

Proposal for Delinquent Tax Collection Services The City of Powder Springs

Experience in government collection

1994

Land Title Services, Inc. was founded by Matt Greene as a means to assist the Carroll County Attorney with the collection of delinquent property taxes. Acting as tax collection administrator and title examiner for the County Attorney, Matt Greene performed all abstracts and provided a summary of his findings for the levy procedure.

1995

Land Title Services, Inc. began to take on a much larger role in the collection of delinquent taxes in Carroll County; LTS's services included the preparation of certified levy notices and legal advertisement preparation.

1996

Land Title Services, Inc., now doing business as **Government Tax Solutions** takes over sole responsibility for the assistance of delinquent property tax collection for **Carroll County** and **Heard County**. These services include, but are not limited to:

- ★ List preparation
- ★ File preparation
- ★ Title examinations
- ★ Levy notification
- ★ Legal advertisement preparation and submittal

1998

Government Tax Solutions, L.P. incorporates. Within four months, expands its clients to include six (6) counties.

Present

- ★ Government Tax Solutions, Inc. is currently under contract with over SEighty (70) Counties and Municipalities throughout the state of Georgia. We are enjoying great success due to our committed staff and our excellent contracted research teams.

★

Collection Ratio

Collection ratios vary from Client to Client. Typically you may expect between a 20% and 30% return on a two-letter stage 1 project.

Stage 2 typically averages a return of 95%.

**Should The City of Powder Springs choose to “no bid” the parcels, GTS will resubmit them into a later sale of your choice.*

The ultimate goal of GTS is to collect any and all “collectable” delinquent parcels. Any parcels deemed non-collectable will be submitted to the appropriate party for evaluation. If necessary, GTS will provide an insolvent package disclosing our findings on “non-collectable” parcels for submittal to the City Council.



Methodology

In the event of contracting with The City of Powder Springs for the collection of delinquent taxes GTS will perform the following services in accordance with Georgia Law and in accordance with the methods and practices set forth by the Georgia Department of Revenue and the Fair Debt Collection Practices Act:

Set Up

★ The GTS account manager will schedule an initial meeting with the person in charge of property taxation. During the course of this meeting both parties will discuss (if necessary):

- The amount of work to be performed
- Set a tentative schedule for collection projects
- Discuss The City of Powder Springs’s current systems and methods.
- Determine if any unusual circumstances may be corrected or altered to insure proper service.
- Software issues and data conversion methods
- A review of our services
- An action plan to begin collection in a timely fashion.

Stage 1

★ Upon receiving the list of delinquent parcels:

- GTS will mail out our standard collection letter or the Client version of our letter. The amount of time each letter will allow for payment will have been determined at the initial meeting.
- Upon receiving returned mail GTS will “Skip Trace” these returns to find further or alternate address information then resend letters*

**GTS will resubmit letters however, by law we cannot change addresses as they are shown on the tax system.*

Stage 2

★ Upon expiration of initial Stage 1 Mailings:

- GTS will verify all paid parcels with the The City of Powder Springs’s staff.
- GTS will break down the total amount of parcels left for levy collection into multiple projects for levy procedures in accordance with terms agreed upon in initial meeting.
- GTS will perform a thorough search of bankruptcies through the records on file in the local bankruptcy court.
- GTS will perform a **limited title abstract** in the Clerk of Superior Courts office to determine the following:
 - Current owner of record.
 - Defendant in Fi-Fa for all tax years due.
 - Any and all interested parties.
 - General execution dockets and Lis Pendens.
 - Verification that land matches what is assessed and can be properly levied upon.
- GTS will review all Title examination to insure proper notification.
- GTS will enter data into GTSBase™ for distribution of notices:
- GTS will send proper certified notice to all of the following parties:
 - Current owner of record.
 - Defendant in Fi-Fa for all tax years due.
 - Any and all interested parties.
 - Tenant in possession

- GTS will again verify all paid parcels with The City of Powder Springs's staff.
- GTS will prepare Legal Advertisements and submit them to the legal organ.
- If you wish, GTS will advertise all properties on www.gtsweb.com and send e-mail notification of pending sale to over 2000 members of our investor electronic newsletter service.
- GTS, if necessary, will assist in issuing and recording Fi-Fa's in the Clerk of Superior Court's Office.
- GTS will send a final 10-day notification to Current owner of record and Tenant in possession.
- GTS will perform a Title Examination update to check for "last minute" conveyances 10 days prior to sale.
- GTS will deliver to the client, copies of all completed files.
- If necessary, GTS will assist in conducting the sale.
- GTS will have our Attorney prepare your tax deeds within (1) one week of the tax sale.
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- GTS will provide a list of all interested parties for the distribution of any excess funds.

Firm Capability and Capacity

- ★ GTS has the capacity to facilitate as many parcels as needed by The City of Powder Springs.
- ★ GTS is the first company of our kind and a pioneer in delinquent tax collection with over 15 years of concentrated experience.
- ★ GTS has never made a claim on our errors and admissions or liability insurance.

Insurance

GTS carries over 2 Million dollars in liability insurance, 1 million in errors and omissions and \$500,000.00 in workers on site and travel coverage

Special Considerations

GTS has conducted this type of work in Cities and Counties all over Georgia for over ten years. Due to our experience with Counties surrounding The City of Powder Springs, GTS already has a team of highly skilled title examiners experienced with its deed records and Assessors office.

As records in The City of Powder Springs can at times be somewhat unusual due to all of the banking transfers, assignments and conveyances, we feel very confident in our abstractors' abilities to provide the same accurate, timely results that they have produced in the past for our current clients.

Fee Schedule

GTS proposes a flat fee for successful collection efforts with all tax payments paid directly to the County. **IF WE DO NOT COLLECT ON A PARCEL WE DO NOT GET PAID.**

The following is an outline of the payment schedule allowed to GTS:

1. For all accounts turned over to GTS and collected during the Stage 1 process, GTS will be paid the following for any and all collected parcels:

<input type="checkbox"/>	Under \$10.00	FREE
<input type="checkbox"/>	\$10.00-\$49.99	\$26.00
<input type="checkbox"/>	\$50.00-	\$55.00
2. For all accounts turned over to GTS and collected during the Stage 2 process, GTS will be paid **\$165.00** for any and all collected parcels.
3. It is intended that all payments by the taxpayers or other interested parties on these collected accounts be made directly to The City of Powder Springs and not to GTS. **Under no circumstances will GTS accept or receipt for any tax payment.**

4. The City is responsible for incurring costs for legal advertisement, sheriff services, Recording fees and Deed preparation. **These fees are allowed to be recovered by the City under Georgia law during the collection process*.**

**For a schedule of these fees, please call Casey Vance (770) 834-5263*

FREE additional services

- ★ **Tax Sale Assistance Services:** If you so wish, GTS will attend Tax Sales with you. We will even knock off properties if need be.
- ★ **On staff Attorney:** GTS has an on staff Attorney with over 35 years of real estate law experience.
- ★ **Tax Deed preparation:** GTS will have our Attorney prepare all tax deeds at no additional cost.
- ★ **Notice of Funds:** GTS can send out all of your notices of excess funds to any interested parties.
- ★ **File Issuance:** GTS will provide you with originals of all files. These files include all mail correspondence, title examinations and title summaries.