



June 24, 2013

Dear Local Government Leader,

During these times of challenging budgets, it is increasingly important that counties and other municipalities maximize all possible revenues. We are pleased to introduce a new partnership with a New York-based, nationally recognized government debt recovery program. NCSPlus Incorporated, one of the leading collection service/accounts receivable management firms in the United States. NCSPlus also partners with county associations in Florida, Utah, Colorado, and Virginia.

As opposed to collection companies that charge a percentage of the delinquent account, NCSPlus charges NYSAC members only a low flat fee. NCSPlus is not compensated based upon a percentage of the debt, so they pursue both small and large balances.

Governmental collections consist of several unique components for which the NCSPlus fixed-fee system is best suited. Because the public expects that all procedures will be fairly and evenly administered, there is a significant drawback to using the old-style, contingency (percentage-fee based) collection agency. By nature, these agencies "cherry pick" accounts, selecting certain cases for intensive work, and many cases for little work at all. Selective application of work by contingency agencies leaves a trail of unresolved cases and is a model of inconsistent treatment of all who have past due government debts.

Not only will NCSPlus assist the counties in the recovery of their receivables, but the program can also work for the municipalities within the counties. Typical areas in need of delinquent recovery include: emergency services, ambulance services, county hospitals, community colleges, real property, solid waste, nursing homes, justice courts (civil and criminal), parking fines, and hazmat fees.

NCSPlus has a strong focus on service and competitive rates that translates into a valuable benefit for all NYSAC members. The Better Business Bureau rates NCSPlus with an A. To get started, please contact NCSPlus Representative, Gary Winston, 800-363-7215 ext 1358, or send email to [gwinston@ncsplus.com](mailto:gwinston@ncsplus.com).

Sincerely,

Stephen J. Acquario,  
NYSAC Executive Director

