	\$38,652
Total*		40,830	10,960	5,541	79,834	\$1,221,211

*Total Amounts noted represent the last 24 months & not contract to date.

Portfolio Analysis Outstanding Placements

	Accounts	Dollars	Acct. Pct.	Dollar Pct.	Average Balance
ALL ACCOUNTS	63,170	\$18,594,225.71	100.00%	100.00%	\$294.35
ADDRESSES					
No Mailing Address	77	\$21,463.98	0.12%	0.12%	\$278.75
Returned Mail	13,823	\$4,080,709.26	21.88%	21.95%	\$295.21
Good Address	49,270	\$14,492,052.47	78.00%	77.94%	\$294.14
OFFENSE AGE					
One Year or Less	0	\$0.00	0.00%	0.00%	N/A
1-2 Years	8,271	\$2,407,873.21	13.09%	12.95%	\$291.12
2-3 Years	6,415	\$1,898,762.99	10.16%	10.21%	\$295.99
+3 Years	48,484	\$14,287,589.51	76.75%	76.84%	\$294.69
PLACEMENT AGE					
One Year or Less	8,583	\$2,501,318.13	13.59%	13.45%	\$291.43
1-2 Years	6,741	\$1,998,032.98	10.67%	10.75%	\$296.40
2-3 Years	25,697	\$7,660,742.15	40.68%	41.20%	\$298.12
+3 Years	22,149	\$6,434,132.45	35.06%	34.60%	\$290.49

PERCENTAGE OF OUTSTANDING DOLLAR PLACEMENTS BY OFFENSE AGE



Placement Activity Summary
Contract to Date

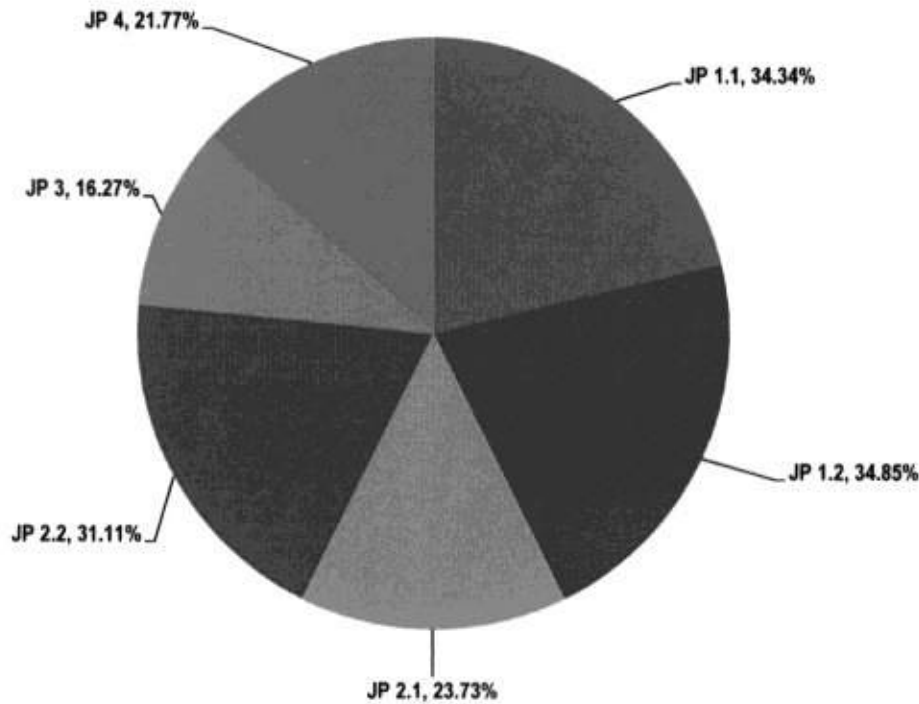
Year	Month	Count #	Orig Placement \$	Cancelled \$	Adjustment \$	Net Placement \$	Collected \$	Collected %	
2015 Summary	July	758	\$227,910	\$0	\$0	\$227,910	\$0	0.00%	
	June	885	\$267,621	\$4,938	(\$2,214)	\$265,408	\$2,126	0.82%	
	May	1,099	\$314,643	\$10,038	(\$1,997)	\$312,645	\$7,736	2.56%	
	April	727	\$221,288	\$13,071	(\$4,938)	\$216,350	\$10,183	5.01%	
	March	3,298	\$938,223	\$38,841	(\$20,492)	\$917,731	\$46,038	5.24%	
	February	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	January	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	December	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	November	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	October	862	\$258,584	\$18,613	(\$4,389)	\$254,195	\$17,338	7.36%	
2014 Summary	September	974	\$299,345	\$19,217	(\$4,035)	\$295,309	\$19,365	7.01%	
	August	907	\$270,608	\$23,608	(\$9,112)	\$261,496	\$18,615	7.83%	
	July	3,200	\$956,830	\$89,561	(\$18,731)	\$938,100	\$75,321	8.88%	
	June	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	May	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	April	1,867	\$560,615	\$61,544	(\$12,262)	\$548,353	\$51,561	10.59%	
	March	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	February	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	January	0	\$0	\$0	\$0	\$0	\$0	0.00%	
	December	587	\$174,072	\$20,977	(\$2,120)	\$171,952	\$24,249	16.06%	
2013 Summary	November	579	\$174,833	\$18,540	(\$4,035)	\$170,798	\$17,559	11.53%	
	October	511	\$152,476	\$20,736	(\$5,410)	\$147,066	\$15,690	12.42%	
	September	710	\$212,478	\$31,555	(\$3,437)	\$209,041	\$19,502	10.99%	
	August	1,364	\$404,251	\$95,178	(\$7,400)	\$396,851	\$42,179	13.98%	
	July	10,115	\$3,009,412	\$450,426	(\$67,202)	\$2,942,210	\$309,026	12.40%	
	June	24,109	\$7,210,728	\$1,070,088	(\$158,773)	\$7,051,955	\$720,449	12.04%	
	May	18,284	\$5,426,539	\$802,490	(\$69,844)	\$5,356,696	\$514,279	11.29%	
	April	27,077	\$7,810,264	\$1,475,335	(\$94,207)	\$7,716,057	\$657,649	10.54%	
	Prior Years			\$0			\$0		NaN



WEBB COUNTY JUSTICE OF THE PEACE COURTS' DATA AS OF JULY 31, 2015

Client Name	Original Assigned Amounts [Gross Placements]		Adjustments	Cancelled Amounts	Net Placements	Amount Collected	Collection Rate	Resolution Rate
	#	\$						
JP 1.1	7,745	\$1,993,010	\$7,555	\$513,574	\$1,486,990	\$178,295	11.99%	34.34%
JP 1.2	2,956	\$875,135	-\$4,409	\$227,159	\$643,566	\$73,380	11.40%	34.85%
JP 2.1	30,037	\$8,888,584	-\$219,854	\$1,151,503	\$7,517,228	\$737,724	9.81%	23.73%
JP 2.2	11,028	\$3,335,234	-\$59,212	\$826,017	\$2,450,005	\$152,332	6.22%	31.11%
JP 3	4,079	\$1,334,408	-\$16,834	\$94,780	\$1,222,793	\$105,546	8.63%	16.27%
JP 4	27,532	\$8,336,828	-\$108,239	\$813,281	\$7,415,308	\$893,381	12.05%	21.77%
COMBINED COURTS	83,377	\$24,763,198	-\$400,994	\$3,626,314	\$20,735,890	\$2,140,660	10.32%	24.91%

Percentage of Collections By Court



Source: Law firm records.

Note: **Collection rates** determined using total amounts (dollars or accounts) collected divided by total amounts (dollars or accounts) referred minus cancellations. **Resolution rates** determined using total amounts (dollars or accounts) resolved which includes payments, cancellations and alternate methods of resolution divided by total amounts (dollars or accounts) referred.



In Closing

We greatly appreciate the opportunity to represent Webb County in the collection of your delinquent court fees and fines accounts. Working closely with your court personnel, we have been able to establish a successful collection program, both in terms of dollars collected and cases resolved.

We pledge to continue to work tirelessly on behalf of the County and look forward to our continued association. As always, please do not hesitate to call on anyone in our firm should you have any questions or desire any additional information.



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Blair & Sampson, LLP**

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**Providing Professional Collection
Services Since 1976**

For more information

about our law firm,

visit our website at

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or call

Managing Partner

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