

**TOWN OF BLACK MOUNTAIN BOARD OF ALDERMEN
REQUEST FOR BOARD ACTION**

Meeting Date: October 11, 2010

SUBJECT: Contract with Bob Segal to conduct Non-Personnel Expense Reduction and Revenue Enhancement Consulting

AGENDA INFORMATION

Agenda Location: New Business
Item Number: 6-A
Department: Finance
Contact: Rick Shreve
Presenter: Marcy Onieal

BRIEF SUMMARY: We are requesting Board approval for staff to sign the attached contract, so that we may enlist the professional assistance of the audit firm Robert S. Segal, CPA PA. This firm is devoted exclusively to non-personnel expense reduction and revenue enhancement consulting, performed on a contingent fee basis. They have worked successfully with 70 of the 100 North Carolina counties, 32 of the 115 school districts, and many municipalities, authorities, and agencies to improve their cash flow and operations.

They wish to begin with a broad overview of our operations, and then to hone in on areas where we might experience the best returns. These areas could include banking services, discovery of unlicensed businesses for privilege license purposes, NC sales and use tax – additional refunds, additional personal property and vehicle tax revenues, and many others.

Robert S. Segal, CPA PA is paid based on performance, and the Town will not incur any charges unless the firm reduces business costs or increases revenues. The firm receives a percentage of the actual savings, refunds, or credits for a period of time based upon quarterly audits after the recommendation is fully implemented.

More information can be found in the attached contract and supporting documents regarding the services provided by the Segal firm, as well as their staff qualifications.

MOTION FOR CONSIDERATION: To give approval for staff to sign the attached contract with Robert Segal to conduct Non-Personnel Expense Reduction and Revenue Enhancement Consulting.

FUNDING SOURCE: N/A

ATTACHMENTS: Contract with Robert Segal to conduct Non-Personnel Expense Reduction and Revenue Enhancement Consulting

MANAGER'S COMMENTS AND RECOMMENDATIONS: