

REFERENCES

[City of New York Tax Lien Trust, NY](#)



XSPAND was selected by the City of New York as co-servicer for the four most recent Trusts. The portfolio value of tax certificates for the four Trusts assigned to XSPAND was approximately \$95 million. Redemptions as of August 2006 have reached \$99.8 million. These redemption patterns significantly exceed the mandated redemption rates as set forth in our contract with the Trust. XSPAND was recently selected to service the 2006 portfolio as well.

Contact: Mr. Phil Wasserman
Municipal Water Finance Authority
(212) 788-6601

[School Districts of Los Angeles County, CA](#)



Through a California chartered Joint Powers Authority, XSPAND arranged the purchase of the delinquent tax receivables from 94 participating school districts in Los Angeles County, CA. This program has provided the participating school districts with over \$285 million in revenue from four transactions since 2002. A fifth transaction is anticipated to close within the next sixty days.

Contact: Dr. Donald Zimring
Deputy Superintendent and Chief Business Officer
Las Virgenes Unified School District
(818) 878-5203

[Erie Tax Certificate Corporation \(Erie County\), NY](#)



Over time, Erie County, NY had accumulated a delinquent tax lien pool of over \$25 million. The County wanted to convert these liens to revenue in order to replenish its reserve fund and put these properties back on the active tax rolls. On November 6, 2003, XSPAND entered into a combined purchase and servicing transaction with Erie County. The County received \$9.7 million to replenish its reserve balances. As part of the transaction, XSPAND assumed the management of Erie

County's delinquent tax lien portfolio, including all interaction with taxpayers, collection activities, foreclosure management and bankruptcy processing. In December 2003 and in December 2004, XSPAND entered into two additional transactions with Erie resulting in

further revenue for the County of \$22 million. Erie County entered into a fourth transaction with XSPAND in December 2005 for an additional \$10.5 million.

Contact: Mr. Joseph Maciejewski
Deputy Commissioner, Real Property Tax, Buffalo NY
(716) 858-8322

Nassau County, NY



Upon taking office in 2002, the new County Executive discovered a deficit for the 2002 fiscal year of over \$20 million. As a part of his solution, the County engaged XSPAND to collect county-held tax liens. Since December 2002, XSPAND has collected over \$10 million on behalf of the County. Contributing to this success was a unique Treasurer's Deed/Foreclosure process that XSPAND proposed and the County approved. The County, which is not in the practice of foreclosing on delinquent taxes, had lost enormous recovery potential by not utilizing the tools at its disposal. By allowing XSPAND to initiate the first steps in this process, over \$1 million in additional revenue was realized. Our contract was recently renewed by the County.

Contact: Mr. John Macari, CPA
Chief Deputy Treasurer
(516) 571-2090

City of Camden, NJ



XSPAND mobilized a team of municipal tax lien experts to unravel the City of Camden's tax records. Nearly 10,000 municipally-held liens were reconciled and catalogued on BlueHound[®], XSPAND's proprietary software system, after interest calculations were performed. As of May 2006, XSPAND has collected on behalf of the City in excess of \$20 million. Furthermore, the property tax collection rate has risen from 67 percent in 2003 to 86 percent in 2006.

In addition to facilitating a partnership between FannieMae and Fleet Bank on alternative financing options for delinquent taxpayers, XSPAND worked with the city attorney's office and tax office to overhaul the installment payment plan process resulting in a significant increase in the number of approved plans and a dramatic decrease in the number of defaulted plans. XSPAND has also interacted with investors and developers as well as regional and local-based groups interested in acquiring title to municipally-liened properties while ensuring that the City's redevelopment priorities are simultaneously protected and advanced.

Contact: Mr. Melvin "Randy" Primas
Chief Operating Officer
Camden, NJ
(856) 757-7671

Blair County, PA



In June 2005, XSPAND was selected by Blair County to assume the duties and responsibilities of its Tax Claim Bureau. Blair and Montgomery County are the only two Pennsylvania counties to outsource their tax collection functions to a private entity. Our contract with Blair is also a combination of a monthly servicing fee and a yearly performance-based incentive. Since assuming responsibility for the Tax Claim Bureau in July 2005, revenues realized by Blair County have exceeded historical patterns by over 25%. In the nine months since the outsourcing of these functions XSPAND has collected a total of \$3.7 million of delinquent property taxes on behalf of Blair County. On May 24, 2006 XSPAND was awarded the right to purchase all available tax claims for Blair County and closed in June 2006.

Contact: Hon. John H. Eichelberger, Jr.
Commissioner
(814) 693-3030

Montgomery County, PA



XSPAND signed a contract with Montgomery County, PA, the state's third largest county, in May 2005 and commenced servicing activities in October 2005. The engagement, which transfers all of the responsibilities of the Tax Claim Bureau to XSPAND, includes standard collections activities, the management of the Upset Sale and Judicial Sale processes and the disposition of properties in the Repository. In addition to a monthly servicing fee, our contract is also performance-based, providing incentives for exceeding tax collection over the historical revenue realized through County efforts. In the six months since the outsourcing of these functions XSPAND has collected a total of \$11.3 million of delinquent property taxes on behalf of the County.

Contact: Hon. Thomas Jay Ellis
Chairman, Board of Commissioners
(610) 278-3020

City of Chester and Chester Upland School District, PA



The City of Chester, PA, along with the Chester Upland School District conducted a non-recourse financing on \$24.6 million in tax claims in order to secure revenue to ease budget pressures. This transaction closed in October, 2005. A second transaction for the sale of their 2006 tax claims closed in August.

Contact: Mr. Thomas Moore
Chief of Staff to the Mayor, City of Chester
(610) 447-7811

York City School District, PA



The York City School Board voted to sell its school's tax claims and generate approximately \$1.4 million for the district. Besides advancing much needed revenue to the cash-strapped district, the program promotes revitalization in the city. The school district and XSPAND completed a second transaction in April 2006 that provided the district with an additional \$2.3 million.

Contact: Ms. Laurel Ann Fuhrman
Business Manager
(717) 849-1258

Altoona Area School District, PA



Through a non-recourse purchase of delinquent real estate taxes, Altoona Area School District received nearly half a million dollars from a transaction completed in January 2006. The school district closed on its second transaction in May of this year that generated an additional \$1 million.

Contact: Mr. Henry Adams
Asst. to the Superintendent, Business Administration
(814) 946-8207

Jeannette City School District, PA



The Jeannette City School District accepted XSPAND's proposal to purchase its liens in order to receive immediate revenue. The school district received over \$300,000 to fund school programs and teacher salaries this school year. The School District secured additional funds for next year's budget by closing on its second transaction with XSPAND.

Contact: Mr. Vincent Aiello
Superintendent
(724) 523-5497

Steelton Borough, PA



Steelton Borough sold their real estate tax claims to XSPAND in April 2006. The borough received nearly \$200,000 of additional revenue in this initial transaction.

Contact: Mr. Mike Musser
Borough Administrator
(717) 939-6561

Williamsport Area School District, PA



The Williamsport Area School District and the City of Williamsport issued a joint Request for Proposals for the purchase of its tax claims in April 2006. The school district has awarded a purchase contract to XSPAND with an anticipated closing date of June 28th. The school district received funds by the end of June 2006 to relieve budget constraints for next year.

Contact: Mr. Charles Peterson
Business Manager
(570) 327-5500

Steelton-Highspire School District, PA



The Steelton-Highspire School Board passed a Resolution in May to sell its tax claims to XSPAND and receive immediate revenue that can be budgeted for its next fiscal year. The transaction closed by the end of June 2006.

Contact: Ms. Leigh-Beth Zema
Business Manager
(717) 939-9823