



THE PORTNOFF REPORTER

FALL 2024

POLITICS ASIDE

At a time when politics seems to be on everyone’s mind and there is a general sense of disunity, it is nice to focus on those things that bring people together. At Portnoff Law Associates, we proudly collect delinquent real estate taxes and delinquent utility fees (water, sewer, trash, stormwater) for over 200 Pennsylvania municipalities, school districts, and municipal authorities. Our clients represent every conceivable demographic in Pennsylvania – communities that are large and small, urban, suburban, and rural, wealthy and distressed. Yet, each of our clients, regardless of its size, location, and wealth, has a common need – to bring in revenue to provide important services for every member of its community.



Under Portnoff’s collection process, all collection costs are charged to the delinquent property owner. This allows our clients to use Portnoff’s professional collection services and still receive 100% of the amount owed, as Portnoff does not charge a commission on the amount it collects. Under this collection model, the overwhelmingly vast majority of property owners who timely pay their taxes and utility fees will not bear the costs of those property owners who do not pay. For those property owners who are experiencing financial distress, Portnoff provides protections through flexible payment plans and a hardship program. Under Portnoff’s hardship program, property owners in need will be able to enter into extended payment terms based on their financial means.

By outsourcing collection responsibilities, Portnoff’s clients are able to avoid the cost, time, and frustration of internally handling the collection of delinquent accounts. Portnoff will take responsibility for all aspects of the collection process, including answering property owner calls, establishing payment plans, and taking payments. This will free up administrative time to handle other pressing matters. In addition to doing a great job bringing in revenue, Portnoff also has a reputation for treating property owners with dignity and respect, and even receives thank you notes from property owners whose accounts it is collecting, despite being the delinquent collector!

So politics aside, let’s try to focus on those things that bring us all together to be proud Pennsylvanians – pride in our communities, good schools, safe and clean drinking water, and the desire to make things better for future generations. At Portnoff Law Associates, we are proud to do our part to help bring in much needed revenue for our municipal clients, while providing excellent customer service and flexible payment options to those property owners whose delinquent accounts we are collecting.



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LAW ASSOCIATES, LTD.

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THE PORTNOFF REPORTER
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Employee Spotlight
Dadasaheb Honde

Chief Technology Officer

In February, Portnoff Law Associates was excited to have Dadasaheb Honde join its team as the head of firm technology. Coming from Comcast as its Director of Software Development and Architecture, Dada has enjoyed a career focusing on helping others create great products and experiences.

“I believe that technology can be used to solve some of the world’s most interesting problems, from building world-class software systems for government organizations, to architecting new solutions for industry leaders, to helping people make better decisions about their financial futures.”

Dada’s passion is to use technology as a vehicle to do good and contribute towards this goal with a focus on innovation.

Growing up in India, Dada credits his farming experience as having a profound impact on his technology career. He found that farming helps one see the big picture and think about solutions more creatively. “All you need is to plant the correct seeds, put in the effort, and before you know it, you have generated a great crop.”

At Portnoff, Dada is excited to take advantage of the power of data and AI to provide quicker turnaround times and create efficiencies to strengthen Portnoff’s collection process. From his time at Comcast, Dada has a proven track record of making existing processes more efficient. As Portnoff continues to grow, Dada plans to continue to modernize the firm’s approach to technology and to create innovative solutions to meet the growing demands of the firm and its municipal clients.

Outside of work, Dada enjoys coaching his son’s and daughter’s basketball teams, and exploring the outdoors through Pennsylvania’s numerous hiking trails.

In Person

Sept
2024

Portnoff attorney Kevin Buraks gave presentations at the Riverview Intermediate Unit and the Midwestern Intermediate Unit on the benefits of hiring PLA to collect delinquent school real estate taxes in lieu of the county tax claim bureau.

Dec
2024

Attorney Buraks will be presenting a webinar for the Pennsylvania Municipal Authorities Association (PMAA) on December 4 on the topic: “Proven Strategies to Increase Delinquent Collections and Navigate Bankruptcy.”

Sponsorships

July
2024

Portnoff Law Associates was proud to sponsor PASBO’s annual Steel Eagle Conference.

July
2024

Portnoff Law Associates was a sponsor of the Pennsylvania Municipal League’s annual Municipal Leadership Summit held this year in Scranton.

If you are interested in having Portnoff Law Associates make a presentation at your next conference or event, please contact us at (484) 690-9332 or kburaks@portnoffonline.com.

Hello York County!

Portnoff Law Associates is excited to have its first client in York County! PLA was hired by Springettsbury Township to collect its delinquent sewer fee accounts. Portnoff Law Associates now collects delinquent accounts across the state in 30 Pennsylvania counties.



Congratulations

Congratulations are in order for Portnoff’s newest attorney, Brian Ziff! Joe Schultheis, Kevin Buraks, and firm President Michelle Portnoff celebrate with Brian after he received confirmation that he successfully passed the Pennsylvania Bar Exam.

By The Numbers

| | |
|---------|--|
| Over 60 | Pennsylvania public school districts that have hired PLA to collect their delinquent accounts. |
| Over 50 | Pennsylvania townships that have hired PLA to collect their delinquent accounts. |
| Over 40 | Pennsylvania boroughs that have hired PLA to collect their delinquent accounts. |
| Over 40 | Pennsylvania municipal authorities that have hired PLA to collect their delinquent accounts. |

Hiring Portnoff

Portnoff Law Associates represents over 200 townships, boroughs, cities, school districts, and municipal authorities across 30 Pennsylvania counties. PLA’s proven collection process can be tailored to meet your specific collection needs, and we are available to meet with you to discuss the benefits of our services. If you are interested in learning more about how PLA can help maximize your delinquent collections at minimal cost to your municipality, please contact us at (484) 690-9332 or at kburaks@portnoffonline.com.

Note of Appreciation

Portnoff Law Associates often receives thank you notes from property owners who appreciate the professional manner and courtesy with which they were treated during the collection process. The following is a note that PLA recently received:

“While my Hardship Application is in the review process, I wish to make the enclosed ‘voluntary payment’. ...I wish to highly commend your Client Service Agent, Lauren, with whom I spoke this date. She is an exemplar of courtesy, providing detailed answers to the concerns of a Senior Citizen. Thank you for your consideration.”

A property owner from
Drexel Hill, PA

Local Event Idea

Pennsylvania Chestnut Festival

Castanea, PA January 25, 2025



The first-ever Pennsylvania Chestnut Festival is scheduled for Saturday, January 25 from 2-7 p.m. at the Castanea Fire Company Picnic Grounds located at 859 Lower Creek Road, Lock Haven, PA. This family-friendly event will feature (not surprisingly) chestnuts roasting on an open fire, chestnut-inspired food and drinks, local artisans and vendors, and live entertainment. The festival invites you to celebrate the warmth of the season and the unique charm of Castanea, a township named after the chestnut tree! For more information, go to:

https://www.castaneatownshippa.gov/?page_id=409.

PORTNOFF LAW ASSOCIATES HELPS ITS MUNICIPAL CLIENTS ACCELERATE THE COLLECTION OF THEIR DELINQUENT ACCOUNTS WHILE PROVIDING PROPERTY OWNERS WITH MORE PAYMENT OPTIONS AND FLEXIBILITY.

With 35 years of collection experience, Portnoff Law Associates represents over 200 municipalities, school districts and municipal authorities across 30 Pennsylvania counties in the collection of the following types of delinquent accounts:

- Real Estate Taxes
- Sewer Fees
- Abatement of Nuisance Charges
- Trash Fees
- Water Bills and Tapping Fees
- Stormwater Fees



Michelle Portnoff, President
Portnoff Law Associates

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