REQUEST FOR BOARD ACTION / CONTRACT CONTROL FORM

Tracking Number: 12.

Date of Request: October 30, 2007

Date Request Received: October 30, 2007

Board Meeting Date Requested: November 19, 2007

Board Meeting Date Assigned: November 19, 2007

Short Title: Request To Contract With Robert S. Segal, CPA PA For Expense Reduction & Revenue Enhancement Service.

Background: Robert S. Segal, CPA PA is a consulting agency serving county governments in North Carolina whose mission is to assist counties with identifying expense reduction and revenue enhancement opportunities. The consultant examines county expenditures for the purchase of goods and services item by item to find potential cost savings. Some of the expenditures they review include cell phone service, copying services, electricity, fuel, phone service, jail expenses, sales tax, etc. The company then makes recommendations to achieve the saving, credits or refunds owed in these areas.

Segal will furnish Pender County with a written report as to recommendations. Pender County then determines which (if any) of these recommendations it wishes to implement. SEGAL will assist in the implementation of these recommendations. Future savings & revenues are computed on a per unit basis. Pender County will pay SEGAL on each recommendation implemented, a fee equal to fifty (50) cents of every dollar saved, credited, refunded or additional revenues during the 24 month period immediately following full implementation of the recommendation. The fee will be paid quarterly following the date of full implementation of the particular recommendation.

Specific Action Requested: Consider the approval of the contract.

Requested by:	David J. Mccole
Department:	Finance
Title:	Finance Officer
Contact Phone:	259-1407
Contact Fax:	259-1574

Request Status:

- ☒ Request is proceeding to Board of Commissioners
- ☐ More information is needed – see attached
- ☐ Request on hold – no further information needed
- ☐ Other:

(Administrative Use Only)

CONTRACT TYPE

- ☐ Renewal
- ☐ Revision
- ☐ For Service(s)
- ☐ For Equipment
- ☐ Intergovernmental – County as Grantee
  - ☐ Federal Grantor
  - ☐ State Grantor
  - ☐ Grantor
- ☐ County as Grantor
  - ☐ County Funds
  - ☐ Other Funds:

PURCHASING Budgeted Item: ☐ Yes ☐ No
Date Rec'd:
- ☐ Reviewed and Approved
- ☐ Comments on Reverse

Date Sent:

Signed:

ATTORNEY
Date Rec'd:
- ☐ Reviewed and Approved
- ☐ Legal Problem(s)
- ☐ Comments on Reverse

Date Sent:

Signed:

FINANCE Sufficient Funds ☐ Available ☐ Not Available
Date Rec'd
- ☐ Budget Amendment Necessary
- ☐ Budgeted Amendment is Attached
- ☐ Comments on Reverse

Date Sent:

Signed:

CLERK Signature(s) Required:
- ☐ Board Chairman/County Manager
- ☐ Other:

Date Rec'd Approved by Board: ☐ Yes ☐ No
At meeting on

ROBERT S. SEGAL, CPA PA
EXPENSE REDUCTION & REVENUE ENHANCEMENT

1912 EASTCHESTER DRIVE
SUITE 206
HIGH POINT, NC 27265
336-886-2100
FAX 336-886-2101
www.segalcpa.com

LETTER OF AGREEMENT

Robert S. Segal, CPA, PA (SEGAL) and Pender County (CLIENT) hereby enter into this Letter of Agreement whereby SEGAL shall serve as a consultant to CLIENT to examine and analyze the following listed expenses/revenues of CLIENT and to make recommendations to achieve savings, credits, refunds or additional revenues, hereafter referred to as funds, in these areas:

Any and all revenues and expenses

SEGAL will furnish CLIENT with a written report as to recommendations that may be made in the above areas. CLIENT will then determine which (if any) of these recommendations CLIENT wishes to implement. SEGAL will then assist in the implementation of these recommendations to achieve the funds. Future savings and revenues are computed on a per unit basis.

CLIENT agrees to pay SEGAL on each recommendation for funds which is implemented, a fee equal to fifty (50) cents of every dollar saved, credited, refunded or additional revenues during the 24 month period immediately following full implementation of the recommendation. This fee will be paid quarterly following the date of full implementation of the particular recommendation.

SEGAL AGREES TO MAINTAIN IN STRICT CONFIDENCE ALL INFORMATION RECEIVED FROM CLIENT CONCERNING ITS EXPENSES AND METHODS OF DOING BUSINESS. FURTHERMORE, SEGAL ACTS AS A CONSULTANT ONLY AND DOES NOT RECEIVE ANY COMMISSIONS OR REMUNERATION OF ANY KIND FROM ANY VENDORS OR SERVICE PROVIDERS.

The persons signing below are authorized to do so on behalf of their respective organizations.

This Letter of Agreement shall be binding upon the parties hereto, their heirs, successors and assigns. This Letter of Agreement is entered into effective as of _____ day of _____, _____.

CLIENT: Pender County

By: _____

Title: _____

Robert S. Segal, CPA PA

By: _____
Robert S. Segal

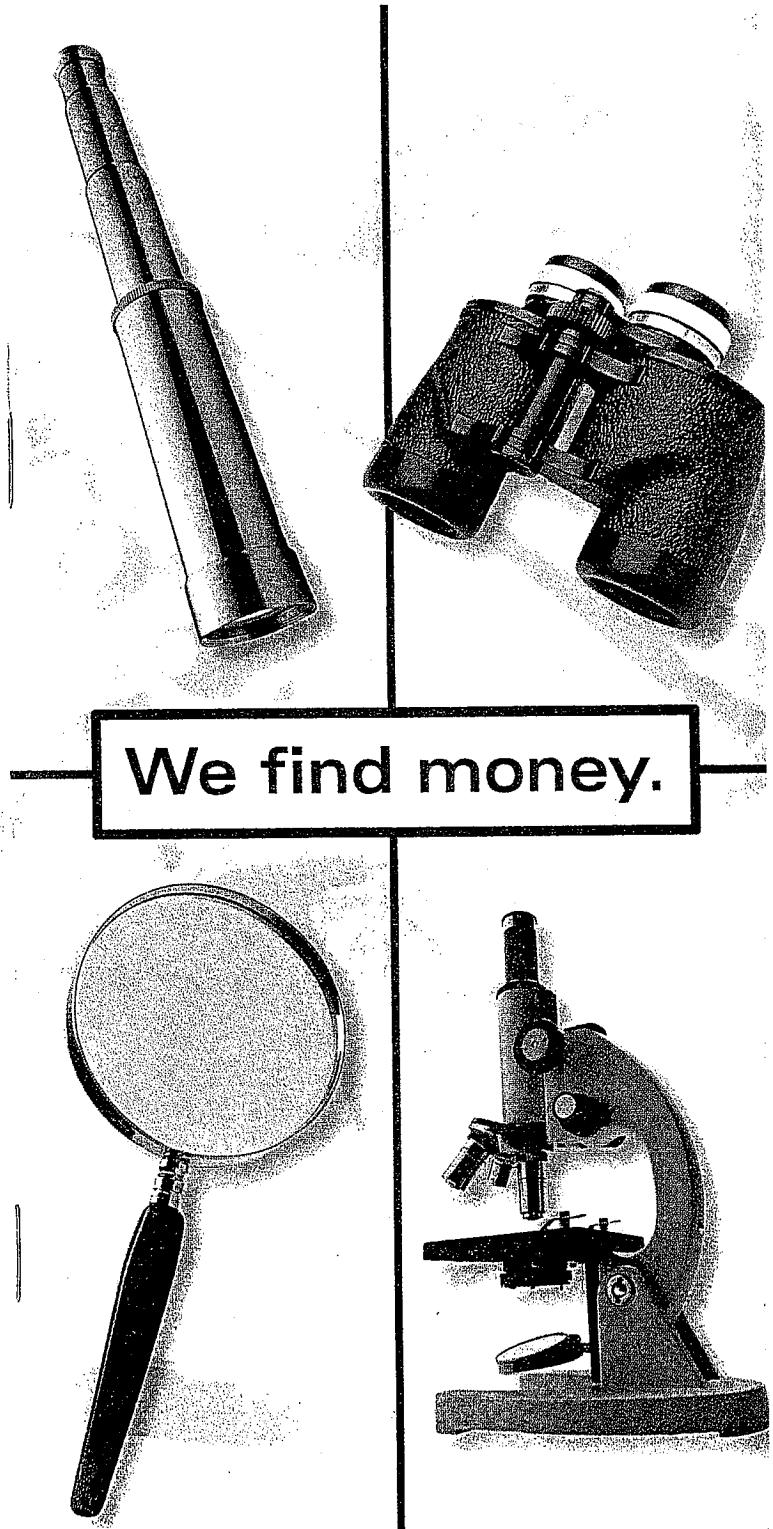
Title: President

About Robert S. Segal, CPA PA

Robert S. Segal and his associates have been finding money for organizations since 1993. They are not auditors or a CPA tax firm. In fact, Segal CPA is the only expense reduction CPA firm in North Carolina.

Company president Robert S. Segal has spent over 20 years as a CPA and financial consultant for a wide range of organizations. It was during this time he discovered how much money could be saved on everyday purchases. Together with his associates, they offer a combined business experience of over 60 years.

Segal CPA maintains the highest ethical standards. The company sells nothing but its own services and takes no remuneration of any kind from any supplier. Bob and his associates believe in forging a strong relationship with their clients. They will work hard to find money in your organization.



A Clear Focus

At Robert S. Segal, CPA PA, we put your expenses under a microscope to find the hidden costs in your organization.

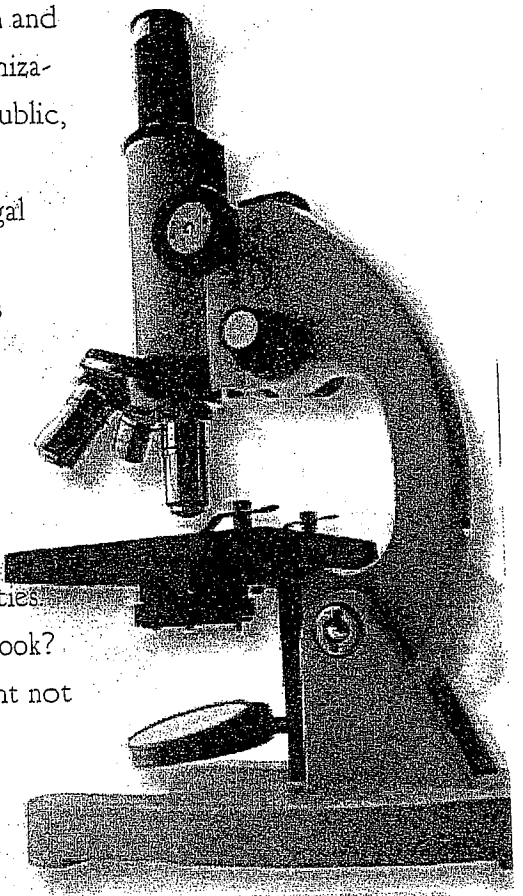
We examine your expenses for the purchase of goods and services, item by item. After our evaluation, we provide a written, detailed recommendation on how you can reduce the prices you pay for them. We will also search for additional revenue sources that may help your organization grow.

At Segal CPA, we have the time and the expertise to perform in-depth research. Through good expense management, we will find real savings and increased revenues for your organization. And we can do it quickly and unobtrusively.

Savings Magnified

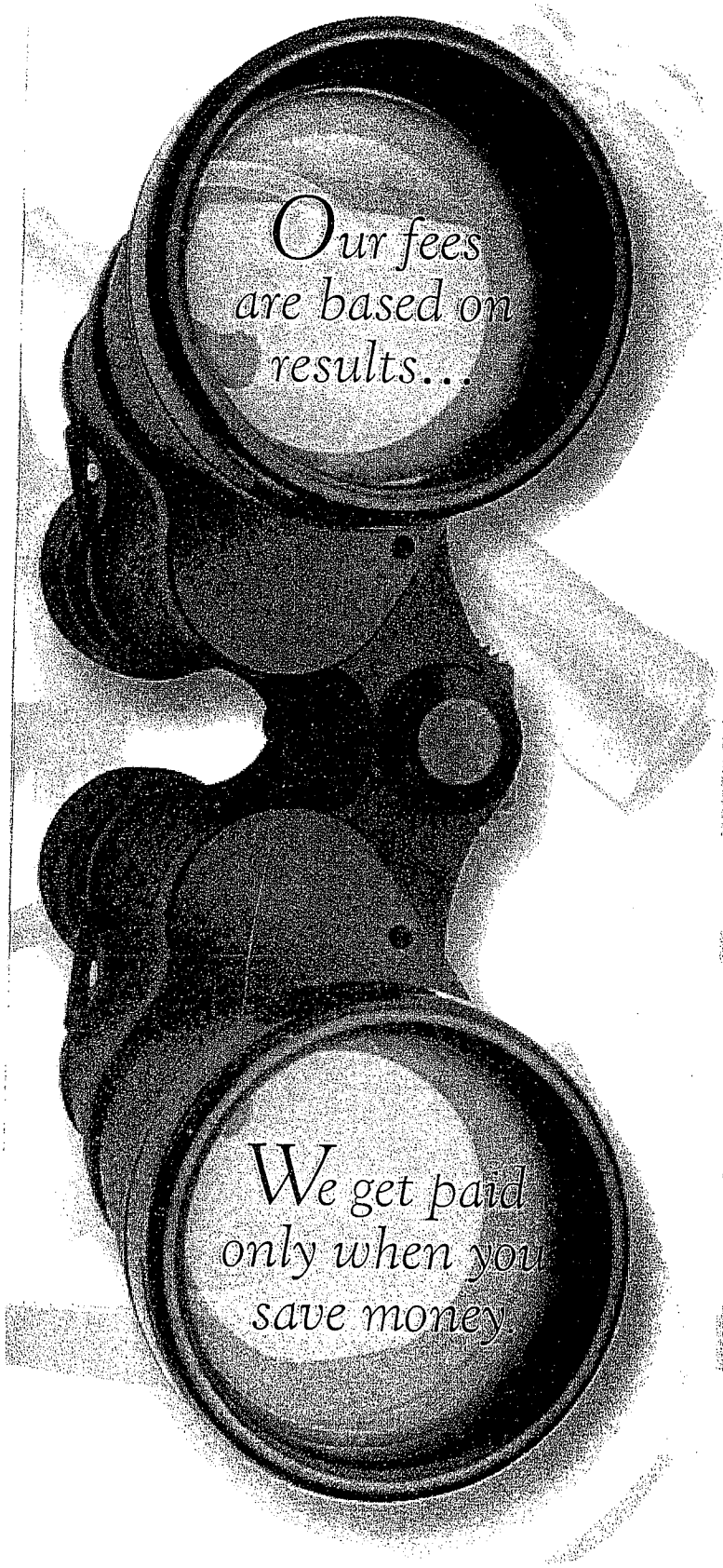
For medium and large organizations — public, private, nonprofit, government — Segal CPA will find overlooked savings opportunities. We will research your paid receipts, invoices, and more to uncover savings opportunities.

Where do we look? In places you might not imagine. For example:



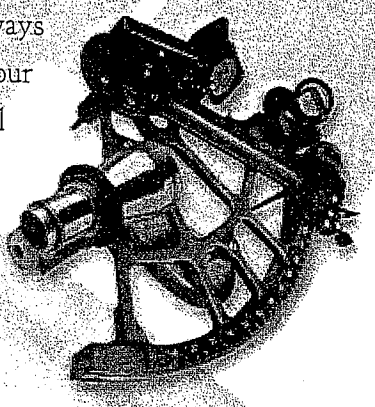
- Cellular phones
- Chemicals
- Copying Services
- Electricity
- Food
- Freight
- Fuel (gas & diesel)
- Local, long distance & 800 phone service
- Natural gas
- Maintenance contracts
- Pagers
- Sales tax
- Waste disposal & recycling

Even the most cost-conscious manager will be surprised at the savings we find. And be assured, we always price products and services against those of equivalent or higher value. We recognize that you demand economy, without sacrificing the quality of goods and services.



A Clear Choice

Once we make our recommendations, you can accept or reject them. The final decision is always yours. When you accept our recommendations, we will help implement them. We then follow up to ensure you realize the savings we anticipated.



About Our Fees

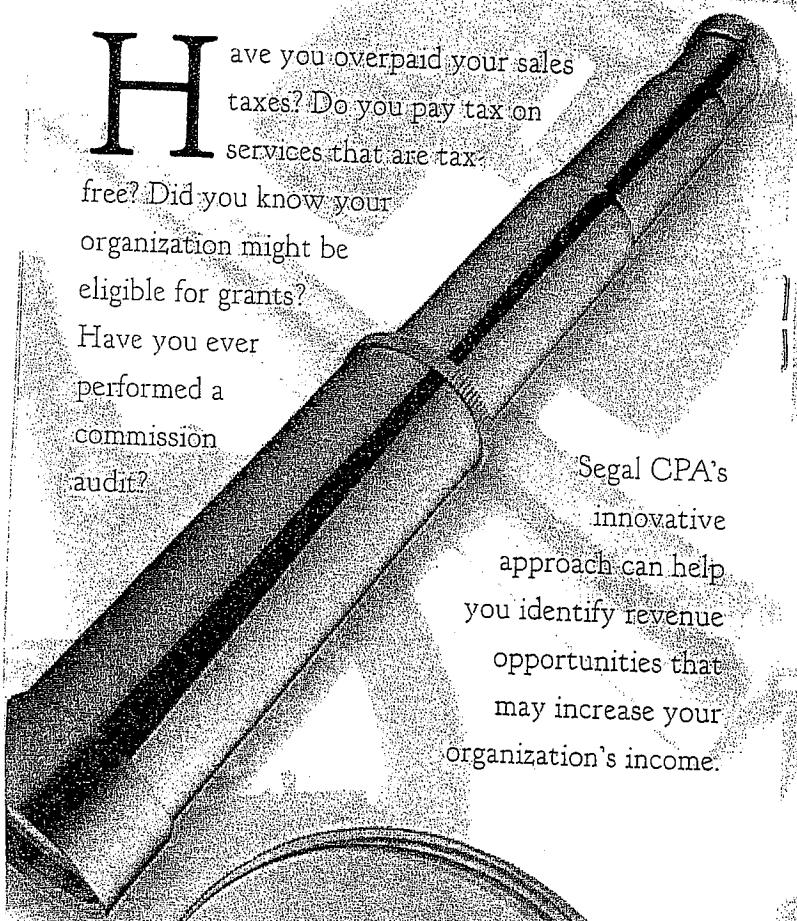
Our services are confidential, efficient, and effective. And our fees are based on results. Unlike most consultants who charge set fees, we operate on a contingency basis for a contracted time period. We will charge you only after our recommendations are implemented and you start saving money.

Call Robert S. Segal, CPA PA. We'll find the money in your organization.

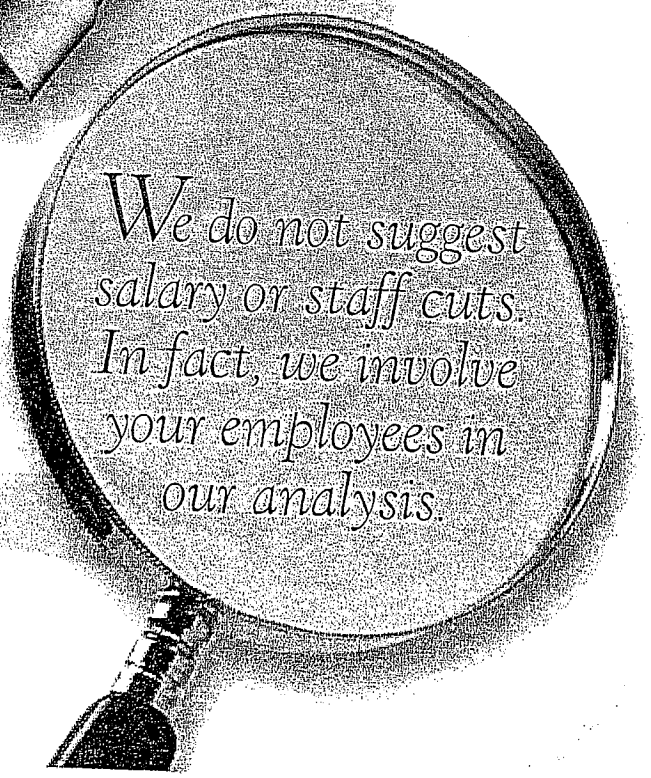
1912 Eastchester Dr.
Suite 206
High Point, NC 27265
336-886-2100
336-886-2101 (Fax)
www.segalcpa.com

Revenue Discovery

Have you overpaid your sales taxes? Do you pay tax on services that are tax-free? Did you know your organization might be eligible for grants? Have you ever performed a commission audit?



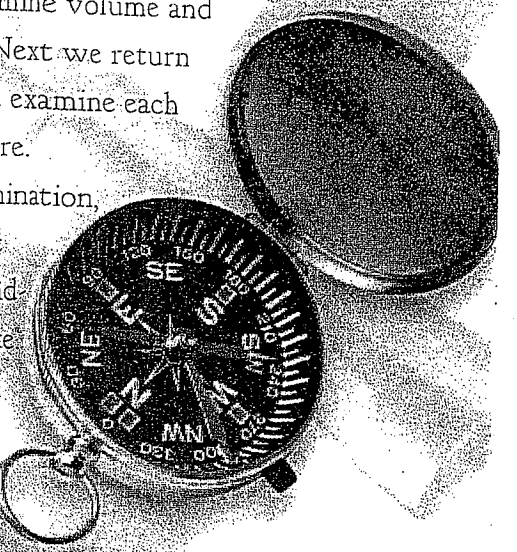
Segal CPA's innovative approach can help you identify revenue opportunities that may increase your organization's income.



How We Find Money

Our methods are straight-forward and effective. First we meet with your personnel to determine current expenses and vendors. Be assured this process will take a minimum of your staff's time. Then we review paid invoices to determine volume and current pricing. Next we return to our offices and examine each area of expenditure.

From this examination, we'll make specific written recommendations that can save you money and enhance revenues. We never suggest salary or staff cuts. In fact, we involve your employees in our analysis. They become even more cost-conscious than ever.



Segal CPA knows the business consumer market. We can help you reduce expenses and enhance revenues because of our experience and knowledge. How much can you save? Reductions of 10% are common. For certain types of expenses, reductions of up to 50% are possible.

We can help you reduce certain expenses by 10 to 50 percent.